

## Response to Pre-Bid queries dated 19-09-2019

Sr. No	Query	Response to query
1	Page 2: Annual Turnover: We have 3-4 Legal Entities within the group which are catering to various business, hence can we share the group level turnover?	It should be of the entity which is providing the services and shall be entering in an agreement with BFSL, if selected.
2	Page 3: Demo & Presentation: Will there be another round of Demo & Presentation?	Demo & Presentation dates will be shared at a later stage. The demo and presentation provided shall suffice
3	Page 3: Important Points (Point No 6): If we are H1 but not L1, will be given an opportunity for price negotiation?	This is Techno-commercial evaluation. Bidder getting highest scores in technical & Commercial both combined will be awarded the tender.
4	Page 3: Client Base: Since Purchase Orders & Engagement Letters are confidential documents and we are bound by customer NDA's, can we share the references only?	Please share the names of the entities availing your services in the space/domain, but if shortlisted BFSL might ask you to provide the relevant documents.

S/D

Authorized Signatory