

Query Responses

Request for Proposal (RFP) For Procurement of Indian Accounting Standards (IndAS-117)/ International Financial Reporting Standards (IFRS-17) System Solution

Date - 04/03/2025

Bid/RA Section	Reference	Seller Query/Representation	NIA's Response
Bid Eligibility Criteria		1) can an associate partner on behalf of OEM can participate in the bid. If associate partner does not have office in mumbai can it still participate	Associate partner can participate on behalf of OEM but the associate partner should have a contact office in mumbai
		2) If the OEM does not have an office in the Mumbai can it still participate through it's associated partner who is based out of other city in india	NO
		3) The applicable turnover and profitable criteria is only applicable on the OEM?	The bidder should have the applicable turnover and profitable criteria, the bidder can be OEM or its Associate Partner
Other		Annexure D : Commercial Bid Page Number 27 - We would like to understand the user types within the 30 user	For the purpose of the tender all users will have access to all the features defined in the sub ledger solution

		<p>requirements. How many users would be for - - Data Management, ETL users (IT) - Actuarial Users/GMM/PAA Configuration Users (Actuary) - Sub-Ledger Accounting/COA Configuration Users (F&A) - Reporting, Disclosures, Dashboarding Power Users - Project Management & Governance Users</p>	
		<p>Annexure D : Commercial Bid - Page 27 - Will NIA prefer unlimited user licenses with Enterprise Licensing rather than limiting by user count and incurring additional cost per user?</p>	<p>Your bid should assume a minimum of 30 users</p>
		<p>Annexure D : Commercial Bid - Page 27 - Are the commercials to be submitted with Perpetual license model with AMC or NIA would also allow vendors to submit subscription-based commercials? If subscription is allowed, how will the commercials be compared as it will lead to incomparable commercials.</p>	<p>Bid should be submitted on perpetual basis only</p>

		<p>Annexure D : Commercial Bid - Page 27 - Example of calculation is provided in the commercial excel sheet attached, NIACL is not responsible for any mistakes occurred due to calculation error by bidder and Bidder should adhere to the price provided by them. - The example is not found. Please share.</p>	<p>The example will be provided in the addendum to this tender</p>
		<ul style="list-style-type: none"> • All the prices should be for 30 users, the actual user count will be determined while placing the order and per user cost will be calculated by dividing the quoted price by 30. • The Company expects GWP to be at least 50% higher over the next five years. Query: Our licensing model is on Processed GWP as we don't restrict the customers by number of users. For our commercials calculations, we shall consider last published GWP reports with 50% mark-up. 	<p>RFP Bid format cannot be change</p>

		<p>We would request for below information for right environment sizing to ensure the Configuration & Installation can be planned with right architecture. 1. No of Active Policies: 2. Annual Growth % in Policies: 3. Expected no of Groups /Subgroups : 4. No of Reinsurance Treaties: 5. Grouping Required (Yes/ No): 6. Expense Allocation Logic required (Yes/ No): 7. Number of such allocation logics: 8. Transition Approach Details (Within System / Outside System): 9. Number of Years for which execution would be required for portfolios under Full retrospective Approach / Modified Retrospective Approach:</p>	<p>These details will be provided with the successful bidder only. The bidder may take appropriate assumptions while bidding</p>
		<p>4.Earnest Money Deposit. Page Number 6. Query/Representation: As we had previously submitted an EMD of Rs. 10 Lakh for the earlier tender, which was subsequently cancelled, we</p>	<p>Fresh EMD needs to be submitted</p>

		request confirmation on whether this amount will be considered for the current re-floated RFP, or if we are required to submit a fresh EMD.	
Product/Service specification		For Configuration & Installation, how many environments to be factored?	These details will be provided with the successful bidder only.
		15. FEATURES AND FUNCTIONALITIES OF THE SUB LEDGER SOLUTION - Page Number 18. Query: Is the ETL layer required to have native integration with the source data systems or ODBC based ETLs will be Ok? Please note that considering the data volumes of NIA, ODBC based ETLs would have performance impact.	Suitable modes of ETL should be used. Could be native integration, ODBC or others. To be discussed and mutually decided with the successful bidder.
		Is the Reporting & Disclosure layer required to be on the same technology platform as the ETL, CSM engine and Sub-Ledger or NIA is Ok with a different disconnected technology layer for Reporting & Disclosures? Please note that having a	NIA needs integrated reporting and disclosure reporting module

		different technology platform for ETL & Repoting would compromise on end-to-end auditability.	
Terms and Conditions		Payment Terms - Page Number 21. Query: Our understanding is that once the contract is signed, the PO would be issued to the bidder and license keys would be issued to NIA and the invoice would be issued at the same time. Please confirm.	Payment terms will be finalised with the successful bidder
		Payment Terms - Page Number 21. Query: License fee annual advance would be paid at Contract, PO and license key issue. The AMC for subsequent years would be paid annual advance. This is the understanding.	Payment terms will be finalised with the successful bidder
Bid Eligibility Criteria		The Bidder should have commissioned and successfully made operational the proposed IndAS-117/ IFRS-17 System Solution and the same should continue to be in successful operation for minimum 15 (fifteen) projects inthe	It is allowed to OEM also

		non-life insurance space globally with at least 2 projects in entities having premium base of more than 1 billion USD or equivalent premium in other currency. Query/Representation: Please allow OEM/Bidder for this clause.	
EMD Amount	10,000,000	EMD Amount is mentioned as INR 1 cr in the Gem - Bid Document, however it is mentioned as INR 10 Lakhs in the Request for Proposal Document. Could you kindly confirm the amount of the EMD required to be deposited?	Please refer to the addendum issued in this regard
Reverse Auction	Reverse Auction would be conducted amongst all the technically qualified bidders except the Highest quoting bidder.	Could you elaborate on the process of technical qualification of the bidder. In the final selection of the bidder, what will be the weightage for the technical score or any formula to assess the L1 bidder?	No marks shall be allotted for technical bidder, the bidder will be based on L1 only after Reverse Auction is completed
Estimated Bid Value	400,000,000	We request you to confirm the estimated 5 year contract value.	Please refer to the RFP

Technical Specifications	Procurement of Indian Accounting Standards IndAS117 International Financial Reporting Standards IFRS17 System Solution	<p>As per our understanding, this RFP is only with respect to the Procurement of Indian Accounting Standards IndAS117 / International Financial Reporting Standards IFRS17 System Solution and the implementation of the System procured will be covered under a different RFP. We request you to confirm if our understanding is correct.</p>	Correct
Past Project Experience	<p>Proof for Past Experience and Project Experience clause: For fulfilling the experience criteria any one of the following documents may be considered as valid proof for meeting the experience criteria:</p> <p>a. Contract copy along with Invoice(s) with self-certification by the bidder that service/supplies against the invoices have been executed.</p> <p>b. Execution</p>	<p>WTW is bound by strict confidentiality clause and thus sharing client information/contract will be a breach of our terms and condition.</p> <p>We request you to please let us know if redacted contract copies, to the extent possible, can be provided to fulfill this criteria? Or if any other form of information can be provided to fulfill this criteria?</p>	<p>Agreed with the query but if required NIA may seek references or relevant documents from the bidder</p>

	certificate by client with contract value.c. Any other document in support of contract execution like Third Party Inspection release note, etc		
3 - Bidding Process	The selected Bidder will have to execute the Non-Disclosure Agreement, Integrity Pact and Service Level Agreement (SLA) with NIACL.	While the format for Non-Disclosure Agreement and Integrity Pact have been provided, could you also provide a format of the Service Level Agreement?	SLA terms and conditions will be mutually decided with the successful bidder
	The selected Bidder will have to execute the Non-Disclosure Agreement, Integrity Pact and Service Level Agreement (SLA) with NIACL.	We request you to confirm if the terms of Integrity pact specifically Compensation for Damages (Section 4) can be negotiated with the selected bidder.	Bidder is advised to adhere to the RFP wordings only
Terms of the RFP	14.10 Inspection and Audit	We request you to confirm if the terms of Inspection and Audit can be negotiated with the selected bidder.	Bidder is advised to adhere to the RFP wordings only
	14.13 Termination	We request you to confirm if the terms of Termination can be negotiated with the selected bidder.	Bidder is advised to adhere to the RFP wordings only

Features and Functionalities of the Sub Ledger Solution	<p>2. IndAS 117: General Measurement Model (GMM)</p> <p>- Ensure data flows and consistency between the GMM and other modules.</p>	<p>Could you please elaborate on the expectation here and what other modules are we referring to?</p>	<p>Consider models in place of modules in this point</p>
	<p>3. Variable Fee Approach (VFA)</p>	<p>Could you please understand the product categories where VFA would be applicable?</p>	<p>Sub ledger solution should have an in built capacity to calculate on VFA basis</p>
	<p>7. Grouping/level of aggregation</p> <p>- Generating results at a level of granularity lower than the unit of account (such as distribution channel wise results)</p>	<p>Could you please help us understand how NIACL intends to generate the results at a lower level of granularity than the unit of account? Is there any methodology identified already to perform this activity?</p>	<p>Will be shared with the successful bidder</p>
	<p>7. Grouping/level of aggregation</p> <p>- Capability of the solution to breakdown traditional contracts into various accounting periods/contracts. This involves shifting from a</p>	<p>Could you please elaborate on the expectation here?</p>	<p>Software should have capability for segregation of contract required as per IND AS 117</p>

	legal centric to an accounting centric contract.		
	<p>11. Computations/Calculations</p> <p>- Capability of solution to handle multiple exchange rates and multiple currency portfolio.</p>	<p>Could you please let us know if the multiple exchange rates are expected to be used for certain business segments / subsidiaries / portfolios? Additionally, for the identified business segments, are all the underlying cashflows pertaining to that segment expected to be in same currency or multiple currencies?</p> <p>For instance, would it be a possible for business segment to have premiums, claims and expenses in different currencies or all in the same currency but different currency than INR?</p>	Being a multinational company system should have capability of multiple currencies
	<p>12. Taxes</p> <p>- Capability of the solution to handle and compute transaction-based taxes like GST cashflows.</p>	<p>Are the tax inputs expected at contract level expected to be within the data feed to the system or be calculated on a proportional basis?</p>	Software should be robust to handle tax inputs at any required level of granularity

	15. Performance Attribution & Business Insights - Ability to do Attribution Analysis.	We request you to please elaborate on what is meant by attribution analysis?	As required under INDAS 117
	20. Coverage Units - Design and implement coverage unit definitions based on the specific products or contracts.	Could you please let us know the coverage units determined for the underlying portfolios and the methodology identified for assessing the coverage units?	This will be shared with the successful bidder
	25. To assist in liaising with Regulators and Auditors - To assist and guide NIACL in liaising with regulators while convincing the regulators of the rationality of the data, models, and its validations, and possess calculation, accounting, and reporting engine as per validated and agreed	Could you please let us know of the expectations regarding the rationality of data under this functionality requested?	Adequate support to answer regulator queries pertaining to the system capabilities from time to time

	upon to the satisfaction of the regulators.		
	26. Other Features and Functionality Expected - Functionality to secure the data, thus ensuring no data leak.	Could you please elaborate on the expectation here?	Adequate data security and privacy needs to be maintained by the solution
	26. Other Features and Functionality Expected - Functionality to assist in Strategic Business Planning.	Could you please elaborate on the expectation here?	System should be capable to generate the MIS reports pertaining to INDAS 117 outputs
	26. Other Features and Functionality Expected - Encrypt data both at rest and in transit to protect it from unauthorized interception or access. Use strong encryption standards and key management practices to secure the data.	Could you please elaborate on the expectation here?	Adequate data security and privacy needs to be maintained by the solution

	<p>26. Other Features and Functionality Expected</p> <p>- Apply appropriate data retention policies to the old data and securely delete it once it is no longer required, according to legal and regulatory requirements.</p>	<p>Could you please elaborate on the expectation here?</p>	<p>The data retention policy will adhered to as per the relevant regulations issued by the govt or regulator from time to time</p>
	<p>26. Other Features and Functionality Expected</p> <p>- Solution should have the module for General Insurance Pricing and reserving.</p>	<p>Is this a mandatory requirement for reserving and pricing modules to be a part of IFRS 17 solution?</p>	<p>Not mandatory</p>
	<p>28. List of Disclosures</p> <p>- Concentration Risk</p>	<p>Could you please elaborate on the expectation here as Concentration Risk is a qualitative disclosure?</p>	<p>Agreed</p>
	<p>26. Other Features and Functionality Expected</p> <p>- Maturity Analysis for Liabilities by Contract (PVFC Basis)</p>	<p>Could you please elaborate on the expectation here? Is the solution expected to run at a contract level?</p>	<p>Solution should have the capability to run the models at the level as required under INDAS 117</p>

	<p>26. Other Features and Functionality Expected</p> <p>- Interest Rate Risk Sensitivity on Contracts and Financial Debt Instruments</p>	<p>Could you please elaborate on the expectation here as this the RFP is requesting for an IFRS 17 solution? Financial Debt Instruments would not in scope for IFRS 17.</p>	<p>Agreed</p>
	<p>26. Other Features and Functionality Expected</p> <p>- Credit Exposure by Credit Rating</p>	<p>Could you please elaborate on the expectation here?</p>	<p>Desirable but not mandatory</p>
	<p>The Solution proposed should be capable of performing all the tasks as per the scope of work and should have an in-built disclosure module with standard IFRS-17 disclosure along with the ability to generate new and customizable disclosure templates – Self declaration is required as per annexure A</p>	<p>In case of any functionalities identified to not be catered within the solution, could you please let us know how the declaration format is expected to be modified?</p>	<p>Declaration cannot be modified</p>

	<p>The bidder should either have its own solution (own the software and or intellectual Property) or should be an authorized partner of the OEM(Original Equipment Manufacturer)</p>	<p>We anticipate two contracts for the scope of services requested under the RFP:</p> <ul style="list-style-type: none"> - Software licensing agreement with the software entity (overseas) - Configuration & Installation Services with the local entity <p>Both the entities come under the group umbrella and hence would be responsible for the deliverables and/or any support/service required.</p> <p>We request you to confirm if two contracts can be signed - with the software entity for the software licensing agreement and the local entity for the installation services.</p>	
16. Eligibility Criteria	<p>The bidder should either have its own solution (own the software and or intellectual Property) or should be an authorized partner of the OEM(Original Equipment</p>	<p>We request you to please confirm if the bidding entity can be an overseas software entity that is the sole source vendor and provider of the software?</p>	<p>This RFP is only for Software solution procurement therefore Agreement will be signed with the bidder only</p> <p>Please refer to the eligibility criteria of the RFP document</p>

	Manufacturer)		
	Licence Fees, AMC, Configuration & Installation	Since the licensing agreement would be required with an overseas entity (part of same group umbrella), can the technology cost be provided in USD? Please note this is only for the Software cost, the configuration and installation cost would be done by local entity and implementation fee will be provided in INR.	All the commercial bid should be in INR only
	Licence Fees, AMC, Configuration & Installation	We request you to please confirm if the amount quoted should be including all taxes including GST.	Please refer to notes to Annexure D of the RFP
Annexure D : Commercial Bid	Licence Fees, AMC, Configuration & Installation	We request you to please elaborate on what constitutes the AMC cost?	AMC pertains to Maintenance related costs if any which may be decided by the bidder as a part of the bid
The Bidder should have commissioned and successfully made operational the proposed IndAS-117/ IFRS-17 System Solution and the same should continue to be in successful operation for		<p>Requesting to change the clause as below:</p> <p>The Bidder/OEM should have commissioned and successfully made operational the proposed IndAS-117/ IFRS-17 System Solution and the same should continue to be in successful operation for</p>	RFP terms and conditions for this tender cannot be change

<p>minimum 15 (fifteen) projects in the non-life insurance space globally with at least 2 projects in entities having premium base of more than 1 billion USD or equivalent premium in other currency</p>		<p>minimum 15 (fifteen) projects in the non-life insurance space globally with at least 2 projects in entities having premium base of more than 1 billion USD or equivalent premium in other currency</p>	
<p>NIACL can terminate the Contract/ Agreement without assigning any reasons by giving 30 (thirty) days' notice and is not liable to pay any penalty to the solution provider on termination for any reasons.</p>		<p>Requesting you to change the clause as below:</p> <p>NIACL can terminate the Contract/ Agreement without assigning any reasons by giving 60 (Sixty) days' notice and is liable to pay dues as per the services provided by the bidder.</p>	<p>RFP terms and conditions for this tender cannot be change</p>
<p>The solutions offered to be undertaken in response to this RFP shall be undertaken to be provided by the solution provider directly employing their employees, and there shall</p>		<p>Requesting you to change the clause as below:</p> <p>The solutions offered to be undertaken in response to this RFP shall be undertaken to be provided by the solution provider directly employing their employees, and there</p>	<p>RFP terms and conditions for this tender cannot be change</p>

not be any sub-contracting done by the solution provider. In future, if there is any supplementary system required to support some functionality then it may be done, but the original solution provider is solely responsible.		shall not be any sub-contracting done by the solution provider. In future, if there is any supplementary system/ Services required to support some functionality then it may be done by taking approval from NIACL , but the original solution provider is solely responsible.	
		We would need list of systems for intergration	Oracle Financials, ODS and TCS RAMS (Reinsurance) and foreign territories will have their different systems
Hardware/Hosting		who will provide hardware for hosting application	NIA will provide the hardware
Timelines		Please clarify on project timelines/delivery schedule	Timelines will be decided with the successful bidders
		Do we need HA architecture & DR also	Not applicable
		Will bidder need to perform UAT and VAPT or NIACL will perform ?	This will be coordinated with the implementation partner
Cost information is required to be provided in the following format:		We would like to understand the user types within the 30 user requirements. How many users would be for - - Data Management, ETL users (IT) - Actuarial Users/GMM/PAA Configuration Users (Actuary)	For the purpose of the tender all users will have access to all the features defined in the sub ledger solution

		<ul style="list-style-type: none"> - Sub-Ledger Accounting/COA Configuration Users (F&A) - Reporting, Disclosures, Dashboarding Power Users - Project Management & Governance Users 	
		Will NIA prefer unlimited user licenses with Enterprise Licensing rather than limiting by user count and incurring additional cost per user?	Your bid should assume a minimum of 30 users
Project background		Will there be a separate RFP for system integrators?	Yes there will be a separate RFP for System Integration
Performance bond		In bid details document, it shows "Estimated Bid Value: 400000000." Does this mean the Performance bond will be 5% of this amount? Since bid is for Licenses Why performance bond.	PBG will be 5% of the the purchase order value.
Earnest money		Is the Rs.10,00,000 amount correct in one of the documen it is mentioned 10,0,00,000. Which one we should consider.	Please refer to the addendum issued in this regard
Eligibility criteria		In Bid details doc, page 1, the annual turnover of the bidder should be "Minimum 3200 Lakh."	
		But in the Instructions doc, page	Please refer to the addendum issued in this regard

		20, the annual turnover is "Not less than Rs.100 Crores". Which one is correct?	
Scope of work requirements		The clause says: "Functionality to assist in Strategic Business Planning."	
		The planning functionality is not directly related to IFRS17 solution. Should we include this in our pricing quotation?	
		The clause says: "Solution should have the module for General Insurance Pricing and reserving."	Desirable but not mandatory
		This feature is not directly related to IFRS17. Is it mandatory?	
		Do we need to confirm each of the feature/Functionality line by line in response.	Bidder should give a line of confirmation regarding the INDAS 117 compliance functionality in Annexure A
Terms of the RFP	14.3 Indemnity	We request you to please confirm if the proposed wordings will be acceptable to you: The aggregate liability for the Service Provider under the engagement, in any case, shall not exceed in aggregate the total amount of the fees paid for	May be decided mutually with the successful bidder

		the Services provided pursuant to the applicable statement of work/ Agreement.	
Terms of the RFP	14.13 Termination	We request you to please confirm if the proposed wordings will be acceptable to you: Either party may terminate this agreement, for convenience, with 30 (thirty) days' written notice to the other party".	May be decided mutually with the successful bidder
Annexure B	Proposal Form	We request you to please confirm if the proposed modification will be acceptable to you in Annexure B: "there are no proceedings/enquires/..... pending against us which has any materially adverse impact on this engagement".	May be decided mutually with the successful bidder