



Maharashtra State Electricity Distribution Company Limited

Tender No: CGM-IT/RDSS/SAP AMS/23-24/017 Ver. 1.0

Date: 26-09-2023

BID NOTICE

The Chief General Manager (IT), on behalf of Maharashtra State Electricity Distribution Company Limited (the Employer), hereby invites online bids from eligible bidders for Request for **Proposal for Selection of System Integrator (ERPSI)** for **“Upgrade of SAP ECC to RISE with SAP S/4 HANA for 5 years, Installation, Commissioning, Implementation of SAP TRM and Cash Management module and 2 years of Application Maintenance Services for all core and custom modules at MSEDCL”**. The entire bidding document is available on MSEDCL’s Website as per the date indicated below. Any changes in the Bid Schedule, corrigendum etc. shall also be notified via MSEDCL’s website. Prospective bidders are therefore requested to regularly check the website for any updates.

Bid Security (EMD): The bid must be accompanied by Bid Security for an amount equal to Indian INR **1.17 Cr** for covering the entire scope of work. The bid security shall be denominated in Indian Rupees only. The bid security can be paid online or in the form of an Unconditional Bank Guarantee from any Nationalized / Scheduled Bank in favour of the Maharashtra State Electricity Distribution Co. Ltd., payable at Mumbai as mentioned in details in the Tender Document (RFP). The BG EMD (original copy) should be submitted to this office on or before the Bid end date.

Calendar of Events	Date and Time
Commencement of downloading of this RFP and e-bidding	26.09.2023
Pre-bid queries to be submitted up to	04.10.2023 @ 3 pm
Date and time of Pre-BID Meeting through Video conferencing.	05.10.2023 @ 3 pm
Last date for submission of Bids	20.10.2023 @ 5 pm
Bid Opening Technical Bid	To be declared later

Pre-bid meetings will be done through VC only at the Google address: <https://meet.google.com/ttp-mcqa-emk>

Brief scope of work

The ERPSI shall be required to carry out the scope of work which shall include but not be limited to the following:

- 1) System to be migrated from SAP ECC to S4 HANA on Rise Platform. Compatible infrastructure serving appropriate system tier for specified usage tier should be provided by bidder for development, production, and testing environment as recommended by SAP
- 2) Some of the MSEDCL applications are on non-Rise Platform are also to be managed (including updates) by ERPSI. Such as HANA in-Memory database, BOBJ, BW for HANA, PO/PI, SYBASE ASE Database for billing system

- 3) Upgradation of SAP ERP ECC6 EHP 5.0 platform to RISE with SAP S/4 HANA (latest version) for Core Modules (FICO, PM, PS, MM,HCM) and implemented custom developed modules in MSEDCL including data migration.
- 4) Implementation of Treasury and Risk Module (TRM) on RISE with S4 HANA.
- 5) Implementation of Cash Management Module on RISE with S4 HANA.
- 6) Upgradation of Solution Manager from 7.1 to 7.2 (or latest version) on HANA.
- 7) Upgradation of PI to PO on HANA
- 8) Upgradation of existing 1 TB HANA appliance (Base edition) to 2 TB HANA appliance.
- 9) Application Maintenance Services (AMS) towards Support, Maintenance & Enhancement of all existing SAP systems (Core & Custom modules) at MSEDCL till declaration of go-live of SAP S/4 HANA.
- 10) Application Maintenance Services (AMS) for 1 year after go-live declaration of RISE with S/4 HANA, towards Support, Maintenance & Enhancement of all upgraded SAP-ERP modules on S/4 HANA (FICO, PM, PS, MM, HCM, TRM & Cash Management) & implemented custom developed modules.

Qualifying Requirements:

The technical and financial requirements of qualification for the System Integrator (ERPSI) are as follows:

The prospective Bidder (referred as ERPSI-Lead) and the 2nd consortium member (in case of a consortium; referred as ERPSI-2nd) shall have to enclose all documentary evidence in support of pre-qualification criteria

Sl. No	Requirements	Supporting Documents
1.	GENERAL	
1.1	<p>The Sole Bidder should be a company registered under the provisions of the Indian Companies Act, 1956 / 2013, or a partnership firm under the Indian Partnership Act, 1932 or the Limited Liability Partnerships Act, 2008.</p> <p>In case of consortium, the consortium members should be a company registered under the provisions of the Indian Companies Act, 1956 / 2013, or a partnership firm under the Indian Partnership Act, 1932 or the Limited Liability Partnerships Act, 2008.</p>	<ul style="list-style-type: none"> • Certificate of incorporation / Partnership deed • GST Registration • Certificate of commencement of business (if applicable) <p><i>(Such supporting documents should be submitted for Bidder/ all the consortium members, as applicable)</i></p>
1.2	The ERPSI-Lead should have at least CMM/CMMI level 5 valid certification. In case of a consortium, this requirement needs to be met either by the ERPSI-Lead or ERPSI-2 nd Member and 2 nd Member must be ISO/ IEC-9001: 2008/2015 or above certified.	Copy of certification from authorized certification body valid as on bid submission date
1.3	Bidder should be authorized system integrator/implementation partner of SAP ERP Product for sale, support, and services of the offered ERP OEM Product. In case of Consortium, either ERPSI-Lead/ERPSI-2 nd may met the requirement.	MAF from M/s SAP

Sl. No	Requirements	Supporting Documents
1.4	The ERPSI-Lead and ERPSI-2 nd should not be blacklisted or debarred by any govt. organization or public sector organisation as on the date of submission of bid.	ERPSI-Lead & ERPSI-2 nd shall submit self-declaration on non-Judicial stamp paper of Rs. 100/-
1.5	<p>The bidder must have at least more than 250 full time resources. Additionally, bidder must have at least 2 OEM certified resources of each proposed module of SAP ERP S4 HANA</p> <p>In case of a consortium, the requirement may be met jointly by ERPSI-Lead and the ERPSI-2nd</p>	Certificate from HR head of bidder company on bidder's company letterhead along with copy of SAP certification for certified resources.
2	FINANCIAL	
2.1	<p>Minimum Average Annual Turnover (MAAT) for best three years out of last five financial years (FY18-19, 19-20, 20-21, 21-22, and 22-23) of the bidder should not be less than INR 35.18 Crores</p> <p>In case of a consortium, ERPSI-Lead and ERPSI-2nd combined should meet this requirement of turnover, with ERPSI-Lead meeting minimum 51% i.e. INR 17.94 Crore, the 2nd Member meet at least 26% i.e. INR 9.14 Crore of the MAAT.</p>	<p>Copy of Annual Audited Financial Statements certified by Chartered Accountant for the preceding five years</p> <p><i>(Such supporting documents should be submitted for Bidder/all the consortium members, as applicable)</i></p>
2.2	<p>Net Worth for the each of the last three Financial Years should be positive. In case of a consortium, both the ERPSI-Lead and ERPSI-2nd should have positive net worth in each of the last three audited financial years. [FY 2020-21, 2021-22, 2022-23] MSEDCL should add the specific years to avoid ambiguity, depending on when it chooses to float the RFP</p> <p><i>'Net-worth' will consist of 'paid up equity capital, free reserves, balance in share premium account and capital reserves representing surplus arising out of sale proceeds of assets but not reserves created by revaluation of assets' adjusted for 'accumulated loss balance, book value of intangible assets and Deferred Revenue Expenditure, if any'.</i></p>	<p>Copy of Annual Audited Financial Statements certified by Chartered Accountant for the preceding three years</p> <p>Net worth calculations to be done as per the given definition and certified by an Auditor/ Chartered Accountant</p> <p><i>(Such supporting documents should be submitted for Bidder/all the consortium members, as applicable)</i></p>
3	CREDENTIALS AND EXPERIENCE	
3.1	<p>The Bidder(s) should have implemented at least One (1) Turnkey IT System Integration (TSI) project having installation, configuration, customization, implementation, Roll Out as well as providing AMS services / System Operation services and preferably supply of Hardware/cloud services/Software/ licenses during the last Ten (10) financial years, one project worth at least INR. 20 Cr. OR</p> <p>Two projects each costing not less than the amount equal to INR. 13 Cr. OR</p> <p>Three projects each costing not less than the amount equal to INR. 10 Cr.</p>	<ul style="list-style-type: none"> Necessary Purchase order /LOI / Contract / Certification on client letterhead/ Completion certificate as on date of Bid Submission as proof of services provided

Sl. No	Requirements	Supporting Documents
3.2	<p>The bidder should have successfully implemented 2 (two) SAP ERP S/4 HANA projects in India in last 10 years. Out of two (2) eligible ERP projects one must have been implemented in Central/State PSU or Govt. Organization.</p> <p>(In case of a consortium, this requirement needs to be met by either of the Member)</p> <p>Further, in both projects mentioned above-</p> <ul style="list-style-type: none"> • The offered ERP OEM Product shall have cumulatively 250 transactional user-base in two eligible ERP projects • At least 3 modules out of following functions / modules of the offered ERP OEM Product must have been implemented– <ul style="list-style-type: none"> ○ Finance and Accounting (FICO) ○ Cash Management Module ○ Human Resource Management, Payroll and ESS ○ Project Systems (PS) ○ Plant Maintenance (PM) ○ Material Management (MM) ○ Treasury and Risk Management (TRM) ○ Business Intelligence Reporting <p>Out of the two (2) implemented projects, at least one (1) should be successfully completed (Go-live achieved followed by completion of at least one year AMS) and second (2nd) project must have achieved Go-live status.</p>	<ul style="list-style-type: none"> • For Completed projects: Bidders must provide the Necessary Purchase Order/ LOI/ Contract Agreement. Further, the bidder must provide the successful completion letter from the client. The successful completion shall include at least one year AMS subsequent to Go-Live. • For ongoing Projects: Bidders must provide the Necessary Purchase Order/ LOI/ Contract Agreement. Further, the bidder must provide a letter from the client explicitly mentioning that the project has successfully achieved Go-Live status. <p><i>(*Completion Certificate for completed projects shall be issued after the Go-Live and at least one year AMS period is over)</i></p>

Chief General Manager (IT),
 MAHAVITARAN, Prakashgad, 4th Floor
 Plot No G-9, A.K. Marg, Bandra (East),
 Mumbai 400 051
 Email – sapams@mahadiscom.in

Pre-Bid Query Format

Request for Proposal for Selection of System Integrator (ERPSI) for “Upgrade of SAP ECC to RISE with SAP S/4 HANA for 5 years, Installation, Commissioning, Implementation of SAP TRM and Cash Management module and 2 years of Application Maintenance Services for all core and custom modules at MSEDCL”

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Format for Sending Query to MSEDCL

[Query may be sent in hard copy to the Nodal Officer of MSEDCL, at the below- mentioned address AND/ OR via email to sapams@mahadiscom.in

[Reference No.]

From:

[Address of the Bidder] [Telephone No., Fax No., Email] [Date]

To:

Office of the CGM (IT) MSEDCL

Prakashgarh, 4th Floor, Anant Kanekar Marg, Bandra(E), Mumbai- 400051, Maharashtra, India

Sub: Query.

Ref: [MSEDCL to insert Tender Details].

Dear Sir/ Madam,

Please find below our query with respect to the RFP subject to the terms and conditions therein:

S. No.	Reference Clause No.	Page No.	Query
1.			
2.			
3.			

Thanking you,

Yours Sincerely,

[Insert Signature here]

[Insert Name here]

[Insert Designation here]

Note:

1. Pre-Bid queries should be sent on sapams@mahadiscom.in only. Other mode of communications shall not be accepted.
2. MSEDCL is not bound to reply all the queries.
3. Replies of Pre-Bid Queries shall be published on MSEDCL e-Tender website.