



**Broadcast Engineering Consultants India Limited**  
**(Under Ministry Of Information and Broadcasting)**  
**C-56A/17, Sector-62, Noida 201307**

**CORRIGENDUM -2**

**Subject:** Request For Proposal (RFP) For Centralized Selection of Back-End Partner For Providing Project Based Expert Technical / Highly Skilled / Niche Manpower

**Reference:** BECIL EOI No.: BECIL/Centralized Selection/SS&IT/2026/01 EOI Dated: 14.08.2026

This is to notify that following Amendment has been incorporated in the subjected EOI.

| S. No | Tender Stage        | Actual Date             | Revised Date           |
|-------|---------------------|-------------------------|------------------------|
| 1.    | Bid Submission Date | 15.09.2026 at 1500 Hrs. | 21.09.2026 at 12.30 PM |
| 2.    | Bid Opening Date    | 16.09.2026 at 1500 Hrs  | 21.09.2026 at 01.00 PM |

**Pre-bid response to clarifications**

| S. No | Clause No. and Page No.                  | Clause Reference    | Points on which Clarification required                                                                                                                                                                                                                                                                                                   | Proposed amendment, if any                                                                                                                                                                                  | Reason for amendment, if any                                                                                                         | Response                                                                                                                     |
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| 1     | Clause 6.2.4, Pg. 20 & Section 7, Pg. 22 | Selection of Bidder | The RFP states that the bidder obtaining the highest technical score shall be selected. Kindly clarify the selection methodology in case two or more bidders secure the same technical score. Further, please clarify whether BECIL intends to empanel multiple bidders in such a scenario or whether any additional evaluation criteria | 1. Clarify the number of bidders proposed to be empanelled under Category A, B and C.<br>2. BECIL may clarify the tie-breaking mechanism and the number of bidders proposed to be empanelled under this RFP | To ensure transparency in the evaluation and selection process and enable bidders to clearly understand the empanelment methodology. | <b><u>Clarification:</u></b><br><br>1. Single firm will be selected.<br><br>2. Will be as per point no. e of clause no 6.2.4 |

| S. No. | Clause No. and Page No.                                               | Clause Reference                         | Points on which Clarification required                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Proposed amendment, if any                                                                                                                                                                                               | Reason for amendment, if any                                                                                                                                                                | Response                                                                               |
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|        |                                                                       |                                          | will be applied to select a single bidder.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                          |                                                                                                                                                                                             |                                                                                        |
| 2      | Clause 2.3, Pg. 10                                                    | No Cost & No Commitment Basis            | Kindly clarify whether any minimum number of opportunities, RFQs or project participation requests will be shared with empanelled partners during the empanelment period.                                                                                                                                                                                                                                                                                                                                                 | Not Applicable                                                                                                                                                                                                           | To assess the potential value of empanelment and resource commitment.                                                                                                                       | <b><u>Clarification:</u></b><br><br>As per RFP                                         |
| 3      | Clause 3.8.4 & 3.8.7 (Page 15), Clause 7.2 Security Deposit (Page 22) | EMD and Performance Bank Guarantee (PBG) | The RFP requires submission of EMD at the empanelment stage and stipulates submission of a Performance Bank Guarantee (PBG) of 2% of the manpower work order value upon project award. Since this RFP is for empanelment on a "No Cost and No Commitment Basis" and the contract/work order value is not known at this stage, kindly clarify: (i) the validity/tenure required for the EMD, (ii) whether the Security Deposit/PBG will be applicable only upon award of a specific project, and (iii) the methodology for | It is requested that the PBG requirement be applicable only against specific project work orders issued after empanelment, with the PBG value and validity linked to the respective project value and contract duration. | To provide clarity on financial commitments and bank guarantee obligations during the empanelment stage, as the future project scope, contract value, and duration are currently undefined. | <b><u>Clarification:</u></b><br>This RFP is for selection of one partner.<br>No Change |

| S. No. | Clause No. and Page No.         | Clause Reference            | Points on which Clarification required                                                                                                                                                                                     | Proposed amendment, if any                                                                                                      | Reason for amendment, if any                                                                                                           | Response  |
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|        |                                 |                             | determining the PBG amount and validity period for future project-specific engagements.                                                                                                                                    |                                                                                                                                 |                                                                                                                                        |           |
| 4      | Clause 9.1 (vi), Pg. 36         | Response to BECIL RFQs      | Kindly clarify whether submission of a formal "No Bid" response within the stipulated timeline shall be treated as a valid response for the purpose of compliance with this clause.                                        | A written "No Bid" response within timeline should be considered as a valid response and should not attract any adverse action. | Consulting organizations may not be able to participate in every opportunity due to strategic, commercial or conflict-related reasons. | No Change |
| 5      | Clause 2.3.1, Pg. 11            | Payment Terms               | Kindly clarify whether BECIL can specify a maximum payment timeline post receipt of payment from the end client and provide periodic status updates regarding client payment realization.                                  | Define a reasonable payment timeline after receipt of payment from the client.                                                  | To improve visibility and predictability of cash flows for empanelled partners.                                                        | No Change |
| 6      | Clause 9.1(x) & 9.1(xi), Pg. 36 | Project Specific Agreements | Kindly clarify whether empanelled partners will have the opportunity to mutually agree and negotiate project-specific commercial/contractual terms including liability, indemnity, payment milestones, penalties and SLAs. | Project-specific agreements shall be mutually negotiated and agreed by both parties before participation/execution.             | Different projects may have varying risk and contractual requirements.                                                                 | No Change |

| S. No. | Clause No. and Page No.                                                                                                        | Clause Reference                          | Points on which Clarification required                                                                                                                                                                                                                                                              | Proposed amendment, if any                                                                                                                                                                                                                               | Reason for amendment, if any                                                                                                                            | Response                                                                                                                       |
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| 7      | Clause 2.3(a), Pg. 10                                                                                                          | NeGD Resource Rates                       | Kindly clarify whether NeGD-prescribed rates will apply only where resource profiles exactly match NeGD roles or will also apply to customized/specialized consulting profiles.                                                                                                                     | Customized profiles may be commercially negotiated between both parties.                                                                                                                                                                                 | Specialized consulting assignments may require skills beyond standard NeGD roles.                                                                       | NeGD rates will be applicable for all resources as per criteria specified in the NeGD empanellement and subsequent extensions. |
| 8      | Clause 3.10.2-3.10.3, Pg. 17; Clause 3.11.1-3.11.5, Pg. 17; Annexure-3, para 6, Pg. 44; Annexure-4, Declaration para 1, Pg. 47 | No Deviation                              | BECIL requires an unconditional bid and does not accept deviations. Kindly clarify whether bidders may identify limited legal and contractual clarifications or qualifications without the bid being treated as non-responsive, and whether such points may be discussed before contract execution. | Permit bidders to submit limited legal and contractual clarifications or qualifications for discussion before contract execution, without disqualification or other adverse consequences, provided the commercial and technical offer remains compliant. | To enable transparent identification and balanced allocation of material contractual risks while preserving equal treatment in the procurement process. | No Change                                                                                                                      |
| 10     | Clause 2.3, Pg. 10; Draft MoU Clause 2.1 and para 9.5.5(i), Pg. 60                                                             | Consortium / Unincorporated Joint Venture | Kindly clarify whether participation in this RFP as a consortium or unincorporated joint venture is permitted and, if so, specify the eligibility, lead-member, responsibility and documentation requirements. Please distinguish such participation from any downstream consortium that            | Expressly permit consortium or unincorporated joint venture participation and prescribe clear lead-member, joint responsibility, credential and documentation requirements.                                                                              | The downstream consortium mechanism in the Draft MoU does not clearly establish whether consortium bids are permitted for this selection RFP.           | <b><u>Clarification:</u></b><br>No                                                                                             |

| S. No. | Clause No. and Page No.                                                                | Clause Reference                                     | Points on which Clarification required                                                                                                                                                                                                                                                                           | Proposed amendment, if any                                                                                                                                                                                                        | Reason for amendment, if any                                                                                           | Response                                      |
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|        |                                                                                        |                                                      | BECIL may form for a future opportunity.                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                   |                                                                                                                        |                                               |
| 11     | Clause 8.24, Pg. 33;<br>Draft MoU Clause 6.24, Pg. 73;<br>Draft MoU Clause 7.3, Pg. 76 | Subcontracting                                       | Kindly confirm that BECIL's prior written approval for subcontracting will not be unreasonably withheld or delayed and that engagement of individual third-party professionals or resources for team augmentation, while the bidder remains fully responsible, will not be treated as prohibited subcontracting. | Permit team augmentation through individual third-party professionals or resources with prior disclosure, while retaining full responsibility with the selected bidder; approvals should not be unreasonably withheld or delayed. | To provide operational flexibility while maintaining accountability and compliance with BECIL's approval requirements. | <b><u>Clarification:</u></b><br>No            |
| 12     | Annexure-1B, Technical Qualification Criterion 1(iv), Pg. 39;<br>Annexure-1A, Pg. 38   | Use of Parent / Subsidiary Credentials and Resources | While group-company turnover is not considered, the RFP is silent on use of relevant credentials, experience or resources of a parent entity or subsidiary. Kindly clarify whether such credentials and resources may be relied upon with supporting documents while the bidder remains fully responsible.       | Permit clearly identified relevant credentials and resources of a parent entity or subsidiary, supported by authorization and documentary evidence, with the bidder retaining full responsibility.                                | To enable transparent evaluation of relevant group expertise without diluting bidder accountability.                   | <b><u>Clarification:</u></b><br>Not permitted |

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| 13     | No corresponding clause identified in the RFP documents          | Use of Network Firm Credentials and Resources | PwC operates as a network of separate and independent legal entities that collaborate and share relevant skills and knowledge. Kindly allow bidders to leverage the credentials and/or resources of Network Firms, with appropriate supporting documentation and the bidder retaining responsibility for the proposed services. | Permit reliance on relevant Network Firm credentials and resources, subject to clear disclosure, supporting documents and continued responsibility of the bidder.               | To enable bidders structured as professional networks to demonstrate collective relevant capability transparently. | <b><u>Clarification:</u></b><br>Not permitted |
| 14     | Clause 7.4.1-7.4.2, Pg. 23; Draft MoU Clause 4.1.1-4.1.2, Pg. 63 | Term / Duration and Extension                 | Kindly confirm that any extension or revision of terms will require mutual written agreement and that continuation of ongoing projects beyond the empanelment period will remain subject to mutually agreed scope, fees, timelines and project-specific conditions.                                                             | Any extension, revised terms or continuation of ongoing projects should be by mutual written agreement, with project-specific scope, fees, timelines and conditions documented. | To avoid unilateral continuation or extension on undefined commercial and contractual terms.                       | No Change                                     |

| S. No. | Clause No. and Page No.                                                                          | Clause Reference               | Points on which Clarification required                                                                                                                                                                                                                                                                                           | Proposed amendment, if any                                                                                                                                                                                                                                 | Reason for amendment, if any                                                                                     | Response   |
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| 15     | Clause 9.5, Pg. 37; Draft MoU Clause 6.4, Pgs. 65-66; Clause 6.33(e), Pg. 75; Clause 7.6, Pg. 77 | Limitation of Liability        | The RFP refers to an agreed liability cap, but no multiplier, percentage or base is specified. Kindly specify an aggregate liability cap of one time the total fees paid or payable under the applicable project/work order, covering claims in contract, tort, indemnity or otherwise.                                          | Set the aggregate liability cap at 1X the total fees paid or payable under the applicable project/work order. Penalties, liquidated damages, indemnities and pass-through claims should fall within this cap, except expressly agreed standard carve-outs. | To avoid uncertainty and potentially unlimited aggregate liability.                                              | No Change  |
| 16     | Clause 8.4.1(a)-(b), Pgs. 24-25; Draft MoU Clause 6.4, Pgs. 65-66                                | Indemnity Scope and Precedence | The RFP and Draft MoU contain materially different indemnity provisions. Kindly confirm that Draft MoU Clause 6.4 will prevail and indemnity will be limited to third-party claims arising directly from material breach, proven negligence or wilful misconduct, subject to the aggregate liability cap and direct losses only. | Draft MoU Clause 6.4 should prevail. Indemnity should be limited to third-party claims directly caused by material breach, proven negligence or wilful misconduct, subject to the agreed aggregate cap and direct losses only.                             | To resolve inconsistency between the RFP and Draft MoU and establish a clear, proportionate indemnity framework. | As per RFP |
| 17     | Draft MoU Clause 6.4, Pg. 65                                                                     | GST-related Indemnity          | In the GST regime, a broad indemnity for breach of the agreement may not be feasible. Kindly delete this requirement or limit it to penalties or fines imposed solely due to the bidder's breach of GST laws.                                                                                                                    | Limit GST-related indemnity to penalties or fines finally imposed solely due to the bidder's breach of applicable GST laws, subject to the overall aggregate liability cap of 1X fees.                                                                     | To align the indemnity with attributable statutory non-compliance and the agreed liability framework.            | No Change  |

| S. No. | Clause No. and Page No.                                    | Clause Reference                  | Points on which Clarification required                                                                                                                                                                                                                                  | Proposed amendment, if any                                                                                                                                                                  | Reason for amendment, if any                                                                                | Response  |
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| 18     | No corresponding clause identified in the RFP documents    | Final Determination for Indemnity | Kindly confirm that indemnification will apply only to damages or losses finally determined by a competent court or arbitral tribunal, or agreed through a settlement consented to by the indemnifying party.                                                           | Make indemnity obligations subject to final determination by a competent court or arbitral tribunal, or an agreed settlement.                                                               | To ensure that indemnity payments are based on established liability and follow standard industry practice. | No Change |
| 19     | No corresponding clause identified in the RFP documents    | Indemnity Procedure               | Kindly incorporate a standard indemnity procedure covering prompt written notice, access to relevant evidence, control of defence by the indemnifying party, reasonable cooperation, consent for settlement, mitigation, subrogation and prevention of double recovery. | Add an indemnity process requiring prompt notice, reasonable cooperation, defence control, no settlement without consent, mitigation, subrogation and no double recovery for the same loss. | To provide procedural fairness and effective management of third-party claims.                              | No Change |
| 20     | Annexure-11, Clauses 6-7, Pgs. 55-56; Clause 8.2.2, Pg. 24 | Confidentiality / Archival Copies | Kindly permit the bidder to retain working papers and one archival copy of confidential information where required for legal, regulatory, audit, insurance or record-retention purposes, subject to continuing confidentiality obligations.                             | Permit retention of working papers and archival copies required by law, regulation, audit or internal record-retention policy, with confidentiality continuing to apply.                    | To support professional, legal, regulatory and audit record-retention requirements.                         | No Change |

| S. No. | Clause No. and Page No.                                                      | Clause Reference                          | Points on which Clarification required                                                                                                                                                                                                                                                               | Proposed amendment, if any                                                                                                                                                                               | Reason for amendment, if any                                                                           | Response  |
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| 21     | Clause 8.16.1-8.16.4, Pgs. 29-30; Draft MoU Clause 6.16.1-6.16.4, Pgs. 70-71 | Bidder Termination for BECIL Breach       | Kindly provide the selected bidder a reciprocal right to terminate the contract where BECIL materially breaches its obligations, including non-payment, and fails to cure the breach within 30 days after written notice.                                                                            | Add a reciprocal termination right for material breach or non-payment by BECIL, subject to written notice and a 30-day cure period.                                                                      | To provide contractual parity and a remedy for uncured material breach by either party.                | No Change |
| 22     | Clause 7.4.1, Pg. 23; Clause 8.16.4, Pg. 30; Draft MoU Clause 6.16.4, Pg. 71 | Termination for Convenience / Performance | Kindly confirm that performance-related termination will require documented reasons and a reasonable cure opportunity, and that termination for convenience will include payment of all undisputed fees, committed costs and reasonable demobilisation charges up to the effective termination date. | Require written reasons and cure rights for performance-related termination, and payment of undisputed accrued fees, committed costs and reasonable demobilisation charges upon convenience termination. | To ensure fair treatment and orderly close-out when the engagement is terminated.                      | No Change |
| 23     | Clause 8.12.1-8.12.2, Pgs. 27-28; Draft MoU Clause 6.12, Pgs. 68-69          | Risk Purchase                             | Kindly limit liability under the risk-purchase clause to 10% of the value of the corresponding undelivered goods/services and confirm that third-party procurement will follow applicable government procurement and price-discovery norms.                                                          | Cap risk-purchase recovery at 10% of the value of the affected undelivered goods/services and apply transparent government procurement and price-discovery procedures.                                   | To ensure that replacement costs are reasonable, attributable and subject to a defined monetary limit. | No Change |

| S. No. | Clause No. and Page No.                                                | Clause Reference       | Points on which Clarification required                                                                                                                                                                                                                                              | Proposed amendment, if any                                                                                                                                                                                  | Reason for amendment, if any                                                                                        | Response  |
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| 24     | Clause 8.7(a)-(f), Pgs. 25-26; Draft MoU Clause 6.7(a)-(i), Pgs. 66-67 | Conflict of Interest   | Given the bidder's large and diverse client base, kindly confirm that conflict declarations may be limited to patent and direct conflicts identified after reasonable internal checks, and will not extend to indirect or remote conflicts that could not reasonably be identified. | Limit conflict confirmations to direct and material conflicts identified through reasonable internal checks, with prompt disclosure and an agreed mitigation process for subsequently identified conflicts. | To create a practical and proportionate conflict-management standard for large professional services organizations. | No Change |
| 25     | Clause 8.33(a)-(d), Pgs. 34-35; Draft MoU Clause 6.33(a)-(e), Pg. 75   | Liquidated Damages Cap | Kindly cap all liquidated damages and penalties cumulatively at 5% of the value of delayed services under the applicable work order, only for delay solely attributable to the bidder, and make LDs the sole monetary remedy for such delay.                                        | Cap cumulative LDs and penalties at 5% of the value of delayed services under the relevant work order and apply them only for bidder-attributable delay as the sole monetary remedy for that delay.         | To avoid open-ended client-linked LD exposure and multiple monetary remedies for the same delay.                    | No Change |

| S. No. | Clause No. and Page No.                                                | Clause Reference                | Points on which Clarification required                                                                                                                                                                                                                                                                                | Proposed amendment, if any                                                                                                                                                                                             | Reason for amendment, if any                                                                                   | Response  |
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| 26     | Clause 8.2.1-8.2.4, Pg. 24; Draft MoU Clause 6.2.1-6.2.4, Pg. 65       | Intellectual Property Rights    | The RFP and Draft MoU differ on pre-existing intellectual property. Kindly confirm that Draft MoU Clause 6.2.1 will prevail, each party retains its pre-existing IPR and enhancements, and BECIL receives a non-exclusive licence to embedded bidder IPR necessary to use paid deliverables for the intended purpose. | Confirm retention of each party's pre-existing IPR and enhancements, with a non-exclusive, non-transferable licence to embedded bidder IPR solely to use the paid deliverables for their intended purpose.             | To protect pre-existing tools, methodologies and know-how while enabling BECIL to use the deliverables.        | No Change |
| 27     | Clause 8.15.1-8.15.2, Pg. 29; Draft MoU Clause 6.15(a)-(b), Pgs. 69-70 | Audit and Inspection            | Kindly confirm that audit and inspection rights will be exercised on reasonable prior notice, during normal business hours, in a pre-agreed manner, limited to relevant engagement and invoicing records, and subject to confidentiality and non-disruption safeguards.                                               | Limit inspection to relevant engagement and invoicing records on reasonable notice, during business hours, without unreasonable disruption or disclosure of other clients' or third parties' confidential information. | To protect confidentiality, legal obligations and business continuity while allowing appropriate verification. | No Change |
| 28     | No corresponding clause identified in the RFP documents                | Third-Party Reliance Disclaimer | Kindly confirm that the bidder owes no duty or liability to any third party in connection with the services or deliverables unless expressly agreed in writing, and that BECIL will not permit third-party reliance or                                                                                                | Add a no-third-party-reliance clause and restrict third-party reliance or circulation of deliverables without prior written consent of the bidder.                                                                     | To prevent unintended duties and liabilities to persons who are not parties to the engagement.                 | No Change |

| S. No. | Clause No. and Page No.                                                    | Clause Reference                       | Points on which Clarification required                                                                                                                                                                                                                                                                                           | Proposed amendment, if any                                                                                                                                                                    | Reason for amendment, if any                                                                     | Response  |
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|        |                                                                            |                                        | circulation for reliance without the bidder's written consent.                                                                                                                                                                                                                                                                   |                                                                                                                                                                                               |                                                                                                  |           |
| 29     | Draft MoU Clause 7.1, Pg. 76                                               | Acceptance of Deliverables             | Payment is linked to acceptance, but objective acceptance criteria and timelines are not specified. Kindly define project-specific acceptance criteria, a fixed review period, written reasons for rejection, a reasonable remediation opportunity and deemed acceptance where no response is received within the review period. | Define objective acceptance criteria and a fixed review period, with written reasons for rejection, cure opportunity and deemed acceptance if no response is issued within the agreed period. | To avoid indefinite acceptance and payment delays and ensure an objective review process.        | No Change |
| 30     | Clause 8.23.1-8.23.3, Pgs. 32-33; Draft MoU Clause 6.23(a)-(c), Pgs. 73-74 | Force Majeure Termination Consequences | Kindly confirm that if the agreement terminates due to a force majeure event continuing beyond three months, the bidder will be paid for completed work, approved committed costs and reasonable transition activities up to termination.                                                                                        | Provide for payment of completed work, approved committed costs and reasonable transition expenses upon termination due to prolonged force majeure.                                           | To ensure an orderly and equitable close-out where neither party is at fault.                    | No Change |
| 31     | Clause 8.27.1-8.27.3, Pg. 33; Draft MoU Clause 6.27(a)-(c), Pg. 74         | Assignment and Novation                | Kindly make assignment and novation rights mutual and subject to prior written consent, such consent not to be unreasonably withheld or                                                                                                                                                                                          | Require mutual prior written consent for assignment or novation, with safeguards that the assignee assumes all obligations and the bidder is not                                              | To balance assignment rights and protect the bidder from increased or altered counterparty risk. | No Change |

| S. No. | Clause No. and Page No.                                                                   | Clause Reference                     | Points on which Clarification required                                                                                                                                                                                            | Proposed amendment, if any                                                                                                                                                         | Reason for amendment, if any                                                                                    | Response  |
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|        |                                                                                           |                                      | delayed, except for internal reorganizations or assignments to government nominees that do not adversely affect the bidder.                                                                                                       | materially prejudiced.                                                                                                                                                             |                                                                                                                 |           |
| 32     | Draft MoU Clause 6.6.2, Pg. 66; Draft MoU Clause 5.3(x), Pg. 64                           | Integrity Pact                       | The Draft MoU states both that an Integrity Pact is required and that it may be required case-to-case, but no format is attached. Kindly clarify whether it is mandatory and provide the prescribed format before bid submission. | Clarify applicability and provide the final Integrity Pact format as part of the RFP/corrigendum before bid submission.                                                            | To enable consistent review and compliance by all bidders.                                                      | No Change |
| 33     | Draft MoU Clause 5.1(g), Pg. 64; Clause 8.28, Pg. 33; Draft MoU Clause 6.28, Pg. 74       | Exclusivity / Non-Exclusivity        | The Draft MoU appears to grant BECIL exclusive rights for the selected agency's services, while other provisions describe the arrangement as non-exclusive. Kindly confirm that the engagement and empanelment are non-exclusive. | Delete or clarify the exclusivity language and confirm that both BECIL and the selected bidder may engage with other parties, subject to confidentiality and conflict obligations. | To resolve contradictory provisions and avoid unintended entity-wide exclusivity.                               | No Change |
| 34     | Clause 2.3(f), Pg. 11; Clause 9.1(x)-(xi), Pg. 36; Draft MoU Clause 5.3(xi)-(xii), Pg. 64 | Scope Expansion and Downstream Terms | Kindly confirm that any material expansion of scope, manpower, deliverables or downstream project obligations, including LDs, penalties, SLAs and payment terms, will be subject to a                                             | Material scope changes and downstream project terms should require mutual written agreement on scope, fees, timelines, dependencies, liability, LDs, SLAs                          | To ensure that future project obligations and commercial terms are ascertainable and agreed before performance. | No Change |

| S. No. | Clause No. and Page No. | Clause Reference               | Points on which Clarification required                                                                                                                                                                                                                   | Proposed amendment, if any                                                                                                                           | Reason for amendment, if any                                                                                       | Response  |
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|        |                         |                                | separate mutually agreed work order or project agreement.                                                                                                                                                                                                | and payment terms before commencement.                                                                                                               |                                                                                                                    |           |
| 36     | Clause 9.1(iv), Pg. 36  | Business Lead Sharing          | Kindly clarify whether sharing business leads with BECIL is mandatory, whether any minimum lead generation commitment is expected, and whether such obligation is exclusive in nature.                                                                   | Define the scope, expectations and measurement criteria for business lead sharing and confirm that no minimum guaranteed lead commitment will apply. | To clearly understand business development obligations under the empanelment.                                      | No Change |
| 37     | Clause 9.1(v), Pg. 36   | Pre-Sales Support Obligation   | Kindly clarify the extent of pre-sales support expected from empanelled partners, including proposal support, bid participation timelines, resource commitment and whether effort for unsuccessful opportunities will be compensated.                    | Define the scope, timelines and commercial treatment of pre-sales support obligations for project-specific opportunities.                            | To assess resource commitment and ensure predictability of pre-sales effort.                                       | No Change |
| 38     | Clause 9.1(vi), Pg. 36  | Three Successive RFQ Responses | The RFP provides that empanelment may be cancelled if the selected agency fails to respond on three successive occasions. Kindly confirm that a formal "No Bid" response will be treated as a valid response and shall not count towards this threshold. | A formal written "No Bid" response submitted within timelines should be treated as a valid response and should not trigger cancellation provisions.  | To avoid penalization where participation is not feasible due to strategic, commercial or conflict considerations. | No Change |

| S. No. | Clause No. and Page No.                                                                  | Clause Reference                             | Points on which Clarification required                                                                                                                                                                                                                   | Proposed amendment, if any                                                                                                                                                   | Reason for amendment, if any                                                      | Response  |
|--------|------------------------------------------------------------------------------------------|----------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-----------|
| 39     | Scope of Work – DPR, Architecture, Roadmap, RFP Preparation and Assessment Activities    | Advisory Responsibility                      | Kindly clarify that services relating to architecture, frameworks, assessments, roadmaps, procurement support and recommendations are advisory in nature and final decisions, implementation and outcomes remain the responsibility of BECIL/end client. | Confirm that the selected partner's role is advisory and recommendatory in nature and that ownership of implementation and decisions remains with BECIL/end client.          | To clearly allocate responsibility for implementation and business outcomes.      | No Change |
| 40     | Application Performance Audit / Application Security Audit / Quality Certification Scope | Certification and Assurance Responsibilities | Kindly clarify whether any certification, validation, verification, assurance opinion or formal audit opinion is expected from empanelled partners, or whether services are limited to assessment and recommendations.                                   | Confirm that services are limited to assessment, observations and recommendations and do not require formal certifications, assurance opinions or attest services.           | To ensure alignment with professional services scope and regulatory requirements. | No Change |
| 41     | Technology Management / Software, Middleware and Hardware Licensing Scope                | Technology Procurement Responsibility        | Kindly clarify whether empanelled partners will be required to procure hardware, software or licenses on behalf of BECIL/end clients, or whether their role is limited to advisory, PMU and consulting services.                                         | Confirm that procurement of hardware, software and licenses will remain the responsibility of BECIL/end client unless separately agreed through a project-specific contract. | To clarify commercial and implementation responsibilities for future assignments. | No Change |

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| 41     | Technology Management / Software, Middleware and Hardware Licensing Scope | Technology Procurement Responsibility | Kindly clarify whether empanelled partners will be required to procure hardware, software or licenses on behalf of BECIL/end clients, or whether their role is limited to advisory, PMU and consulting services. | Confirm that procurement of hardware, software and licenses will remain the responsibility of BECIL/end client unless separately agreed through a project-specific contract. | To clarify commercial and implementation responsibilities for future assignments. | No Change                                    |
| 42     | New Addition                                                              |                                       |                                                                                                                                                                                                                  |                                                                                                                                                                              |                                                                                   | Annexure-17<br>(Indicative list of Manpower) |

All other terms and conditions of EOI shall remain unchanged.

Sd/-

Dy. General Manager  
Broadcast Engineering Consultants India Limited (BECIL)  
BECIL Bhawan, C-56A/17,  
Sector-62, Noida-201307 (Uttar Pradesh)

## INDICATIVE LIST FOR ENGAGEMENT

| <b>Category A: Project/Programme Management and Advisory Services</b>                                           |                                       |                 |                                          |
|-----------------------------------------------------------------------------------------------------------------|---------------------------------------|-----------------|------------------------------------------|
| Sl. No                                                                                                          | NeGD Profile                          | No of Resources | Rates* in Rupees Per Month (Without GST) |
| 1                                                                                                               | Project Manager (PM)                  | 1               | 3,27,897                                 |
| 2                                                                                                               | Consultant (C)                        | 2               | 2,80,203                                 |
| 3                                                                                                               | Senior Consultant (SC)                | 2               | 3,27,897                                 |
| 4                                                                                                               | Principal Consultant (PC)             | 1               | 3,57,707                                 |
| 5                                                                                                               | Subject Matter Expert (SME 1)         | 1               | 3,57,707                                 |
| <b>Category B: Domain or Cross Domain Specific Architecture for Digital Ecosystem, Enterprise and Solutions</b> |                                       |                 |                                          |
| Sl. No                                                                                                          | NeGD Profile                          | No of Resources | Rates* in Rupees Per Month (Without GST) |
| 1                                                                                                               | Associate Solution Architect (ASA)    | 1               | 3,91,400                                 |
| <b>Category C: Technology management and adoption of Emerging Technologies</b>                                  |                                       |                 |                                          |
| Sl. No                                                                                                          | NeGD Profile                          | No of Resources | Rates* in Rupees Per Month (Without GST) |
| 1                                                                                                               | Technology Consultant (TC)            | 2               | 2,80,203                                 |
| 2                                                                                                               | Senior Technology Consultant (TSC)    | 2               | 3,27,897                                 |
| 3                                                                                                               | Principal Technology Consultant (TPC) | 1               | 3,57,707                                 |

**Note:**

- The scope of work is subjective and not limited to the points mentioned in this document.
- This manpower is indicative in nature and is based on number bid/tender under participation by BECIL.
- Any award / work order is not guaranteed from BECIL as same is dependent on the client evaluation and award of work to BECIL by client.
- Any work award shall be considered in-line with provision of RFP.