



PART – II Commercial Bid (Revised)

(Price bid along with Breakup to be submitted with Technical Bid in a separate envelope)

Date:

To
The Asst. General Manager,
Indian Bank
Digital Business & Fintech Partnership Department (Region II)
Indian Bank No.66, Rajaji Salai, Chennai - 600 001

Dear Sir,

Sub: Request for Proposal of Human Resource Management Solution & Payroll Management Solution to Organizations.

Ref: CO/DB&FP/75/R1/2025-26 dated 30.05.2025

We submit hereunder the price breakup details for procurement of *Proposal of Human Resource Management Solution & Payroll Management* as per the specifications.

Price Schedule

Price is to be quoted for 1 organisation of 500 employees exclusive of taxes.

S. No	Modules (Web Application & Mobile App for Android OS & iOS)	Basic Package / Additional Items	Price in Rs. Exclusive of Taxes (Quote for 500 Employees)
1	Recruitment & Selection	Basic Package	
	Training		
	Attendance & Leave Module		
	Employee Information / Inventory Module		
	Employee Self Service Module		
	Appraisal/Talent Management Module		
	Payroll/Tax Management		
	Travel And Tour Management		
	Expense Claims / Reimbursements Management		
	Grievance Management		
	Exit And Separations		
	Reports & Analytics		
	Broadcast		
	Admin Module		
	Shift Management		
	Virtual Demo as and when required.		
2	Data Migration	Additional Items	

3	AMC Cost for <u>two years</u> starting from second year onwards. (AMC cost per year should be minimum 8 % of the basic package Sr.No 1)*	Additional Items	
4	Sever/Cloud/Infrastructure Cost for 3 Year	Additional Items	
5	Data Entry Charges for Old Records	Additional Items	
6	Training & Operational Support	Additional Items	
7	Charges to provide Demo to prospective customers (Demo in person by visiting the place of the Customer) – Cost of 5 demo to be quoted (5 numbers of demo is considered for calculating TCO, however the payment will be done on actual number of demos conducted in person) Bidder needs to conduct online demos at No Cost to the Bank.		
Total Cost of the Package for 500 Employees for 3 years. (A) (A=1+2+3+4+5+6+7)			

*AMC cost per year should be quoted as minimum 8 % of the application development cost.

Total Cost of Ownership (TCO) for the entire contract period exclusive of all applicable taxes duties, levies, freight, insurance, warranty, etc.), is Rs.
(in figures) Rupees (in words).

Purchase order will be issued on actual basis rounded up to next 100 as per the number of employees of the organization.

For example: 1 organization having 270 employees, the contract and payment terms will be considered for 300 employees to have a buffer for additional requirements and smooth performance. The cost of solution will be calculated slab wise for example if an organisation is having 2000 employees then the cost per employee will be for the slab of Sr.no 2 for the entire group of employees.

The cost per employee for the period of 3 (three) years for entities/organizations having more than 500 employees will be derived discounted slab wise from the following table.

S. No	Employee Slab	Cost per employee.
1.	Organisation with 0-500 employees	Final Contract Rate per employee 'X'. 'X' is derived from the above table i.e. A/500.
2.	Organisation with 501-2000 employees	'X' - 5% of 'X'
3.	Organisation with 2001 – 4000 employees	'X' - 10% of 'X'
4.	Organisation with 4001 - 6000 employees	'X' - 15% of 'X'
5.	Organisation with 6001 – 8000 employees	'X' - 20% of 'X'
6.	Organisation with more than 8000 employees	'X' - 25% of 'X'

Illustrative Example:

To give more clarity on the price schedule, the below illustration is shared.

Suppose the **Total Cost of the Package for 500 Employees for 3 years (A)** is quoted as Rs 2,00,000 (Two Lakh). The cost per employee for 3 years is Rs. 400 for providing the HRMS and Payroll management solution.

Accordingly, the cost per employee rate will be discounted and price will be derived as per the table below for calculating the cost of the solution for the higher slab of employees.

S. No	Employee Slab	Cost per employee.	Illustration
1.	Organisation with 0-500 employees	Final Contract Rate per employee 'X'. 'X' is derived from the above table i.e. A/500.	'X' Rs. 400
2.	Organisation with 501-2000 employees	'X' - 5% of 'X'	Rs. 380
3.	Organisation with 2001 – 4000 employees	'X' - 10% of 'X'	Rs. 360
4.	Organisation with 4001 - 6000 employees	'X' - 15% of 'X'	Rs. 340
5.	Organisation with 6001 – 8000 employees	'X' - 20% of 'X'	Rs. 320
6.	Organisation with more than 8000 employees	'X' - 25% of 'X'	Rs. 300

Note:

Bidder has to quote total cost of ownership (TCO) excluding taxes while submitting its commercial bid in Tender Wizard Portal. Further the reverse auction will also be conducted on the total cost of ownership (TCO) and bidder has to quote the same while participating in Tender Wizard Portal.

Through this RFP, commercials will be finalized as per reverse auction on TCO. However, Bank will issue separate order to successful bidder on case to case basis, as and when requirement received from any department/entity/organisation. Purchase order issued for a particular organisation along with the approved scope of work will be considered as final purchase order and payment will be made accordingly. Bidder has to consider these factors and quote the commercials accordingly.

PRICE STATEMENT:

Bank reserves the right to re-negotiate the price for any of the line items furnished above, in case the rates offered are arbitrary and not as per market prices.

We submit that we shall abide by the details given above and the conditions given in your above tender.

For

Office Seal

Place:

Date:

(Authorised Signatory)

Name:

Designation:

Mobile No:

Business Address:

Telephone No:

E-mail ID: