

**Sub: Technical Score received by qualified bidders & Evaluation procedure using QCBS method.**

**Ref: RFP No. KIAL/IT/RFP/02/2019**

After scrutiny of the technical bid documents and analyzing the technical presentation/product demonstration, the technical scores received by each bidder are as follows:

S.No	Name of Bidder	Technical Score
1	T-SYSTEMS ICT INDIA PVT. LTD, Pune, India	84.82
2	TAV TECHNOLOGIES Vadistanbul Bulvar,Ayazaga Mahallesi Cendere Cad. No:109L 2C Blok 34485 Sariyer/Istanbul	84.63
3	Wipro Limited Mumbai	92.64
4	SITA Information Networking Computing (India) Private Ltd AFL House, Ground Floor, Lok Bharati Complex, Marol Maroshi Road, Marol, Andheri (East), Mumbai 400 059, India	83.42

These scores will be used along with the commercial scores while doing the final assessment to find out the rankings. The procedure for applying QCBS formula for finding out the rankings of shortlisted bidders, is mentioned below.

S/d  
MANAGING DIRECTOR

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## Evaluation of Financial Proposal (Commercial Bid)

As mentioned in the tender document the final evaluation of the tender will be done using the QCBS (Quality and Cost Based Selection) method. We are following the 70:30 ratio for QCBS (i.e 70% weightage for Technical Score and 30% weightage for Commercial Score. As per the QCBS method, we shall follow the below given steps in finding the rankings of the shortlisted bidders.

Kannur Airport will determine whether the Financial Proposals are complete, and unconditional.

The final amount quoted by the bidder will be calculated after adjusting the discounts the respective agency offered to their quoted amount against our email dated 20 November 2020.

The Final Commercial Quote (FCQ) will be arrived using the below given formula:

FCQ = Amount quoted in the commercial bid – the discount offered.

During the commercial bid evaluation only the FCQ will be considered.

Proposals of the post qualified bidder(s) after evaluating the technical bid and financial bid will finally be ranked according to the total score obtained by each bidder (Technical Score + Financial Score).

The bidder who gets the 1<sup>st</sup> Rank will be the one whose combined total score (S) is the highest. The L1 bidder shall be the first ranked bidder (whose combined total score is the highest).

Formula for determining the financial scores is as follows:

Normalized Commercial Score of a Bidder (NS) = {Lowest FCQ of Bidder (FM)/FCQ of Bidder under consideration} X 100 (adjusted to 2 decimals)

NS = (FM / FCQ) \* 100  
where FM is the lowest FCQ quoted and FCQ is the price quoted by the respective bidders

The weightage given to the technical and financial proposals are T = 0.70 and F = 0.30

Combined total score (S) = (ST x 0.70) + (NS x 0.30)  
Where ST is the Technical Score of that bidder,  
And NS is the Normalized Commercial Score.

*For example – If A is the lowest bidder who has bid 5 crores for a project and B and C are the other 2 bidders with bids of 7 crores and 8 crores, normalized scores of A is taken as 100 (100\*5/5), B is taken as (100\*5/7=71.42) and C is taken as (100\*5/8=62.5). Respective ST (technical score) of A, B and C are 90, 80, 70 respectively.*

Combined score of

1. A will be  $(90*0.70) + (100*0.30) = 63+30 = \mathbf{93.00}$
2. B will be  $(80*0.70) + (71.42*0.30) = 56+21.43 = \mathbf{77.43}$
3. C will be  $(70*0.70) + (62.5*0.30) = 49+18.75 = \mathbf{67.75}$

So “A” will be ranked 1.