Request for Proposal
Software Application Testing Services

Issue date: 30-Apr-2012

Last date for submission of proposals: 21-May-2012
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1. Overview

Background

Canara HSBC Oriental Bank of Commerce Life Insurance Company Ltd, an Insurance company (hereinafter referred to as “Company”) has branches and administrative offices spread across the country. As part of its IT initiatives, the company has already deployed various IT applications / products like Core Policy Admin System (PAS), WebSphere Portal, Financial Accounting & Fund Management, Reinsurance System, etc. In addition to these, the Company is continually developing and deploying suitable technology solutions as part of several new projects on an on-going basis depending upon the needs of the business. To provide suitable and appropriate Application and Architecture Development & Maintenance and related technical consultancy services for the existing as well as the future IT initiatives, Company intends to select one or more reputed institutions / Professional firms, as Software Application Testing Service provider through staff augmentation on T&M basis.

Purpose

Company invites Proposals from reputed Institutions / Professional Firms to assist the Company to provide testing services for a period of One year renewable on yearly basis subject to satisfactory service. We intend to take 2 to 3 vendors on board as a business contingency plan.

Scope

I. Support in the area of software testing in onsite and/or offshore model through staff augmentation. Bidder candidate resources will be required to have previous experience of minimum three years in similar capacity to those defined by Company.

II. Test case execution

III. Help design and develop the Testing Strategy and Roadmap.

IV. Identify the approximate cost of each product/project testing by suitable and agreed price discovery mechanism.

V. Application Systems in scope of testing

   a. Ingenium - Policy Administration System
   b. WebSphere Portal Applications
   c. Cognos MIS Reporting and Print application
   d. Sales Illustration System (developed in-house)
   e. Group ASIA – Group insurance System
f. Company Website  
g. FileNet based Workflow System  
h. Other Auxiliary Systems

VI. Type of Testing Requirement

a. System Acceptance Testing of functional requirements  
b. Application Interface/Integration testing  
c. User Acceptance Testing  
d. Regression testing (Automated/Manual)  
e. Any other Software testing required

Deliverables

a. Testing strategy and Roadmap  
b. Testing planning for various applications across the enterprise to enable smooth operations of Company  
c. Providing technical and non-technical resources and/or subject matter experts to work in various testing projects as per the Company Annual Technology Plan  
d. Submission of Projected Budgetary Estimates for testing as per Company requirements  
e. Test Plan, Case Preparation for planned testing  
f. Requirement to Test case Traceability Matrix  
g. Test case Execution  
h. Test Execution Reports  
i. Test case documentation  
j. Testing Metrics Collection, Trend Analysis and Defect Leakage reports  
k. Testing Activities coordination, Management and Reporting  
l. Defect Reporting and retesting on resolution  
m. Test Scripts (in case of automation)  
n. Test Data preparation  
o. Test Release notes & Tested Build  
p. Facilitate for review & signed-off of testing artifacts.  
q. Specify Guaranteed Defect Detection Percentage, SLAs and readiness for Reward/Penalty linked to performance.  
r. Also specify any other Value added services provided with testing services

Request for proposal Definitions

Throughout this proposal the following definitions are used:

- **“Bidder”** means an individual or organization that submits, or intends to submit, a proposal in response to the “Request for Proposal”

- **Contract** means the agreement formed between Company and successful bidder as evidenced by an Agreement issued to the successful bidder;
“Contract document” means the agreement, the Service Provider’s proposal document, the RFP and such other documents as listed in the agreement, including all amendments or a addenda agreed between parties;

“Must”, “Mandatory” or “Required” means an absolute minimum function or capacity, which, if not satisfied in the proposal, may result in disqualification in the final evaluation;

“De-identification” is the process of removing from data any information from electronic media that identifies a particular individual

“RFP” means this request for proposal including any amendments, attachments, and/or clarifications pertaining to RFP that may be issued prior to the closing date.

“Should”, “may” or “is desirable” means desirable but not mandatory functions or capacities. Bidders who are able to provide these functions or capacities may be evaluated favorably than those who cannot.

“Company” is the abbreviation used for Canara HSBC Oriental Bank of Commerce Life Insurance Company Ltd.

**Eligibility**

- Institutions / Professional Firms should have skilled resources (with requisite qualifications) on their rolls on a permanent basis.

- Institutions / Professional Firms should have proven expertise in the field of Software Testing services offered to insurance companies / Banks / large business organizations on IT projects like Core Insurance and/or Banking, Data Warehousing, Business Intelligence, web portals, Workflow, etc.

- Institutions / Professional Firms which satisfies at least one of following

  1. Testing assignments experience for period of 3 years or more.

  2. Minimum of 50 crores of Annual turnover which includes Testing services.

The Institutions / Professional Firms must comply with the all above mentioned criteria. Non compliance of any of the criteria will entail summary rejection of the proposal. Photocopies of relevant documents / certificates must be submitted as proof in support of the claims made for each of the above mentioned criteria. Company reserves the right to verify / evaluate the claims made by the Institutions / Professional Firms independently.

Testing Experience of Ingenium/Group Asia and Insurance domain is preferred.
2. Proposal Preparation

This section defines the proposal preparation and submission procedures, which are to be followed by all Bidders. Bidders are cautioned to carefully read and follow the procedures required by this RFP. Please note that deviations may be cause for rejection of your proposal.

Proposal Format

Evaluation of proposals is made easier when Bidders respond in a similar manner. The response should contain the following information, in addition to the information that the bidder is willing to provide on bidder’s own.

- Bidder’s name and address, telephone number, email address and a contact person.
- One page letter of introduction identifying the Bidder and signed by the person or persons authorized to sign and bind the Bidder to statements made in the proposal. The returned RFP will be referenced as an attachment if/when a contractual agreement is executed. This document has to be uploaded and mapped with this corresponding schedule.
- Provide Strategy, Methodology proposed.
- Any additional information, brochures, etc., can be provided at the discretion of the Bidder and should be clearly labeled and provided.

Competency Details

Please provide the competency of your organization in Testing Software applications. Typicalhly attach documentation / presentation on successfully executed testing projects across the industry and in Life Insurance domain, the strength of the competency consists of project managers, architects, project leads, developers, business analysts, test managers, testers and administrators and their duration on testing.

Notification of Changes

All recipients of this RFP will be notified of any changes if any made to this document prior to the due date of submission of proposals.

Changes to Proposed Wording

The Bidder will not be permitted to change the wording of its proposal after submission to Company. No words or comments will be added to the general conditions or detailed specifications unless requested by Company for the purposes of clarification.
Bidder’s Expenses

Bidders are solely responsible for their own expenses in preparing a proposal and for subsequent negotiations with Company, if any.

Currency and Taxes

Prices quoted are to be:

- In Indian rupees, both in figure and words.
- Exclusive of all taxes

Completeness of Proposal

By submission of a proposal, the Bidder warrants that all components required to manage the program have been identified in the proposal or will be provided by the supplier at no charge.

General Information

1. The Policy Administration System, PAS, is core system used for policy management, built on MF COBOL and deployed in AIX and DB2.
2. The FEP system is J2EE Application with DB2 as database.
3. If the bidder provides any incorrect/wrong information during the bidding process and the project suffers due to the same, then Company can take appropriate action against the bidder, to recover the damage.
4. The Bidder is required to initiate the project with-in 2 weeks or by the time specified by Company, after notifying the selection of Bidder.
5. Resources provided would be interviewed if required before taking onboard
6. The Project Billing Rate Card can’t be changed during the agreement period.
7. Company will take care of required hardware and software procurement for the project implementation and hence H/W, S/W procurement is out of scope of this RFP.
8. No Licenses will be provided to bidders.
3. Terms of RFP

Acknowledgement

Please acknowledge the receipt of this document by sending an e-mail to Procurement@canarahsblife.in. Please include the contact information for person who will be directly responsible for completing the RFP.

Proposal Deadlines

Company must receive duly completed and signed proposals not later than 21st May 2012 at 1800 hrs (IST).

Bidders are requested to note that they have to submit their response to the RFP in hard copy as well as electronic (CD) copies before the deadline of the submission date. Any decision to extend the submission date will be at the sole discretion of Company. Technical (Annexure A, B), Commercial (Annexure C) and other information (Annexure D) responses including the printed, signed documents and CDs should be enclosed in separately sealed envelopes and both these envelopes should be enclosed in a master envelope which should be received at the address mentioned below before the due date.

Title: RFP for Software Application Testing Services
Kind Attn: Madhur Chaudhary
(Procurement)
Canara HSBC Oriental Bank of Commerce Life Insurance Co. Ltd.
2nd Floor, Augusta Point, Sector 53
Golf Course Road, Gurgaon - 122 002

Proposals received after the time and date specified above may, at Company’s sole discretion, be rejected and will remain unopened, destroyed and eliminated from consideration. Please do not send your RFP responses to any other Company employee. Responses sent to any other location other than the above address and email id will not be considered.

Format of proposals

Proposals must be submitted in accordance with the instructions contained in the RFP and must include all information and materials requested in the RFP. Bidders are cautioned that proposals that do not follow the form required by, or contain the information requested in, the RFP shall be subject to rejection without review.

Bidders may include any additional information and material they wish; however, such material (e.g. alternative services and/or features) shall be identified in a separate attachment ("Attachment"). Any such attachment shall identify the applicable RFP Section or Subsection to which it is responsive and shall be incorporated into and be made a part of the proposal.
If a Bidder believes that it can offer Contract conditions that may be more favorable to Company than those set forth in the RFP, Bidder shall include such conditions in a labeled addendum to their response as an Attachment to the proposal. However, Bidder must still complete all specifications as set out in the RFP.

An authorized officer of the Bidder or other person authorized to bind Bidder in this matter must sign the returned proposals.

**Further Inquiries and Questions Regarding RFP**

All inquiries that arise regarding the RFP must be submitted in writing (via email) by close of business on 09-May 2012. Inquiries must be made only via e-mail and only to prashanth.kp@canarahnbsclife.in. Responses to such inquiries will be made via e-mail, on or before 09-May-2012. No confidential information will be shared.

Bidder agrees to designate one point of contact for all RFP and/or proposal communications. This point of contact should be clearly defined in the RFP response, as the single point for questions and clarifications on the RFP response.

**Company's Obligations**

The submission and receipt of proposals does not obligate Company in any way. Company shall not be liable for any costs incurred by Bidders in the preparation, presentation or any other aspect of the proposals received by reason of this request, nor is Company obligated to negotiate separately with any sources whatsoever in any manner necessary to serve Bidder's best interests. Company makes no representation, implied or express, that it will accept and approve any proposal submitted. Any and all Contracts which result from this RFP shall be non-exclusive, as-ordered agreements.

**Proposal Evaluation**

Proposals submitted may be reviewed and evaluated by any person at the discretion of Company's internal evaluation team, including non-allied and independent consultants retained by Company now or in the future for the sole purpose of obtaining evaluations to proposals.

Bidders may be asked to further explain or clarify areas of their proposal in writing during the evaluation process.

Bidders are expected to submit their best bid in response to the RFP.

Company's internal evaluation team will notify only selected Bidder(s), following completion of the evaluation process.

Company's internal evaluation team may notify only selected Bidder(s) for follow-up presentation and interactive session. Bidder would be provided advance intimation for same.
The bidders should submit their technical bid (Annexure A, B) as well as the commercial bid (Annexure C) separately in a sealed envelope.

Envelope I duly super scribed as “Envelope-I Technical Bid” containing the following.

- Duly filled Annexure A and B.
- All technical documentation supporting responses on Annexure A and B.
- Technical Documentations (SOW, Service details, Brochures, leaflets, manuals etc.)
- Methodology, Strategy and test plans for the defined SOW.
- Any deviation from the compliance should be clearly mentioned.

If the technical bid contains any price information, the offer will be summarily rejected.

Envelope II duly super scribed as “Envelope-II Commercial Bid” should contain the following.

- The Prices shall be quoted in Indian Rupees (both in figures and words).
- Duly filled Annexure C, with the documentation supporting the responses given in Annexure C.
- All taxes and levies.

Both the envelopes (Technical and Commercial Bids) to be sealed in One Envelope duly super scribed “RFP for Software Application Testing Services”

Only Technical Bids shall be opened for preliminary technical evaluation. Price bid of only technically qualified bidders will be opened at the later stage after technical evaluation.

Note: - Annexure A, Annexure B for technical evaluation format along with Organization Credentials, and Annexure C for commercial format.

RFP Terms and Conditions Applied to Final Contract

The terms and conditions of the RFP, including the specifications and the completed proposal, will become, at Company's sole discretion, part of the final Contract (the "Contract") between Company and the selected Bidder. In the event that responses to the terms and conditions will materially impair a Bidder's ability to respond to the RFP, Bidder should notify Company in writing of the impairment. If Bidder fails to object to any condition incorporated herein, it shall mean that Bidder agrees with, and will comply with the conditions set forth herein.

Any exceptions to the terms and conditions or any additions, which Bidder may wish to include in the RFP, should be made in writing and included in the form of an attachment to the applicable Section in the RFP.
Terms Binding on Bidder

Following the date for submission of proposals, and prior to Contract award, the RFP shall be binding upon Bidder in all respects for a period of 180 days.

Hold Harmless

In submitting a proposal, Bidder understands that Company will determine at its sole discretion which proposal, if any, is accepted. Bidder waives any right to claim damages of any nature whatsoever based on the selection process, final selection, and any communications associated with the selection.

Company reserves the right to award the Contract to the Bidder(s) whose proposal is deemed to be the most advantageous in meeting the specifications of the RFP. In addition, Company reserves the right to add or waive any requirements contained in this RFP at its sole discretion with regard to proposals submitted. Company’s decision on award of Contract shall be final and binding on all the Bidders.

Confidentiality Provision

The terms of this RFP, the information provided by Company herein and all other information provided by Bidder in connection with the services offered to be provided by the Bidder pursuant to this RFP, are to be treated by Bidder as strictly confidential and proprietary. Such materials are to be used solely for the purpose of responding to this request. Access shall not be granted to third parties except upon prior consent of Company and upon the written agreement of the intended recipient to treat the same as confidential.

RFP Schedule

Listed below are the key steps and dates for this RFP process:

- **Company electronically distributes RFP to Bidders** 30-Apr, 2012
- **All inquiries regarding RFP due by close of business** 09-May, 2012
- **Bidders’ deadline for submitting responses to RFP** 21-May, 2012 (18.00 hrs IST)

Sub-Contracting

The services offered to be undertaken in response to this RFP shall be undertaken to be provided by the Bidder directly employing their employees, and there shall not be any sub-contracting done by the Bidder.
Acceptance of Proposals

Company reserves the right to modify the terms of the RFP at any time at its sole discretion and the same will be uploaded on the website http://Canarabhclife.abcprocure.com. The bidders have to remain updated about the same from the website and Company will not be responsible for such information not being downloaded by the bidder. Subsequent to the submission of proposals, interviews and negotiations may be conducted with one or more Bidders, but there will be no obligation to receive further information, whether written or oral, from any Bidder not to disclose the nature of any proposal received.

This RFP should not be construed as an agreement to purchase products or services. Company is not bound to accept the lowest price or any proposal of those submitted. Proposals will be assessed in accordance with the evaluation criteria.

Evaluation and Selection

A committee will evaluate proposals against the mandatory criteria as detailed herein. Proposals meeting all the mandatory criteria will then be assessed and scored against the evaluation criteria. Subject to the result of technical evaluation being satisfactory, it is the intent of Company to call for a discussion to showcase the bidder capability to implement the solution. This includes review of organization history, organization competency to execute similar projects, etc. The Bidder may be requested to give a demonstration of the similar projects executed. Based on the discussion and subsequent commercial evaluation, Company will select one or two bidders and enter into contracts with them. Company's decision on evaluation shall be final and binding on all the bidders.

Liability for Errors

While Company has used considerable efforts to ensure an accurate representation of information in this RFP as per its current understanding of the requirements, the information contained in this RFP is supplied as a guideline for Bidders. The information is not guaranteed or warranted accurate by Company, nor is it necessarily comprehensive or exhaustive. Nothing in this RFP is intended to relieve Bidders from forming their own opinions and conclusions with respect to the matters addressed in this RFP. In the event Company finds that the objectives of the intended system is better achieved by processes/procedures other than those mentioned in this document, Company shall have the right irrespective of the fact whether it has already received proposals from intending bidders or not, to effect such changes and enter into negotiations with one or more Bidders at its sole discretion for such changed/modified processes.
Acceptance of Terms

All the terms and conditions of this RFP shall be deemed to be accepted by the Bidder and incorporated in its proposal unless specifically notified otherwise.

Ownership of Proposals

All documentation, including proposals, submitted to Company will become the property of Company.

Use of Request for Proposal

This document or any portion thereof, is the property of Company and may not be used or copied for any purpose other than the submission of the Bidder’s proposal.

Bidder Exception Notice

If the Bidder believes that either the process or evaluating officer is biased or partial (either for or against) then Bidder is to provide Notice of this exception (in writing) to evaluating officer’s supervisor (neelkant.rawal@canarahsbclife.in) for analysis and action.
## Annexure A – Technical Evaluation Criteria

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Criteria</th>
<th>Response</th>
<th>Remarks</th>
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</thead>
<tbody>
<tr>
<td>T1</td>
<td>Case Studies (upto 3) on Testing Projects executed</td>
<td></td>
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<tr>
<td>T2</td>
<td>No. of Project management professionals (Including project managers and program managers). Specify Break-up for Testing and Non-Testing, Onsite/offshore.</td>
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<tr>
<td>T3</td>
<td>Certified Testing Professionals – Certificates and respective number of professionals</td>
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<tr>
<td>T4</td>
<td>No. of System Analyst and Business Analysts in Life Insurance Domain</td>
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<tr>
<td>T5</td>
<td>Bench Strength (%) for Testing Resources</td>
<td></td>
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<tr>
<td>T6</td>
<td>Lead time to ramp up/down resources based on project requirements</td>
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<tr>
<td>T7</td>
<td>Total Testing staff strength in numbers</td>
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<tr>
<td>T9</td>
<td>No. of Testing projects executed (size greater than 50 person months) – Consolidated number as well as in Life Insurance domain.</td>
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<tr>
<td>T10</td>
<td>Total Testing Project Years Experience</td>
<td></td>
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<tr>
<td>T11</td>
<td>Experience in testing with Automated Testing Tools/Framework. Specify Tools/Framework used and years of experience.</td>
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<tr>
<td>T12</td>
<td>Testing Staff strength with Automation Tool experience (specify tool and respective number of</td>
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<td></td>
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<tr>
<td>T13</td>
<td>Expertise in Java Testing tools (specify tool and respective number of experienced professionals)</td>
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<tr>
<td>T14</td>
<td>Testing Staff Strength with basic Database experience</td>
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<tr>
<td>T15</td>
<td>Project Success Ratio in Testing (%)</td>
<td></td>
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<tr>
<td>T16</td>
<td>Ready to work in offshore model. Specify pre-requisites if any.</td>
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<tr>
<td>T17</td>
<td>Total experience in Black box testing (Person Years)</td>
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<tr>
<td>T18</td>
<td>Total experience in White box testing (Person Years)</td>
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<tr>
<td>T19</td>
<td>Total experience in Performance testing (Person Years)</td>
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<tr>
<td>T20</td>
<td>Total experience in Reliability testing (Person Years)</td>
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<tr>
<td>T21</td>
<td>Total experience in Auto testing (Person Years)</td>
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<tr>
<td>T22</td>
<td>Total experience in INGENIUM (Person Years)</td>
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<tr>
<td>T23</td>
<td>Total experience in COGNOS (Person Years)</td>
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<tr>
<td>T24</td>
<td>Total experience in PeopleSoft (Person Years)</td>
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<tr>
<td>T25</td>
<td>Type of Test methodology used</td>
<td></td>
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<tr>
<td>T26</td>
<td>Total experience in Group Asia (Person Years)</td>
<td></td>
<td></td>
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<tr>
<td>T27</td>
<td>Total experience in portal solutions (Person Years)</td>
<td></td>
<td></td>
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<tr>
<td>T28</td>
<td>Total experience in Filenet Workflow and Document management system</td>
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<tr>
<td>T29</td>
<td>Does the organization have experience in setting up a center of excellence for testing?</td>
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</tbody>
</table>

Response to questions T7 and T9 should be break-up as per Domestic/ Overseas Customers, Consolidated, Financial domain and Life Insurance customers.
<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Criteria</th>
<th>Response</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Financial</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>F1</td>
<td>Audited statements Submitted (Upto Three years)</td>
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<tr>
<td>F2</td>
<td>Last 3 Yrs Total revenue with break-up for revenues from IT software Services and Software Testing Services.</td>
<td></td>
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<tr>
<td>F3</td>
<td>No. of years in IT software testing services business?</td>
<td></td>
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<tr>
<td>F4</td>
<td>Is the organization listed on any publicly traded exchange in India?</td>
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<tr>
<td>F5</td>
<td>Total Assets as of 31&lt;sup&gt;st&lt;/sup&gt; Mar, 2012</td>
<td></td>
<td></td>
</tr>
<tr>
<td>F6</td>
<td>Total Liabilities as of 31&lt;sup&gt;st&lt;/sup&gt; Mar, 2012</td>
<td></td>
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<tr>
<td>F7</td>
<td>% of revenue spent on R&amp;D</td>
<td></td>
<td></td>
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<tr>
<td><strong>Organization background</strong></td>
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<tr>
<td>B1</td>
<td>Active Customer References (upto 3), preferably from Life Insurance domain.</td>
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<tr>
<td>B2</td>
<td>Number of new customers acquired in last 1 year</td>
<td></td>
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<tr>
<td>B3</td>
<td>Number of existing customers lost in last 1 year with reasons. Provide contact details?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>B4</td>
<td>No. of Active Customers with break-up for Financial, Insurance and Life Insurance domain, using Ingenium Policy Administration System?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>B5</td>
<td>No. of delivery centers in India</td>
<td></td>
<td></td>
</tr>
<tr>
<td>B6</td>
<td>Do you have delivery centre in Hyderabad?</td>
<td></td>
<td></td>
</tr>
<tr>
<td>B7</td>
<td>Do you have delivery center in Gurgaon / Delhi NCR. Specify Delivery center location.</td>
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</tr>
<tr>
<td>B8</td>
<td>No. of total employees</td>
<td></td>
<td></td>
</tr>
<tr>
<td>B9</td>
<td>No. of total testers</td>
<td></td>
<td></td>
</tr>
<tr>
<td>B10</td>
<td>No. of certified testers</td>
<td></td>
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</tr>
</tbody>
</table>
Response to questions F2, B2 and B3, should be break-up as per Domestic/ Overseas Customers, Consolidated, Financial domain and Life Insurance customers.

<table>
<thead>
<tr>
<th>Organization Credentials</th>
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<tbody>
<tr>
<td><strong>Sl. No</strong></td>
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<tr>
<td>1</td>
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<tr>
<td>2-A</td>
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<td>2-B</td>
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<td>3</td>
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<td>4</td>
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<td>6-A</td>
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<td>8</td>
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<td>9</td>
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<td>10</td>
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</tbody>
</table>
**Annexure C – Commercial Bid Format**

The Bidder is requested to attach the rate card, for the designated roles for the engagement.

<table>
<thead>
<tr>
<th>Sl No</th>
<th>Roles</th>
<th>Onsite Rate /Hr</th>
<th>Onsite Rate/Day</th>
<th>Offsite Rate /Hr</th>
<th>Offsite Rate/Day</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Testing Project Manager</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Testing Lead</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Tester</td>
<td></td>
<td></td>
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<tr>
<td>4</td>
<td>Automation Engineer</td>
<td></td>
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<tr>
<td>5</td>
<td>Other skilled resources as per Methodology proposed.</td>
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</tbody>
</table>

**Total Cost**

Roles and responsibility in brief

**Testing Project Manager**
- Establish end to end testing methodology through processes and procedures, guidelines, templates and checklists
- Develop test plan and test strategy
- Bring best practices and standards to ensure quality of the software
- Perform checks and validation reviews for compliance in testing

**Testing Lead**
- Allocate resource to projects
- Continuous monitoring and mentoring of Testing team members.
- Review of test plans and test cases.

**Tester**
- Perform requirement traceability
- Assists with developing test scenarios
- Develops, execute test cases and documents results

**Automation Engineer**
- Identify test cases for automation
- Develop automation test scripts, test suites and execute test scripts
- Build processes, standards and guidelines for automation
Annexure D – PARTNER INFORMATION

General Information

Provide information regarding the Organisation background, products, and solutions that address the stated Company requirements. This could include marketing material, brochures, presentations, case studies and product documentation, such as:

- Key Partnerships (including the services/products they provide)
- Acquisitions and Mergers (Current / Planned, Motive)

Ideally these additional materials should be provided in electronic formats.

Customer Reference

Please provide a list of your customers, done the Testing, preferably in the Life Insurance domain. Only for active customers.

<table>
<thead>
<tr>
<th>Customer Name:</th>
<th>1</th>
<th>2</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Customer revenue:</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Contact Information:</td>
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<tr>
<td>Project Start Date:</td>
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<tr>
<td>Project End Date:</td>
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<td></td>
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<td>Schedule Variance:</td>
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<tr>
<td>Availability for Site visits (Y/N):</td>
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Note: If you have more references to list please add a separate list in the above-mentioned format.

Partner Reference

Please provide a list of organizations with which you have a partnership, either for sales (dealer), support, development, technology, hardware, integration, installation, and 3rd party partners.
<table>
<thead>
<tr>
<th>Partner</th>
<th>Contact Information</th>
<th>Type of partner</th>
<th>Nature of partnership</th>
<th>Date partnership started/planned</th>
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<tbody>
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