

Request for proposal #2025-014

Development of a Digital Tracking System and a Digital Evaluation Framework for the Supplementary Nutrition Programme (THR- Take Home Ration and HCM- Hot Cook Meal) in India



15th Floor, Gopal Das Bhawan
Barakhamba Road
New Delhi 110 001, India

www.path.org

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Request for proposal number: 2025-014

For: Development of a Digital Tracking System and a Digital Evaluation Framework for the Supplementary Nutrition Programme (THR- Take Home Ration and HCM- Hot Cook Meal) in India

1. Request for proposal schedule

Activity	Date and time
Request for proposal (RFP) released	06 March 2025
Deadline for fact-finding questions	10 th March 2025
PATH to respond to fact-finding questions	13 th March 2025
Deadline for submission of proposal in response to the RFP	21 st March 2025
Outcome communication	28 th March 2025
Award decision (to be followed by contract negotiations)	01 st April 2025

Note: PATH may change the dates at its discretion. Changes will be communicated to those who confirm their intent to submit a proposal.

2. PATH statement of business

PATH is a global nonprofit dedicated to achieving health equity. With more than 40 years of experience forging multisector partnerships, and with expertise in science, economics, technology, advocacy, and dozens of other specialties, PATH develops and scales up innovative solutions to the world's most pressing health challenges. Learn more at www.path.org.

3. Contracting requirements

- 3.1 The contracting authority shall be PATH or any one of its affiliates either directly or on behalf of operations countries or programs.
- 3.2 The commercial contracting terms and conditions will be negotiated with the successful supplier toward the end of the selection process.
- 3.3 By submitting a proposal, the supplier confirms that they will abide by the RFP terms and PATH policies, especially our Code of Ethics (<https://www.path.org/about/code-ethics/>), and general good

practices regarding inclusivity, fair trading, health and safety, records management, anti-fraud and corruption, and environmental policy, among others.

3.4 Duration of the contract is estimated to be **5 months**.

4. Solicitation terms and conditions

- 4.1 **Notice of nonbinding solicitation:** PATH reserves the right to reject any and all bids received in response to this solicitation and is in no way bound to accept any proposal.
- 4.2 **Confidentiality:** Suppliers shall treat all information provided by PATH as part of this solicitation as confidential. If any information is inappropriately released, PATH may seek appropriate remedies as allowed under applicable law.
- 4.3 **Conflict of interest disclosure:** Suppliers bidding on PATH business (also referenced herein as “bidders”) must disclose, to the procurement contact listed in the RFP, any actual or potential conflicts of interest. Conflicts of interest could be present if there is a personal relationship with a PATH staff member that constitutes a significant financial interest, a board membership, other employment, or ownership or rights in intellectual property that may conflict with the supplier’s obligations to PATH. Suppliers and PATH are protected when actual or perceived conflicts of interest are disclosed. When necessary, PATH will create a management plan that provides mitigation of potential risks presented by the disclosed conflict of interest.
- 4.4 **Acceptance:** Bidder’s submission of a proposal means the bidder accepts all terms and conditions set forth in the RFP. PATH’s acceptance of a proposal does not mean acceptance of its terms and conditions. PATH reserves the option to negotiate on the final terms and conditions. We additionally reserve the right to negotiate the substance of the RFP finalists’ proposals, as well as the option of accepting partial components of a proposal if appropriate.
- 4.5 **Right to final negotiations:** PATH reserves the option to negotiate on the final costs and final scope of work and reserves the option to limit or include third parties in such negotiations at PATH’s sole and full discretion.
- 4.6 **Third-party limitations:** PATH does not represent, warrant, or act as an agent for any third party because of this solicitation. This solicitation does not authorize any third party to bind or commit PATH in any way without our express written consent.
- 4.7 **Proposal validity:** Proposals submitted under this RFP shall be valid for at least 90 days following the date the proposal is due. The validity period shall be stated in the proposal submitted to PATH.
- 4.8 **Limitation of liability:** The terms and conditions set forth in this RFP do not exclude or limit the liability of PATH or the supplier in relation to fraud or in other circumstances giving rise to liability under any applicable law.
- 4.9 **Tender costs and liability:** Bidders are responsible for obtaining all information necessary for preparation of their proposal and for all costs and expenses incurred in preparation of the proposal. Subject to the “Limitation of liability” section in this RFP (section 4.8), the bidder accepts by their participation in response to this RFP, including without limitation the submission of the proposal, that it will not be entitled to claim from PATH any costs, expenses, or liabilities that it may incur in tendering a response to this RFP, irrespective of whether their proposal is successful.
- 4.10 **PATH’s variation or termination rights:** PATH reserves the right to vary or terminate this RFP process with written notice to all suppliers from which it has received proposals. It is intended that this solicitation process will take place in accordance with the provisions of this RFP, but PATH reserves the right to terminate, amend, or vary (to include, without limitation, in relation to any time

scales or deadlines) the solicitation process by notice to all suppliers from which it has received proposals. Subject to section 4.8, "Limitation of liability," PATH will have no liability for any losses, costs, or expenses caused by its termination, amendment, or variation to this RFP.

- 4.11 **Joint venture or consortium or subcontractors:** Any lead supplier that submits a proposal in response to this RFP takes responsibility and accountability for enforcing the RFP requirements set forth herein among the members of the joint venture or consortium, and each of their advisers, subcontractors, and staff.
- 4.12 **Payment and invoicing:** PATH will pay correctly addressed and undisputed invoices within 30 days. Suppliers shall ensure comparable payment provisions apply to payments to their downstream parties. Advance payment is not preferred. If an advance payment is envisaged and is other than industry or country known practice, such must be made clear in the financial proposal to PATH.

5. Instructions for responding

- 5.1 **PATH contacts:** All communications regarding this solicitation shall be directed to the contacts below. Contacting third parties involved in the project, the review panel or any other party may be considered a conflict of interest and could result in disqualification of the proposal. All documents required as part of the proposal must be submitted to the contacts listed by the deadline for submission:
- Technical and Financial proposals should be addressed to the Global Procurement Officer at jsingh@path.org. The subject line of all emails regarding the proposal should read: **RFP #2025-014 Your Company Name.**
 - Please see Annex A to this RFP, "Tips on proposal preparation and submission," for additional details regarding the files and file types to be included in your proposal package.
- 5.2 **Confirmation of interest:** Please send a statement acknowledging receipt of this solicitation and your intent to respond or not respond no later than the date noted in the schedule in section 1. Send the confirmation to the contacts listed above.
- 5.3 **Proposal technical content:** Bidders are advised to provide only what is required as captured in Annex B: "Supplier's proposal format/questionnaire." The proposal must be clear, concise, unambiguous, and directly address the requirements stated.
- 5.4 **Selection of shortlist:** PATH reserves the right to select a short list from the bids received. PATH has the option to interview and discuss specific details with those candidates who are short-listed.

6. Specifications/Scope

6.1 Scope of work/terms of reference/specifications:

The Supplementary Nutrition Programme (SNP) aims to fill the gap in nutrition to vulnerable groups such as children, pregnant and lactating women, and adolescent girls. Despite its importance, the program faces multiple challenges, including:

- Limitations in consistent distribution

- Sub-optimal real-time visibility in supply chain operations
- Improving monitoring on Quality control aspects of THR
- Supportive supervision and accountability among stakeholders.

Challenges in Maintaining Quality and Oversight

- Requirement of a comprehensive Digital System: There is an urgent requirement of a comprehensive digital system that will help mitigate the issues related to tracking, updates on demand, raw material procurement, production monitoring, supply and feedback assessment.
- Minimal Transparency & Quality Control: Need for improvement in the current testing and inspection processes.
- Workflow Coordination: Need for improvement in workflow coordination among stakeholders.
- Manual Record Keeping: Requirement of a digital system to reduce cost, time, and resources.
- Transparency and Accountability: Need for a structured mechanism and a digital workflow to improve transparency and accountability in the SNP supply chain.

Project Objective

- To design, develop, and deploy the web and mobile-based digital system for capturing the supply chain of SNP.
- To design, develop, and deploy the web and mobile-based digital system for feedback assessment and knowledge sharing.

Key Design Principles for both Objectives (Digital systems)

- Use of Open-Source Technologies for adaptability.
- Modular Design ensures flexibility for future expansions.
- Cloud-based Deployment to allow scalability.
- Mobile Application for user-friendliness and easy accessibility.
- Robust Error Handling to ensure system reliability.
- Compliance with Data Privacy/Security Guidelines as per government standards.
- CMS-based architecture to help with content creation, management, and publishing.
- SEO approach for better visibility, and user engagement
- Multilingual approach
- Data Security & Privacy

The Digital Systems will consist of the following modules:

Table1: Objectives

Objective 1 – Digital Tracking System for SNPs	Objective 2 – Digital feedback assessment and knowledge dissemination system
User Management - Role-based Access Control	System Administration - Super Admin
GIS-Based Spatial Mapping	Interoperability - API-driven Architecture
Demand & Distribution Management	Monitoring & Evaluation – Super monitor (Dashboard)
Quality Assurance (Lab Module)	Near real-time Notifications
Traceability	Reporting & Analytics
QR Code Generation	ICT Materials
Monitoring & Evaluation – Super monitor (Dashboard)	Dynamic questionnaire and feedback
Near real-time Notifications	Multilingual web and mobile application
Reporting & Analytics	GIS-Based Spatial Mapping
System Administration - Super Admin	Assessment of questionnaire and data projection
Interoperability - API-driven Architecture	Result analysis and data visualization
ICT Materials	Dynamic dashboard
Alert mechanism	
Multilingual web and mobile application, etc.	

Roles and Responsibilities:**Key Responsibilities of the technical partner:**

- Study process and prepare detailed requirement documents (Functional Requirement Specification-FRS & Software Requirement Specification-SRS)
- Design and Development of Minimum Viable Product (MVP) for pilot- both web and mobile.
- Design and develop the training materials for both web and mobile applications.
- Document the feedback from pilot.
- Implement the feedback from pilot to the application in both web and mobile interface.
- Design and development of full stack applications.
- Hosting the applications on the cloud environment.
- Setting up a Technical Support Unit (Helpdesk Support – Email, Telephone).
- Performing User acceptance testing (UAT)
- Requested Documentation by PATH

Location: India**Table 2: Milestones**

S.No.	Milestone	Activity 1 (Digital Tracking System for SNPs)	Activity 2 (Digital feedback assessment and knowledge dissemination)	Deliverables

			system)	
Phase -I				
1	Project Kick-off	Study process and prepare detailed requirement documents (Functional Requirement Specification-FRS & Software Requirement Specification-SRS, PFD, ER Diagram, EER diagram, RTM, SLA, etc.)	Study process and prepare detailed requirement documents (Functional Requirement Specification-FRS & Software Requirement Specification-SRS, PFD, ER Diagram, EER diagram, RTM, SLA, etc.)	Team mobilization Provide the requested documents
2	Development of Minimum Viable Product (MVP)	Design and develop an open-source digital platform-Minimum Viable Product (MVP) web and mobile.	Design and develop an open-source digital platform-Minimum Viable Product (MVP) web and mobile.	Design wireframe, system architecture, workflow finalization, delivery of the MVP and submission of the relevant reports.
3	User Acceptance Testing (UAT)	Perform user acceptance testing of both web and mobile applications.	Perform user acceptance testing of both web and mobile applications.	Test plan, test cases, testing reports Bug closure report
4	Security Audit	Conduct security assessments, penetration testing, and ensure compliance with data privacy laws.	Conduct security assessments, penetration testing, and ensure compliance with data privacy laws.	Security Audit Report Vulnerability Fix Report
Phase II				
5	Capacity Building and Training	Design and develop training material for pilots and full stack applications.	Design and develop training material for pilots and full stack applications.	Training Materials Training Sessions Conducting workshop
6	Pilot Implementation	Conduct pilot proof of concept of MVP in selected geographies for three months in coordination with government agencies.	Conduct pilot proof of concept of MVP in selected geographies for three months in coordination with government agencies.	Pilot implementation Report Transaction report.
7	Setting up the Helpdesk	Setting up a central helpdesk supports all stakeholders.	Setting up a central helpdesk supports all stakeholders.	Helpdesk report
Phase III				
8	Full application developed	Based on pilot feedback, development of full stack application.	Based on pilot feedback, development of full stack application.	Fully Stack Development report

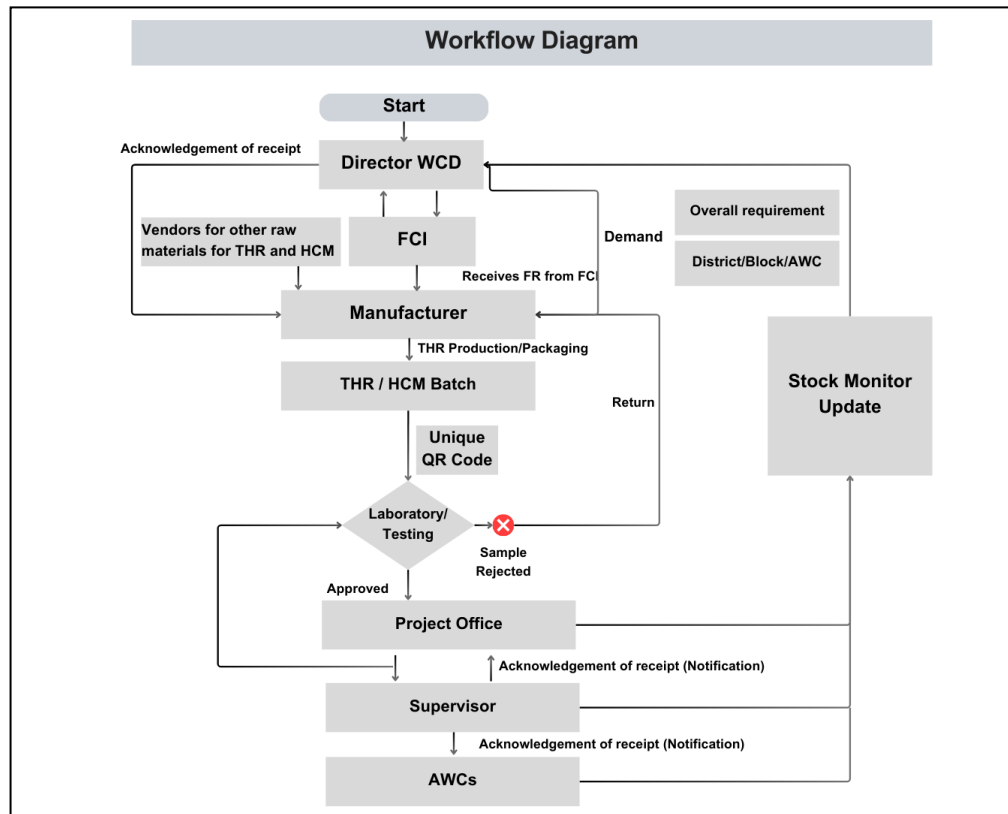
9	Maintenance	Maintenance and backup schedule	Maintenance and backup schedule	Maintenance report and relevant documents
10	Handover & Knowledge Transfer (KT)	Transfer of all assets, conduct knowledge-sharing sessions, provide all technical documentation and handholding of the new technical team to carry on further development and maintenance activities.	Transfer of all assets, conduct knowledge-sharing sessions, provide all technical documentation and handholding of the new technical team to carry on further development and maintenance activities.	Handover Report KT Sessions + Documents Source Code & Admin Credentials.
Other Activities				
A	Program Resources (Field Manager) - 2**	To provide two full-time field managers for the development and implementation support on the ground.	To provide two full-time field managers for the development and implementation support on the ground.	Resource cost as per actuals
B	Hosting**	Hosting of the application on the cloud for six months.	Hosting of the application on the cloud for six months.	Hosting charges as per actuals

***Payment for the application will be made based on deliverables, with specifics to be determined.**

**** Payment for the hosting charges and the resources will be made on an actual basis.**

Workflow for Activity 1 (Digital Tracking System for SNPs)

Fig1: Workflow - Digital Tracking System for SNPs



The attached **Workflow Diagram as depicted in fig1** outlines the primary steps and stakeholders involved in the **Supplementary Nutrition Program (SNP)** supply chain.

1. Start / Demand

- The **Director WCD** initiates the demand for SNP based on periodic needs. The same will be notified to the manufacturer and FCI.

2. Receipt of Raw Materials & Production

- FCI (Food Corporation of India) and other suppliers provide raw materials to the Manufacturer (e.g.: Fortified Rice).
- The manufacturer receives a formal request and proceeds with THR packet production and packaging. Each batch is assigned to a Batch/Lot ID and labeled with a Unique QR Code.

3. Laboratory Testing (Quality Assurance)

- Samples from each batch are sent to the Lab for quality checks.
- Every batch should be accompanied by a positive lab report for its further dispatch.

4. Distribution

- Approved THR packets are dispatched to the relevant Supervisor.
- The supervisor acknowledges the receipt of the SNPs and then further distributes them among the AWCs.
- The acknowledgment will be notified to the relevant stakeholders.
- The samples can be retested for their quality.
- The supervisor will dispatch the SNPs to respective AWCs and the same will be acknowledged by the AWCs to formulate maker-checker.

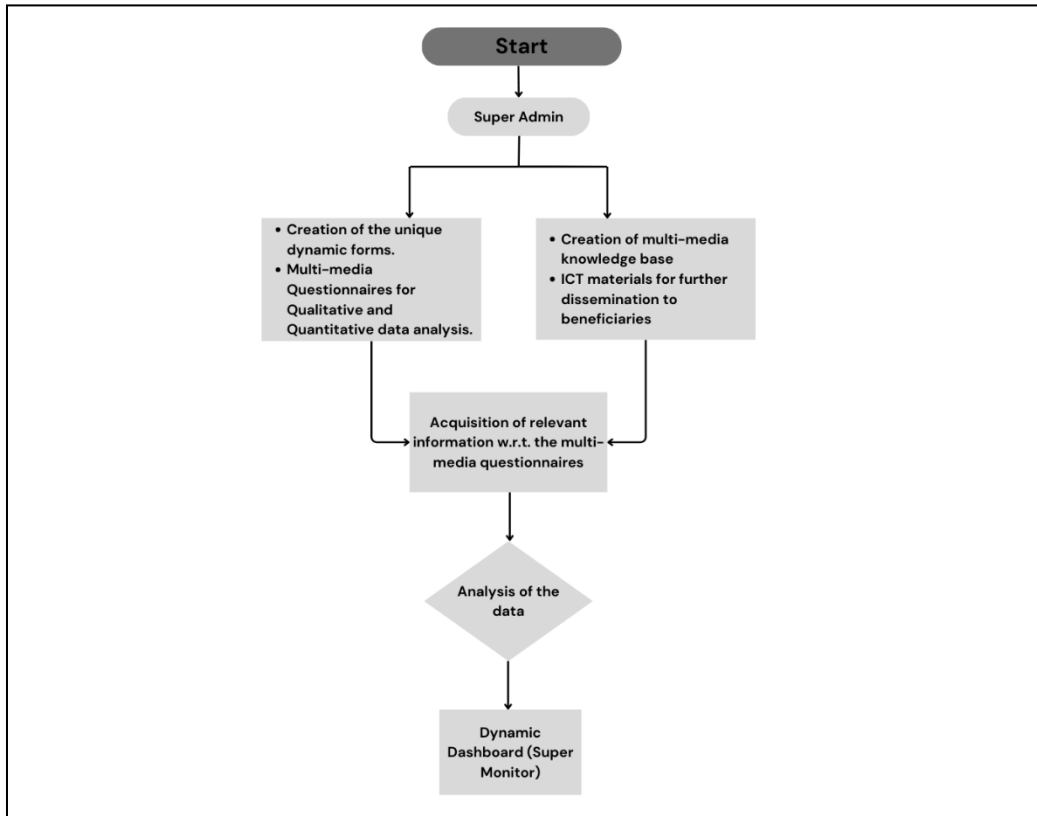
5. Monitoring

- Stock updates are logged into the system.
- District/Block/AWC dashboards are automatically updated, near real-time visibility of supply chain.
- Alert mechanisms – To alert the officials prior to the expiry of SNPs.

6. Overall Oversight & Reporting

- The super monitor module will include a dashboard that aggregates data from each step of the SNP supply chain.
- This consolidated dashboard will display key performance indicators (KPIs) such as delivery timelines, lot expiry alerts, etc.

Workflow for Activity 2 (Digital feedback assessment and knowledge dissemination system)
Fig2: Workflow - Digital feedback assessment and knowledge dissemination system



The attached **Workflow Diagram** outlines processes in the **Digital feedback assessment and knowledge dissemination system**

1. **Start – Creation of dynamic forms** – The super admin will create the unique dynamic forms and questionnaires for Qualitative and quantitative data analysis.
2. **Knowledge base and ICT materials** - Creation of multi-media knowledge base, storage of recipe formulations (list of ingredients, % of ingredients in each formulation, amount of protein, fat, carbohydrates and other nutritional parameter contributed by each ingredient of a formulation and overall cumulative nutritional composition of a formulation) and ICT materials for further dissemination to beneficiaries.
3. **Feedback data from beneficiaries** - Acquisition of relevant information w.r.t. the questionnaires.
4. **Analysis of the data** – Backend algorithms will be developed for the analysis if of quantitative and qualitative data to generate meaningful information and evidence for policy makers.
5. **Dynamic Dashboard** – Visualization of data and stats as per the requirement.

7. Fact-finding questions

- 7.1 Fact-finding questions should be sent to the contacts listed in Section 5.1 by the date in the RFP schedule (section 1). Fact-finding questions received after this deadline cannot be accommodated.
- 7.2 It is advisable that any fact-finding questions refer to a specific section of the RFP; and to the extent

possible, be aggregated rather than sent individually.

- 7.3 In line with transparency principles, all fact-finding questions and all of PATH's responses to these questions will be shared with all those who confirmed their intent to bid. Questions will be anonymized and answered if PATH reasonably determines that such fact-finding questions do not disadvantage any potential supplier and are not commercially in confidence. If such are commercially in confidence, they shall be handled in line with PATH's policy on information and data.
- 7.4 PATH may request from a bidder additional information at any time ahead of award, and the bidder will be expected to provide the requested information within the time frame given. Failure by a bidder to provide supplementary information to PATH in a timely manner may lead to the proposal being rejected in full or disqualification from the procurement process.

8. Qualifications, evaluation criteria, and selection

8.1 **Supplier qualifications:** In relation to the scope, provide information on your overall qualifications, including:

- Profile of relevant corporate qualifications.
- Profile of relevant experience and examples of related work creating dynamic dashboard for SNP – Supplementary Nutrition Programme.
- Qualifications of key members of the proposed project team (attach CVs/resumes and provide details of backup/standby teams).
- Relevant experience of working with similar projects with State Government specifically of North-East
- Annual revenue of INR 50,00,000 will be considered minimum at par.
- Methodology/approach of implementation

Suppliers that do not meet reasonable qualifications shall not be short-listed and therefore not technically evaluated.

8.2 **Selection and evaluation criteria:** The proposal is to follow the template provided in Annex B (“Supplier’s proposal format/questionnaire”) and will be expected to address all the requirements.

- Stage 1: Proposals will be checked for completeness in terms of submission on time, technical proposal, financial proposal, and all required information. Proposals that are correctly completed will proceed to Stage 2. Any proposals submitted late, incomplete, or with omissions may be rejected at this point. If a proposal is rejected at this stage, it will automatically be disqualified from further review.
- Stage 2: If a proposal passes the Stage 1 evaluation, it will be evaluated in detail in line with the evaluation methodology below. Information provided as part of qualification may be verified at this stage, and as part of the evaluation process.

8.3 **Evaluation criteria:** Proposals will be assessed to determine the most economically advantageous using the criteria and weightings in Table 1, and will be assessed strictly based on the proposal submitted.

Table 1. Proposal evaluation criteria and weighting.

Evaluation criteria	Weight (100%)
Profile of relevant corporate qualifications	10%
Profile of relevant experience and examples of related work creating a dynamic dashboard for SNP – Supplementary Nutrition Programme	10%
Qualifications of key members of the proposed project team (attach CVs/resumes and provide details of backup/standby teams).	10%
Relevant experience of working with similar projects with State Governments	10%
Methodology/approach of implementation	25%
Annual revenue of INR 50,00,000 will be considered minimum at par.	10%
Financial approach	25%

8.4 **Scoring model:** Proposals that are subjected to technical/detail evaluation will be scored based on the model in Table 2 below for all the technical components. Proposal scoring minimum 65% will be considered for evaluation of financial bid. The financial proposal will be evaluated separately, as highlighted in section 8.4.1 below and Annex C.

Table 2. Proposal scoring model.

Assessment	Score	Summary	Interpretation
Excellent	5	Very strong evidence of appropriate knowledge, skills, and experience to meet the scope. Demonstrated innovation in better delivery of the scope.	As well as addressing all or the vast majority of bullet points under each criterion heading, proposal demonstrates a deep understanding of the project. All solutions offered are linked directly to project requirements and show how they will be delivered and the impact they will have on other areas and stakeholders.

Good	4	Sufficient evidence provided of adequate knowledge, skills, and experience to meet the scope. May demonstrate some innovation though it may be less robust. Meets all requirements with some minimal gaps.	Reflects that the bidder has addressed, in some detail, all or most of the bullet points listed under each criterion heading. Evidence is included that shows not only what will be provided but also gives some detail of how this will be achieved. Bidders should make clear how their proposals relate directly to the aims of the project and be specific, rather than general, in the way proposed solutions will deliver the desired outcomes.
Acceptable	3	Reasonable evidence of appropriate knowledge, skills, and experience for the scope. Meets requirements in many areas but not all areas.	Addresses the majority of the bullet points under each criterion heading, but lacks some clarity or detail on how the proposed solutions will be achieved. Evidence is provided; however, generic or general statements are not specifically directed toward the aims/objectives of the project. Any significant omission of key information as identified under each criterion heading will point toward a score of 3.
Minor reservations	2	There is some evidence of appropriate knowledge, skills, and experience for the scope. Meets requirements in some areas but has important omissions.	Reflects that the bidder has not provided evidence to suggest how they will address several bullet points under the evaluation criteria headings. Tender is, in part, sketchy, with little or no detail given of how the project requirements will be met. Evidence provided is considered weak or
			inappropriate and is unclear on how this relates to the desired outcomes.
Serious reservations	1	Limited evidence of appropriate knowledge, skills, and experience for the scope.	Reflects major weaknesses or gaps in the information provided. The bidder displays poor understanding and there are major doubts about fitness for purpose.
Unacceptable	0	No evidence of knowledge, skills, and experience for the scope.	Results if no response is given and/or if the response is not acceptable and/or does not cover the required criteria.

8.4.1 **Financial evaluation:** The “total cost” will be evaluated for the purposes of financial evaluation and prices are not subject to any pricing assumptions, qualifications, or indexation other than that stated in the financial proposal. A maximum score of 25 (financial score/points allocated in the evaluation criteria) will be awarded to the proposal offering the lowest “overall cost.” Other proposals will be awarded a mark by application of the following formula: (lowest overall cost / overall cost being evaluated) * x (rounded to one decimal place) = financial score. Annex C provides detailed guidelines on inclusions and exclusions for your consideration in preparation of the financial proposal.

8.4.2 **Moderation and application of weightings:** The evaluation panel will moderate criteria that have substantial divergence among the individual scores and agree on the final score (as

opposed to averaging scores). The score for each award criterion will be amalgamated to give a percentage score out of 100.

8.4.3 **The recommended winning supplier:** The recommended award winner will be the proposal that receives the highest score out of 100 (combined technical and financial scores) when applying the above evaluation methodology.

8.4.4 **Feedback:** All those who submit proposals will be provided feedback. At a minimum, each supplier will be informed of how many points they scored, and provided a summary of key strengths and areas for improvement.

Annex B. Supplier’s proposal format/questionnaire

In responding to the evaluation criteria questions, the proposal is expected to demonstrate the following:

Evaluation criteria		Proposal outline
Profile of relevant corporate qualifications	TE 01	<p>Corporate Background and Credentials:</p> <ul style="list-style-type: none"> Please provide an overview of supplier history, including years in operation, key milestones, and core areas of expertise. <p>5 points [half page maximum]</p> <p>Proposal:</p>
	TE 02	<p>Key Personnel and Relevant Experience:</p> <ul style="list-style-type: none"> Highlight specific projects or experiences where their expertise contributed to successful outcomes. Explain how the collective experience of your team supports your organization’s corporate profile and aligns with the project’s evaluation criteria. <p>5 points [1 page maximum]</p> <p>Proposal:</p>
Profile of relevant experience and examples of related work creating dynamic dashboard for SNP – Supplementary Nutrition Programme	EXP 01 EXP 02 EXP 03	<p>Summarize three similar projects undertaken in the past 36 months. [10 points]</p> <p>Cite three projects done in the last 36 months that are similar in scope, complexity, and cost to the current work you are pitching for.</p> <ul style="list-style-type: none"> Include the completion certificate with exact scope, dates within which the work was done, and the success rate for each project. Include the name of the organization, the key contact (office), and email address for each project. PATH may decide to contact the cited organization as part of selection and/or due diligence without seeking further permission to do so. Identification of major internal and external resources specific to this scope. <p>Proposal:</p>

<p>Qualifications of key members of the proposed project team (attach CVs/resumes and provide details of backup/standby teams).</p>	<p>PER 01 PER 02</p>	<p>Experts (proposed personnel, including CVs/resumes highlighting experience and sign-off as confirmation they will be available). [10 points]</p> <ul style="list-style-type: none"> • Enlist the personnel you intend to use for implementation of the scope, clearly stating the role of each expert, number of days to be utilized, etc. • Attach a one-page CV/resume for each expert with a sign-off to indicate availability. • Discussion of project management and roles of project team.
		<p>Proposal:</p>
<p>Evaluation criteria</p>		<p>Proposal outline</p>
<p>Relevant experience of working with similar projects with State Governments</p>		<p>Details of the relevant experience of working on similar projects with state governments [10 Points]</p>
		<p>Proposal:</p>
<p>Methodology/ Approach</p>	<p>MA 01 MA 02</p>	<p>Methodology/approach of implementation. [25 points]</p> <ul style="list-style-type: none"> • Explain the “how” and any innovation you intend to undertake in implementing this scope. • Timeline to meet the deliverables. • Potential obstacles and plan to overcome them. • Details of technology stacks for the proposal • Any comments on the scope/terms of reference. • Project development and Implementation plan
		<p>Proposal:</p>
<p>Annual revenue will be considered minimum at par.</p>		<p>Revenue streams and trends, to demonstrate that your annual revenue consistently meets or exceeds the minimum required level. [10 Points]</p>

Annex C. Financial proposal

The financial proposal should comply with the following guidelines. Sample templates are provided on the following page.

Itemized costs

Provide itemized costs for the total scope of this project, based on the scope of work and deliverables outlined in section 6. The final scope of work may be subject to negotiation; however, bidder selection will be made against the original scope of work. Bids should include itemized costs for key elements of the scope of work, as follows:

- Percentage participation of key staff in total level of effort.
- Roles and rates of key staff.
- Estimated total level of effort and associated costs.
- Remimbursable costs (e.g., transportation/flights, accommodations, internet, agency costs, agency fees, subcontracted resources, administrative costs, supplies, taxes).

Templates for preparation of the financial proposal

Consultancy fees

Name of expert	Role on the project	Day rate (INR)	No. days	Total cost (INR)
Expert y				
Expert z				
Expert w				
Expert q				
Total A				

Reimbursable expenses

Item	Unit cost (INR)	Quantity	Total cost (INR)
Transportation/flights			
Accommodations			
Internet			
Taxes*			
Total B			

*Taxes should be zero if none apply and/or if there are relevant exemptions.

Grand total = total A + total B.