

**LAND BANK OF THE PHILIPPINES**

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**BID BULLETIN NO. 1
For ITB No. 2015-4-002**

PROJECT : **Asset-Liability and Risk Management System Project**
IMPLEMENTOR : **Procurement Department**
DATE : **May 28, 2015**

This Bid Bulletin is issued to modify or amend items in the Bid Documents. This shall form an integral part of the Bid Documents.

The modifications or amendments are as follows:

- 1) The Terms of Reference has been revised. Please see attached revised pages 1 to 20.
- 2) The deadline of submission and the schedule of opening of eligibility/technical and financial documents/proposals for the above project is re-scheduled from June 4, 2015 to **July 2, 2015, 11:00 A.M.** at the Procurement Department, 25th Floor, LANDBANK Plaza Building, 1598 M. H. Del Pilar corner Dr. Quintos Streets, Malate, Manila.

For guidance and information of all concerned.



ALWIN I. REYES
Department Manager
Procurement Department

CLASS C

**Asset-Liability and Risk Management System (ALRMS)
Project
Terms Of Reference**

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1.0 Name and Description of the Project

The Asset-Liability and Risk Management System (ALRMS) Project Rationale:

- It is crucial to have a single data infrastructure that will ensure consistent, auditable and readily available data for an integrated and complete view of risk/return, ALM and liquidity risk.
- Risk measurement and modeling is an ever changing problem that requires a dynamic process and information structure that support frequently changing dimensions.
- ALRMS allows proactive risk management and helps determine actions to be taken to mitigate risks.

Land Bank of the Philippines, hereinafter referred to as "LBP", is pleased to invite you to submit a proposal for the procurement for the Asset-Liability and Risk Management System (ALRMS) Project.

2.0 Objectives of the Project

The ALRMS project aims:

- ❖ To develop a robust risk management data infrastructure with stress testing and simulation capabilities to integrate the risks the bank is taking across credit, market, operational, interest and liquidity risks as required by BSP Circular 639 on ICAAP document and BSP Circular 594 on derivatives.
- ❖ To comply with the two new Basel III liquidity ratios, the Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR)
- ❖ To provide reliable, timely and forward-looking management information for the Board of Directors and senior management.
- ❖ To assist in strategic decision-making and balance sheet risk assessment using scenario-based data management and analysis solution.

3.0 Scope of the Project

Bidder is expected to deliver a fully integrated Asset-Liability and Risk Management software application (with at least 100-user license) inclusive of 5-year annual maintenance.

The solution shall include the following components:

- Software application, licenses and other software components such as APIs, RDBMS, connectors and middleware; and
- Various technical tools required to implement the solution

It is expected that the ALRMS will be able to connect with the Bank's source systems particularly the LBP Data Warehouse. The LBP Data Warehouse is composed of the following:

- ETL Tool: INFORMATICA PowerCenter
- RDBMS and Metadata repository: Oracle 11g database
- Oracle Financial Services Analytical Applications (OFSAA)
- Front-end tool: Business Object

The ALRMS project will be implemented in two (2) phases.

Within eighteen (18) months from the contract signing, the following components of the Static ALRMS should be completed in the first phase:

1. Liquidity risk management
2. Interest rate risk management
3. Structural FX risk management
4. Market risk management
5. Funds Transfer Pricing for deposits and loans

The second phase would include other functionalities that should be completed within twelve (12) months from the phase 1 implementation.

1. Dynamic ALM
2. Balance sheet forecasting.

The details and requirements are specified in the attached Business Requirements Document (BRD) – Attachment A.

To ensure the highest degree of compliance of the ALRMS Project to the Bank's requirements, and to effectively manage change, the project scope likewise covers all the requisite software customizations, system parameter configuration/setup, as well as change management planning and communication, organizational change assessment, and assistance in the implementation of the required organizational and process changes.

The project must take into account all related implementation activities and processes such as systems integration, project management, system development life cycle, consulting, change management, technology transfer (training and documentation), and maintenance and support. Likewise, the solution provider is expected to conduct a post-implementation support for three (3) months after the system has been implemented in Production, to assess the project performance and the effectiveness of the system.

Training Requirements:

- "Train The Trainers" Training (Users' Training - training materials, video/CD of the training, if applicable, shall be provided by the solution provider; should accommodate at least 25 attendees);
- Reporting Tool Training (should accommodate at least 25 attendees);
- Technical Training (should accommodate at least 10 attendees);
- Knowledge Transfer and Handover workshops; and
- Other system-related training activities.

The Approved Budget for the Contract (ABC); shall cover all project costs (inclusive of Value Added Tax), including, but not limited to the following:

- Services and software costs (inclusive of customization, APIs, connectors, middleware and various technical tools – e.g. reporting tools to implement the system);
- Ninety-day warranty starting from the Production cut-over date;
- Four-year annual maintenance and support for all software components (technical support services, including customizations delivered) after warranty period (to be paid annually);
- Training and team building;
- Out-of-pocket expenses;
- Cost of the Software/Intellectual Property Escrow Agreement (in the Philippines), if applicable; and
- ALL applicable taxes (including Royalty tax)

4.0 Specifications

See attached Business Requirements Document (BRD) - Attachment A and Requirements Compliance Form (RCF) - Attachment B.

The proposed solution must satisfy or exceed the project stakeholders' expectations, and the functional and non-functional requirements in order for the proposed solution to be considered.

The solution provider must respond to each and every section, sub-section or item/requirement in the attached *Requirements Compliance Form (Attachment B)*, and must provide the following information for each requirement:

- Percentage Compliance (i.e. 100% - for full compliance, nn% - for partial compliance)
 - 100% Fully compliant, base-product functionality; no customization required
 - nn% Partially compliant; customization required (State percentage of compliance)
- Required Customization Effort* (expressed in man-days);
- Explanation to expound on the vendors' response.

* Budgetary estimation (-10% / +25% accuracy) of the effort required to customize the proposed solution to make it fully compliant with the requirement

5.0 Delivery Time / Completion Schedule

Timeline:

Phase I (Static ALRMS) - Not later than eighteen (18) months from contract signing

Phase II (Dynamic ALRMS) -- Not later than twelve (12) months from the implementation of the Static ALRMS

6.0 Payment Milestones

Cost Breakdown

Cost Component	Cost (PHP)
PHASE 1	
Software Cost	
Software Application and Licenses	XXX,XXX,XXX.XX
Other Software Components (i.e. APIs, connectors and middleware)	XXX,XXX,XXX.XX
Various Technical Tools required to implement the solution (e.g. reporting tool/writer)	XXX,XXX,XXX.XX
Implementation Cost (project management, consulting, requirements validation, design and development, customization, training, integration and user acceptance testing, production deployment, system integration, change management, out-of-pocket, etc.)	XXX,XXX,XXX.XX
Maintenance and Support Cost (including cost of upgrades and Health Check)	
1 st Year	XXX,XXX,XXX.XX
2 nd Year	XXX,XXX,XXX.XX
3 rd Year	XXX,XXX,XXX.XX
4 th Year	XXX,XXX,XXX.XX
	XXX,XXX,XXX.XX
PHASE 2	
Software Cost	
Software Application and Licenses	XXX,XXX,XXX.XX
Other Software Components (i.e. APIs, connectors and middleware)	XXX,XXX,XXX.XX
Various Technical Tools required to implement the solution (e.g. reporting tool/writer)	XXX,XXX,XXX.XX
Implementation Cost (project management, consulting, requirements validation, design and development, customization, training, integration and user acceptance testing, production deployment, system integration, change management, out-of-pocket, etc.)	XXX,XXX,XXX.XX

Maintenance and Support Cost (including cost of upgrades and Health Check)	XXX,XXX,XXX.XX
1 st Year	XXX,XXX,XXX.XX
2 nd Year	XXX,XXX,XXX.XX
3 rd Year	XXX,XXX,XXX.XX
4 th Year	XXX,XXX,XXX.XX
TOTAL PROJECT COST (VAT and ALL taxes inclusive)	XXX,XXX,XXX.XX
TOTAL PROJECT COST (in words): _____	

Payment Milestones

Payment Milestone	Amount Due (PHP)
Upon signing of contract, delivery of license, and installation of base solution	(10%) XXX,XXX,XXX.XX
Phase 1	
Upon Acceptance of Conceptual Systems Design (CSD Sign-off)	(10%) XXX,XXX,XXX.XX
Upon Acceptance of Technical Requirements Specifications (TRS Sign-off)	(10%) XXX,XXX,XXX.XX
Upon Acceptance of System for UAT (SIT Certificate)	(10%) XXX,XXX,XXX.XX
Upon UAT Completion (UAT Sign-off)	(15%) XXX,XXX,XXX.XX
Upon Completion of Warranty Period	(5%) XXX,XXX,XXX.XX
Annual Maintenance – Year 1	(1.5%) XXX,XXX,XXX.XX
Annual Maintenance – Year 2	(1.5%) XXX,XXX,XXX.XX
Annual Maintenance – Year 3	(1.5%) XXX,XXX,XXX.XX
Annual Maintenance – Year 4	(1.5%) XXX,XXX,XXX.XX
	XXX,XXX,XXX.XX

Payment Milestone	Amount Due (PHP)
Phase 2	
Upon Acceptance of Conceptual Systems Design (CSD Sign-off)	(5%) XXX,XXX,XXX.XX
Upon Acceptance of Technical Requirements Specifications (TRS Sign-off)	(5%) XXX,XXX,XXX.XX
Upon Acceptance of System for UAT (SIT Certificate)	(5%) XXX,XXX,XXX.XX
Upon UAT Completion (UAT Sign-off)	(10%) XXX,XXX,XXX.XX
Upon Completion of Warranty Period	(5%) XXX,XXX,XXX.XX
Annual Maintenance – Year 1	(1%) XXX,XXX,XXX.XX
Annual Maintenance – Year 2	(1%) XXX,XXX,XXX.XX
Annual Maintenance – Year 3	(1%) XXX,XXX,XXX.XX
Annual Maintenance – Year 4	(1%) XXX,XXX,XXX.XX
	XXX,XXX,XXX.XX
TOTAL PROJECT COST (VAT and ALL taxes inclusive)	(100%) XXX,XXX,XXX.XX

Note:

All charges related to remittance of payment (e.g. bank service charge) shall be for the account of the vendor.

7.0 Qualification Requirements

Evaluation Criteria	Minimum Required Performance Standards
<p>A. Fit to Functional Requirements</p> <p>This criterion assesses the proposed solution against the user requirements that it must satisfy and the functions that it should perform, to support the system owner's business needs and objectives.</p>	<ul style="list-style-type: none"> ✓ The software solution should be 100% compliant to the <i>Mandatory</i> Functional requirements* with maximum 20% for customization ✓ The software solution should be at least 75% compliant to <i>Recommended</i> Functional requirements* <p>* Based on the solution provider's accomplished Requirements Compliance Form (RCF).</p>
<p>B. Fit to Non-Functional Requirements</p> <p>This criterion considers the proposed solution's fit to the non-functional requirements, i.e., the constraints on various attributes of the system and the development process relating to the functional requirements</p>	<ul style="list-style-type: none"> ✓ The software solution should be 100% compliant to the <i>Mandatory</i> Non-Functional requirements* with maximum 20% for customization ✓ The software solution should be at least 75% compliant to the <i>Recommended</i> Non-Functional requirements* <p>*Based on the solution provider's accomplished Requirements Compliance Form (RCF).</p>
<p>C. Implementation Methodology</p> <p>This criterion evaluates the proposed implementation approach with regards to the logical and systematic sequencing of activities, realistic estimation of work effort and duration, timely and quality delivery of work products, management of project schedule, scope and resources, and the overall soundness of the implementation methodology.</p>	<ul style="list-style-type: none"> ✓ Bidder's proposed solution must clearly discuss the following: <ul style="list-style-type: none"> ○ Proposed architecture ○ Implementation and project management methodology which shall be handled by the product owner. ○ Scope of work and deliverables ○ Major milestones and activities with their estimated durations, start and completion dates ✓ Subscription-based implementation strategy is not allowed.
<p>D. Firm Credentials (Experience, Expertise and Capability)</p> <p>This criterion evaluates the solution provider's and/or system developer's / licensor's experience, expertise and capability to deliver the proposed solution, as well as the results of satisfaction ratings of previous engagements, are considered.</p>	<ul style="list-style-type: none"> ✓ Solution provider must submit documentation of at least five (5) years of relevant experience in providing ALM and risk management solutions. It may carry the credentials of its parent or sister company/ies. ✓ Solution provider is included in the Top 10 of Chartis RiskTech 100 Rankings for 2013 and 2014.

Evaluation Criteria	Minimum Required Performance Standards
	<ul style="list-style-type: none"> ✓ Solution provider must submit Satisfactory Performance Certification of its products for the same or similar solution from the client company's representative of financial institutions or banks locally or globally, one (1) of which must be from the Asian region. *, as follows: <ul style="list-style-type: none"> • Three (3) for Asset and Liability Management • Three (3) for Enterprise Market Risk Management *Financial Institutions or banks shall be, at least, of comparable size with LANDBANK in terms of Assets. ✓ The bidder must be operating profitably for the last 2 years based on documents using prescribed templates of Comparative Audited Financial Statements
<p>E. Personnel Qualifications</p> <p>This criterion assesses the relevant work experience and educational attainment of the solution provider key personnel (i.e., Project Manager, Technical Lead, Business Lead and Change Management Team Leads) identified to implement the proposed solution.</p>	<p>Submit biographical information using the prescribed Project Team Information Sheet template (Attachment C).</p> <ul style="list-style-type: none"> ✓ Project Manager: <ul style="list-style-type: none"> • At least five (5) years experience in IT as Project Manager; and • At least one (1) year of actual experience in implementing the proposed ALM and risk management solution/software application in banking or financial institution. ✓ Business Team Lead: <ul style="list-style-type: none"> • At least three (3) years experience as Business Team Lead; and • At least two (2) years of actual experience in implementing the proposed ALM and risk management solution/software application in banking or financial institution. ✓ Technical Team Lead: <ul style="list-style-type: none"> • At least three (3) years experience as Technical Team Lead; and • At least one (1) year of actual experience in implementing the proposed ALM and risk management solution/software application in banking or financial institution.

Evaluation Criteria	Minimum Required Performance Standards
	<p>institution.</p> <ul style="list-style-type: none"> ✓ Technical Support Staff (i.e. Systems Analyst, Programmer, Business Analyst): <ul style="list-style-type: none"> ▪ Each technical support staff should have at least three (3) years actual experience on the implementation of the proposed solution/software application in banking or financial institution.
<p>F. Product Demonstration</p> <p>This criterion assesses bidder's base software compliance to the functional and non-functional requirements and other system features.</p>	<ul style="list-style-type: none"> ✓ Base software should satisfactorily fulfill the major Mandatory Functional and Non-functional requirements identified by the TWG. <i>Please refer to Attachment D.</i> ✓ Base software should be able to generate at least 20 canned reports which will address reportorial requirements identified in the BRD. <i>Please refer to Attachment D.</i>

8.0 Documentary Requirements

The technical proposals must include the following required information/documents:

- Executive Summary
- Proposed Solution Overview
 - ✓ Architecture (Technical Architecture Components, Technical Architecture Diagram),
 - ✓ Solution components (hardware, software, services), and
 - ✓ Methodology
- Terms of Reference (TOR) with detailed, Point-by-Point Response to all numbered sections, subsections, appendices, annexes and attachments
- Requirements Compliance Form (RCF) with detailed, Point-by-Point Response to all numbered sections, subsections, appendices, annexes and attachments
- Draft Contract
- Statement of Work
 - ✓ Detailed description of all major tasks (including warranty support),
 - ✓ Deliverable items, if any, for each of the major tasks, and
 - ✓ Completion criteria for each of the major tasks.
- Deliverable Items Summary (e.g., System Development Life Cycle documents)
 - ✓ Description, quantity, delivery media and other details of the deliverables
- LBP Responsibilities
 - ✓ Specific responsibilities relating to resources, skills, infrastructure, documentations, processes, etc., that LBP must satisfy
- Assumptions
 - ✓ Constraints, dependencies
- Schedules
 - ✓ Major milestones,
 - ✓ Delivery schedule, and
 - ✓ Project schedule (major tasks, durations, start and end dates, Gantt chart).
- License, Maintenance, Exchange of Confidential Information, Software/Intellectual Property Escrow (preferably with LBP Trust Account), and Other Agreements
- Organizational Chart of the Project team
- List of Projects and Project Team Information using the Project Team Information Sheet
- Brief Description of the Business Continuity Plan (BCP) of Vendor
- Brief Company Profile
- Satisfactory Performance Certification of its products for the same or similar solution from the client company's representative of financial institutions or banks locally or globally

9.0 Other Terms and Conditions

9.1 Proposal Preparation

To be eligible for consideration, bidder must meet the intent of all mandatory requirements. Compliance with the intent of all the requirements will be determined by the LBP Head Office Bids and Awards Committee (HOBAC).

9.1.1 Point-by-point Response

Bidder must submit a point-by-point response to all numbered sections, subsections of the Terms of Reference (TOR). Bidder shall indicate in the point-by-point response the statement:

"Bidder Name understands and will comply"

The Requirements Compliance Form (RCF -- Attachment B of the TOR) shall be filled-out on a per requirement basis. Bidder shall indicate in the point-by-point response the statement:

"Bidder Name understands and will comply"

regardless on whether the proposed solution is fully compliant or for customization.

Bidder must organize its proposal into sections following the format of this TOR, with tabs separating each section. In case bidder's proposal does not comply with the specified proposal format, the proposal will be rated zero.

Responses similar to, "Refer to our literature..." or "Please see [www.....com](#)" are not acceptable. All materials related to a response must be submitted together with the proposal and not just referenced. Any references in an answer to another location in the TOR materials must indicate the specific page numbers and sections stated in the reference.

9.1.2 Price Sheet

For the financial portion of the proposal, bidder must utilize the format found in *Section 6 -- Payment Milestones*, which will serve as the basis for evaluating its price quotation. Bidder should include additional information as necessary to explain in detail its price quotation.

9.2 Proposal Submission

Bidder must submit:

- One (1) original set of their technical and financial proposals;
- Five (5) sets of photocopy of their technical and financial proposals;
- Three (3) sets of softcopy of their technical and financial proposals;

- Their proposals to the LBP HOBAC on or before the deadline specified.

Facsimile or electronic submissions are not acceptable.

9.3 Presentations / Product Demonstrations

Bidder who obtained the minimum score of **sixty five percent (65%)** for items 1 to 5 of the Technical Criteria (under Section 12.0 of this TOR) shall be required to make presentations and product demonstrations to clarify its responses.

9.4 Support Base

Solution provider:

- should have a comprehensive product support scope in terms of the following:
 - ✓ Fault reporting and fixing service
 - ✓ Response to queries
 - ✓ Product support information dissemination
 - ✓ On-site Support
- should have a comprehensive support strategy and help desk solution/software application.
- must have or must set up three (3) months prior to GO LIVE a Support Center for the proposed solution with technical personnel and business address located within the Philippines. (This shall be stipulated in the contract).
- should have a Business Continuity Plan for the local Support Center.

9.5 Compliance with Laws, Policies, Processes, Regulations and Standards

Bidder must, in performance of work under this contract, fully comply with all applicable national or local laws and executive orders, policies, processes, regulations and standards required by law, and LBP Project Management and System Development Life Cycle standards.

9.6 Contract Contents

This TOR and any addenda, bidder's responses including any amendments, any best and final offers, and any negotiations shall be included in any resulting contract. *Section 8 – Documentary Requirements*, enumerates all the required information and documents that the

bidder must submit as part of its proposal to qualify for further consideration, and will serve as basis for any contract between LBP and the bidder.

10.0 Short Listing

Bidder who obtained the minimum score of **seventy five percent (75%)** under the Technical Criteria (under Section 12.0 of this TOR) shall be shortlisted.

11.0 Bid Evaluation

A. Bid Evaluation Procedure -- Quality-Cost Based Evaluation (QCBE)/Selection (per RA 9184)

B. Overall Bid Evaluation Criteria and Rating System

	Weight (a)	Raw Score (b)	Score (ab)	Remarks						
<p>1. Technical Criteria</p> <p>(Fit to Functional and Non-Functional Requirements, Implementation Methodology, Firm Credentials, Personnel Qualifications, Product Demonstration)</p>	80%									
<p>2. Financial Criteria</p> <p>The proposed bid price of participating bidder:</p> <table border="1"> <thead> <tr> <th>Condition</th> <th>Raw Score</th> </tr> </thead> <tbody> <tr> <td>Lowest Bid</td> <td>100%</td> </tr> <tr> <td>Other Bids</td> <td>BS</td> </tr> </tbody> </table> <p>BS = 100 * BL/B</p> <p>Where:</p> <p>BS -- Score of bid under consideration</p> <p>BL -- Price of lowest bid</p> <p>B -- Price of bid under Consideration</p>	Condition	Raw Score	Lowest Bid	100%	Other Bids	BS	20%			
Condition	Raw Score									
Lowest Bid	100%									
Other Bids	BS									
GRAND TOTAL	100%									

12.0 Technical Criteria

CRITERIA	WEIGHT	SCORE	REMARKS				
1. Fit to Functional Requirements 1.a Mandatory Requirements <table border="1"> <tr> <td>Exceeds minimum qualifications (i.e. less than 20% customization)</td> <td>20%</td> </tr> <tr> <td>Meets minimum qualifications (i.e. 20% customization)</td> <td>17%</td> </tr> </table>	Exceeds minimum qualifications (i.e. less than 20% customization)	20%	Meets minimum qualifications (i.e. 20% customization)	17%	30%		
Exceeds minimum qualifications (i.e. less than 20% customization)	20%						
Meets minimum qualifications (i.e. 20% customization)	17%						
1.b Recommended Requirements <table border="1"> <tr> <td>Exceeds minimum qualifications</td> <td>10%</td> </tr> <tr> <td>Meets minimum qualifications</td> <td>8%</td> </tr> </table>	Exceeds minimum qualifications	10%	Meets minimum qualifications	8%			
Exceeds minimum qualifications	10%						
Meets minimum qualifications	8%						
2. Fit to Non-Functional Requirements 2.a Mandatory Requirements <table border="1"> <tr> <td>Exceeds minimum qualifications (less than 20% customization)</td> <td>10%</td> </tr> <tr> <td>Meets minimum qualifications (20% customization)</td> <td>8%</td> </tr> </table>	Exceeds minimum qualifications (less than 20% customization)	10%	Meets minimum qualifications (20% customization)	8%	20%		
Exceeds minimum qualifications (less than 20% customization)	10%						
Meets minimum qualifications (20% customization)	8%						
2.b Recommended Requirements <table border="1"> <tr> <td>Exceeds minimum qualifications</td> <td>10%</td> </tr> <tr> <td>Meets minimum qualifications</td> <td>8%</td> </tr> </table>	Exceeds minimum qualifications	10%	Meets minimum qualifications	8%			
Exceeds minimum qualifications	10%						
Meets minimum qualifications	8%						
3. Implementation Methodology <table border="1"> <tr> <td>Exceeds minimum qualifications</td> <td>5%</td> </tr> <tr> <td>Meets minimum qualifications</td> <td>3%</td> </tr> </table>	Exceeds minimum qualifications	5%	Meets minimum qualifications	3%	5%		
Exceeds minimum qualifications	5%						
Meets minimum qualifications	3%						
4. Firm Credentials (Experience, Expertise and Capability) <table border="1"> <tr> <td>Exceeds minimum qualifications</td> <td>15%</td> </tr> <tr> <td>Meets minimum qualifications</td> <td>10%</td> </tr> </table>	Exceeds minimum qualifications	15%	Meets minimum qualifications	10%	15%		
Exceeds minimum qualifications	15%						
Meets minimum qualifications	10%						
5. Personnel Qualifications <table border="1"> <tr> <td>Exceeds minimum qualifications</td> <td>4%...</td> </tr> <tr> <td>Meets minimum qualifications</td> <td>3%</td> </tr> </table>	Exceeds minimum qualifications	4%...	Meets minimum qualifications	3%	15%		
Exceeds minimum qualifications	4%...						
Meets minimum qualifications	3%						
a. Project Manager to be assigned is highly qualified to implement the engagement <table border="1"> <tr> <td>Exceeds minimum qualifications</td> <td>4%...</td> </tr> <tr> <td>Meets minimum qualifications</td> <td>3%</td> </tr> </table>	Exceeds minimum qualifications	4%...	Meets minimum qualifications	3%			
Exceeds minimum qualifications	4%...						
Meets minimum qualifications	3%						

CRITERIA	WEIGHT	SCORE	REMARKS				
b. Business Team Leader to be assigned is highly qualified to implement the engagement even in the absence of the Team Leader <table border="1"> <tr> <td>Exceeds minimum qualifications</td> <td>4%</td> </tr> <tr> <td>Meets minimum qualifications</td> <td>3%</td> </tr> </table>	Exceeds minimum qualifications	4%	Meets minimum qualifications	3%			
Exceeds minimum qualifications	4%						
Meets minimum qualifications	3%						
c. Technical Team Lead to be assigned is highly qualified to perform the required tasks <table border="1"> <tr> <td>Exceeds minimum qualifications</td> <td>3%</td> </tr> <tr> <td>Meets minimum qualifications</td> <td>2%</td> </tr> </table>	Exceeds minimum qualifications	3%	Meets minimum qualifications	2%			
Exceeds minimum qualifications	3%						
Meets minimum qualifications	2%						
d. Technical Support Staff (Systems Analyst, Programmer, Business Analyst) to be assigned are highly qualified to perform the required tasks <table border="1"> <tr> <td>Exceeds minimum qualifications</td> <td>4%</td> </tr> <tr> <td>Meets minimum qualifications</td> <td>3%</td> </tr> </table>	Exceeds minimum qualifications	4%	Meets minimum qualifications	3%			
Exceeds minimum qualifications	4%						
Meets minimum qualifications	3%						
6. Product Demonstration <table border="1"> <tr> <td>Exceeds minimum qualifications</td> <td>15%</td> </tr> <tr> <td>Meets minimum qualifications</td> <td>10%</td> </tr> </table>	Exceeds minimum qualifications	15%	Meets minimum qualifications	10%	15%		
Exceeds minimum qualifications	15%						
Meets minimum qualifications	10%						
TOTAL	100%						

Note: Non-compliance to any of the Minimum Required Performance Standards of the Evaluation Criteria under Section 7.0 (Qualification Standards), would be given a zero percent (0%) rating.

Zero percent (0%) rating for the Firm Credentials (Item D of Section 7 - Qualification Requirements) would automatically disqualify a bidder from being shortlisted.