

	<p style="text-align: center;">भारतीय प्रौद्योगिकीसंस्थानमद्रासचेन्नै 600 036 INDIAN INSTITUTE OF TECHNOLOGY MADRAS Chennai 600 036 भंडार एवं क्रय अनुभाग STORES & PURCHASE SECTION Email: adstores@iitm.ac.in दूरभाष: (044) 2257 8285 / 8287 / 8288 फ़ैक्स: (044) 2257 8292 Telephone : (044) 2257 8285/8287/8288 FAX: (044) 2257 8292 GSTIN: 33AAAAI3615G1Z6</p>	
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Mrs. P.K. Sheba Sabari
Assistant Registrar (Stores & Purchase)

Date: 30.08.2023

CORRIGENDUM – II

“PROVIDING INVESTMENT ADVISORY SERVICES TO IIT MADRAS FOR APPROPRIATE INVESTMENT OF THE INSTITUTE FUNDS”

Tender No. IITM/SPS/Advisor/010/2023-24/SPL
Tender ID: 2023_IITM_72284_1

1. In Page No. 4 of 21, in Sl.No.1, under EMD clause, point no.v may be read as:

<p>As per Rule 170 of GFR 2017, exemption of EMD will be given subject to submission of undertaking by the firm seeking such exemption. Copies of relevant orders/ documents regarding such exemption should be submitted along with the tender document.</p> <p>The successful bidder shall submit a Performance Guarantee of 3% of the order value by way of DD/Bank Guarantee/FDR/ Insurance surety bonds in favour of “The Registrar, IIT Madras” to be obtained from any commercial bank, within 15 (Fifteen) days from the date of issue of order by IIT Madras, which would be released 60 days after the successful completion of the contract period after the adjustment dues if any without interest.</p> <p>In case of successful bidder, the EMD will be adjusted towards the Performance Guarantee on request.</p>
<p>Instead of</p> <p>As per Rule 170 of GFR 2017, exemption of EMD will be given subject to submission of undertaking by the firm seeking such exemption. Copies of relevant orders/ documents regarding such exemption should be submitted along with the tender document.</p> <p>The successful bidder shall submit a Performance Guarantee of 3% of the purchase order value by way of DD/Bank Guarantee/FDR/ Insurance surety bonds in favour of “The Registrar, IIT Madras” to be obtained from any commercial bank, within 15 (Fifteen) days from the date of issue of order by IIT Madras, which would be released 60 days after the successful completion of the warranty period after the adjustment dues if any without interest.</p> <p>In case of successful bidder, the EMD will be adjusted towards the Performance Guarantee on request.</p>

2. In Page No. 6 of 21, the **Payment terms**, may be read as:

<p>Payment Terms:</p> <ul style="list-style-type: none"> Advisory fee payment during the entire contract period shall be made on monthly basis. The advisory fee shall be subject to maximum of Rs.3.0 lakhs per month. GST shall be paid extra as applicable. TDS will be deducted at applicable rates.
Instead of
<p>Payment Terms</p> <ul style="list-style-type: none"> Advisory fee payment during the entire contract period shall be made on monthly basis. The processing fee shall be subject to maximum of Rs.3.0 lakhs per month. GST shall be paid extra. TDS will be deducted at applicable rates.

3. In Page No.8 of 21, in **Sl.No.5 c, f & i Stage I Technical Bid evaluation** may be read as:

<p>5) Technical Presentation (marks based on the following metrics & criteria)</p> <ul style="list-style-type: none"> a. Qualification and experience/past performance history. b. Samples and/or case studies from relevant previous projects and relevant sized client references. c. How will be investment adviser avoid conflicts of interests with the investment recommendation it provides and further what is its policy on financial products offered by its group companies d. Investment Philosophy and Risk Management process. e. Process for Reporting, Portfolio Evaluation and Review of Accounts. f. Capability of daily MIS of portfolio holding or dashboard g. Proposed Investment Strategy for IITM funds as outlined in Project Overview h. Experience and results in managing defensive investment strategies where risk on principal is low. i. Defining the framework used by the investment adviser for evaluating various eligible investment products j. Recognition/ Accolades won in last 3 years k. Any other information relevant to the bid response
Instead of
<p>5) Technical Presentation (marks based on the following metrics & criteria)</p> <ul style="list-style-type: none"> a. Qualification and experience/past performance history. b. Samples and/or case studies from relevant previous projects and relevant sized client references. c. Whether or not they have a strong business within their group as manufacturers of financial products d. Investment Philosophy and Risk Management process. e. Process for Reporting, Portfolio Evaluation and Review of Accounts. f. Existence and robustness of RTA and Fund Accountant data interface g. Proposed Investment Strategy for IITM funds as outlined in Project Overview. h. Experience and results in managing defensive investment strategies where risk on principal is low. i. Experience in handling alternate assets such as real estate, crypto currency etc. j. Recognition/ Accolades won in last 3 years k. Any other information relevant to the bid response

4. In Page No. 9 of 21, under **Stage II, Financial Bid Evaluation**, may be read as:

Stage II: Financial Bid Evaluation Financial Bid with the lowest quoted amount (L1) will be assigned a financial score of 30 and other bids will be assigned scores that are inversely proportional to their quoted amount. In case of a tie, bidder with higher technical score will be considered for award of work.
Instead of
Stage II: Financial Bid Evaluation Financial Bid with the lowest quoted amount (L1) will be assigned a financial score of 30 and other bids will be assigned scores that are inversely proportional to their quoted amount.

5. In Page No. 9, in **Sl.No.25, Execution of Contract and Security Deposit** may be read as:

Execution of Contract and Security Deposit <ul style="list-style-type: none">• The successful bidder shall execute advisory agreement duly signed as per the prescribed SEBI format.• Declaration of Non-Black listing to be executed & attested by Public Notary / Executive Magistrate on Rs.100/- stamp paper by successful bidder as per Annexure - I• The Security deposit will be liable to be forfeited or appropriated in the event of unsatisfactory performance of the contract and loss or damage, if any, sustained by the Institute on account of failure or negligence on the part of employees of contractor.
Instead of
Execution of Contract and Security Deposit <ul style="list-style-type: none">• A formal contract shall be entered into with successful service provider• Declaration of Non-Black listing to be executed & attested by Public Notary / Executive Magistrate on Rs.100/- stamp paper by successful bidder as per Annexure - I• The Security deposit will be liable to be forfeited or appropriated in the event of unsatisfactory performance of the contract and loss or damage, if any, sustained by the Institute on account of failure or negligence on the part of employees of contractor.

6. In Page No. 14 of 21, in **Sl.No.7, Technical Criteria of Annexure-B** may be read as:

The Bidder should have experience in investment of funds or advising on investment of Funds of Higher Educational Institutions/PSU's/Govt. Bodies or Pension /Provident Funds of Large Private Companies which have annual revenue of Rs.5,000 crores or more during last three years i.e. 2020, 2021 and 2022 (Copy of the order / agreement duly removing the confidential content should be furnished by the bidder)
Instead of
The Bidder should have experience in investment of funds or advising on investment of Funds of Higher Educational Institutions/PSU's/Govt. Bodies or Pension /Provident Funds of Large Private Companies which have annual revenue of Rs.5,000 crores or more during last three years i.e. 2020, 2021 and 2022 (Copy of the order / should be furnished of the clients duly on their letterheads)

7. In Page No.15, **PROFORMA FOR FINANCIAL BID of Annexure-C** may be read as:

**PROVIDING INVESTMENT ADVISORY SERVICES TO IIT MADRAS
FOR APPROPRIATE INVESTMENT OF THE INSTITUTE FUNDS**

Tender No. IITM/SPS/Advisor/010/2023-24/SPL

S.No	Description	Advisory Service Fee in percentage (per annum) of market value of the funds under Advice subject to maximum of Rs.3.0 lakhs per month (GST extra as applicable)
1	Providing Investment Advisory Services to IIT Madras for appropriate investment of the Institute Funds as per the scope of work mentioned in Annexure-A	
	GST in percentage	

Sample Computation

Scenario 1: Assets under Advice - Rs 1000 Crs; Quoted fee % - 0.03% pa (i.e. 3 bps pa)

Computation of fee per month: Rs 1000 Crs X 0.03%/12 subject to a maximum of Rs 3 lakhs = Rs. 2.50 lakhs

Scenario 2: Assets under Advice - Rs 1600 Crs; Quoted fee % - 0.03% pa (i.e. 3 bps pa)

Computation of fee per month: Rs 1600 Crs X 0.03%/12 subject to a maximum of Rs.3 lakhs = Rs. 3.00 lakhs.

Assets under Advice for the purpose of monthly fee computation would be simple average of the market value of closing Assets Under Advice for each day of the month.

All other conditions remain unchanged. Further queries/clarification in this regard WILL NOT BE ENTERTAINED.

Note: Bidder should submit the BoQ based on the tender documents and Corrigendum's issued by IITM.

INSTEAD OF

**PROVIDING INVESTMENT ADVISORY SERVICES TO IIT MADRAS
FOR APPROPRIATE INVESTMENT OF THE INSTITUTE FUNDS**

Tender No. IITM/SPS/Advisor/010/2023-24/SPL

S.No	Description	Processing Fee in percentage (per annum) of market value of the funds under Advice subject to maximum of Rs.3.0 lakhs per month (incl. of all except GST)
1	Providing Investment Advisory Services to IIT Madras for appropriate investment of the Institute Funds as per the scope of work mentioned in Annexure-A	

All other conditions remain unchanged. Further queries/clarification in this regard WILL NOT BE ENTERTAINED.

Note: Bidder should submit the BoQ based on the tender documents and Corrigendum's issued by IITM.

CLARIFICATIONS

The following queries raised by the bidder's and clarification of the Committee is given below.

Sl. No.	Clause Details	Queries	Tender Committee Response
1	Page No. 4, Point No. 1 (V): As per Rule 170 of GFR 2017, exemption of EMD will be given subject to submission of undertaking by the firm seeking such exemption. Copies of relevant orders/ documents regarding such exemption should be submitted along with the tender document	As per Rule 170 of GFR 2017, MSME firms are exempt to submit EMD, will it be applicable in this tender as well as mentioned? Please give clarification to do not get rejected in the process. Also, we suggest that preference may give to MSME firms in financial bid as well.	As per Rule 170 of GFR 2017, Micro and Small Enterprises (MSE's) are exempted from submission of EMD, subject to submission of relevant documents proof by the firm. Also the evaluation of bid and selection of vendor / award of work based on the QCBS as per the tender condition of Sl. No. 22 of Page No.8 of 21 and Sl. No. 23 of Page No. 9 of 21.
2	Annexure B, Point No. 7: No. of Higher Educational Institutions/PSU's/Govt Bodies or Pension / Provident Funds of Large Private Companies which have annual revenue of Rs.5,000 crores or more where similar services were provided in the last 3 years (2020,2021 and 2022)	As we know Govt educational institute or Govt Large Institutions run for social welfare with the help of funding by the Govt in the form of Grant. So, it would be difficult to provide us details for any institutions. Our suggestion is to remove such condition of 5000 crore revenue. Also, it is asked to be provided in the last 3 years, should be these financial years or calendar years	It is clarified that 5000 crore revenue is applicable only for Pension and Provident Funds of Large Private Companies It is clarified that last 3 years is for Financial year TENDER CONDITON PREVAILS
3	Annexure B, Point No. 8: Investment Advisor allocated to IIT Madras should be CA/ICWA/MBA/CFA from a reputed institute and should have experience of at least 5 years. Declaration should be provided along with bid documents	Is there any list of reputed institutes approved by your esteemed Institution which may be considered while allocating the advisor. Also, as per the SEBI Investment Advisor Regulation Postgraduates are also eligible to become an Investment Advisor. Our suggestion that it may also be added for eligibility	TENDER CONDITON PREVAILS
4	Annexure B, Point Nos. 9-11: Asked for affidavits, duly notarised by Public Notary	Is it required on stamp paper or on later head of the bidder? If stamp paper, then on what price of stamp paper will be required.	Rs.100/- stamp Paper duly notarized
5	Annexure G, DETAILS OF BIDDER'S ANNUAL REVENUE AND INCOME (CA Certificate is required)	As the bidders are submitting their 3 years financials which are already CA certified. Our suggestion is to save time and cost, a separate CA certificate may remove.	TENDER CONDITON PREVAILS

Sl. No.	Clause Details	Queries	Tender Committee Response
6	Annexure C, Financial Bid Processing Fee in percentage (per annum) of market value of the funds under Advice subject to maximum of Rs.3.0 lakhs per month (incl. of all except GST)	Please explain by giving an example.	<p>Accepted and recommended for issuing Corrigendum for Annexure-C, Proforma of Financial Bid (BoQ) with Sample Computation at Page No. 15 of 21.</p> <p><u>Sample Computation</u></p> <p><u>Scenario 1:</u> Assets under Advice - Rs 1000 Crs; Quoted fee % - 0.03% pa (i.e. 3 bps pa)</p> <p>Computation of fee per month: Rs 1000 Crs X 0.03%/12 subject to a maximum of Rs 3 lakhs = Rs. 2.50 lakhs</p> <p><u>Scenario 2:</u> Assets under Advice - Rs 1600 Crs; Quoted fee % - 0.03% pa (i.e. 3 bps pa)</p> <p>Computation of fee per month: Rs 1600 Crs X 0.03%/12 subject to a maximum of Rs.3 lakhs = Rs. 3.00 lakhs.</p> <p>Assets under Advice for the purpose of monthly fee computation would be simple average of the market value of closing Assets Under Advice for each day of the month.</p>
7	Asset under Advice (AUA) is mentioned at many places in the tender document.	As many Govt Institution asked for AUM (Asset under Management) and an Investment Advisor review and advice on the complete portfolio periodically and give their recommendations as and when needed. So, our suggestion that AUM & AUA should be considered equally	TENDER CONDITON PREVAILS

Sl. No.	Clause Details	Queries	Tender Committee Response
8		What is the provision in case of tie between two or more bidders?	<p>Accepted and recommended for issuing Corrigendum for Sl. No. 22, Page No.9 of 21 under Stage II at Financial bid Evaluation.</p> <p>Financial Bid with the lowest quoted amount (L1) will be assigned a financial score of 30 and other bids will be assigned scores that are inversely proportional to their quoted amount. In case of a tie, bidder with higher technical score will be considered for award of work.</p> <p style="text-align: center;">INSTEAD OF</p> <p>Financial Bid with the lowest quoted amount (L1) will be assigned a financial score of 30 and other bids will be assigned scores that are inversely proportional to their quoted amount.</p>
9		Clarification required on the years mentioned 2020, 2021, and 2022 at many places in the tender document, should be these financial years or calendar years?	It is clarified that last 3 years is for Financial year
10	Page No. 8, Point No. 2 Technical Bid Evaluation Experience in handling Provident Funds/Fixed Income Portfolios of Higher Educational Institutions/ PSU's / Govt. bodies or Pension / Provident Funds of Large Private Companies which have annual revenue of Rs.5,000 crores or more during last three years (2020, 2021 and 2022)	<p>Suggest that the part related to, 'Large private companies which have annual revenues of Rs. 5000 crores', be deleted as information related to revenue might not be available for all private companies.</p> <p>It should further be noted that revenue of the company has no bearing on the investments of their provident fund / pension funds and the quality of the investment advice provided to them by the investment adviser.</p> <p>We request that this point be amended to only mention, '<i>Pension / Provident Funds of corporates.</i>'</p>	<p>Clarified at Sl.No.2 above.</p> <p>TENDER CONDITON PREVAILS</p>

Sl. No.	Clause Details	Queries	Tender Committee Response
11	<p>Page No. 8, Point No. 5c</p> <p>Technical Presentation:</p> <p>Whether or not they have a strong business within their group as manufacturers of financial products</p>	<p>This tender has been issued by IIT Madras for Investment Advisory services.</p> <p>Having a 'strong business within the group as manufacturers of financial products', can be detrimental to the quality of the investment recommendations which will be received by IITM. Hence this point should be deleted and instead be replaced with the question, '<i>how will be investment adviser avoid conflicts of interests with the investment recommendation it provides and further what is its policy on financial products offered by its group companies?</i>'</p> <p>It should be noted that, as per the SEBI regulations advisors are required to act in a fiduciary capacity to provide independent investment advice in the best interest of their clients. It further requires investment advisers to advise products in 'direct' mode only without the involvement of product distributors. Thus, the focus and objective of SEBI's regulation is clearly on independent advise without any conflict of interest in the investments being recommended by the investment adviser.</p> <p>Since the ask of the tender document is for investment advisory services, independence of the investment adviser should be given due weightage by IITM.</p>	<p>Accepted and recommended for issuing Corrigendum for the Sl. No. 22, Stage I clause 5(c) at Technical Presentation of Technical Bid Evaluation in Page No.8 of 21</p> <p>5 (c) How will be investment adviser avoid conflicts of interests with the investment recommendation it provides and further what is its policy on financial products offered by its group companies?</p> <p style="text-align: center;">INSTEAD OF</p> <p>5 (c) Whether or not they have a strong business within their group as manufacturers of financial products.</p>
12	<p>Page No. 8, Point No. 5f</p> <p>Technical Presentation:</p> <p>Existence and robustness of RTA and Fund Accountant data interface</p>	<p>This point is specifically favoring Portfolio Management Services (PMS) services providers. Request that it be suitably edited / deleted.</p> <p>Suggest that this point should instead check the investment process followed by the investment adviser with timelines, process flows and usage of technology. It should require the investment advisers to detail the same in this point.</p> <p>It should further be noted that this point has no bearing on the quality of investment advice / recommendations which can be provided by the investment advisor.</p>	<p>Accepted and recommended for issuing Corrigendum for the Sl. No. 22, Stage I clause 5(f) at Technical Presentation of Technical Bid Evaluation in Page No.8 of 21</p> <p>5 (f) Capability of daily MIS of portfolio holding or dashboard.</p> <p style="text-align: center;">INSTEAD OF</p> <p>5 (f) Existence and robustness of RTA and Fund Accountant data interface</p>

Sl. No.	Clause Details	Queries	Tender Committee Response
13	<p>Page No. 8, Point No. 5i</p> <p>Technical Presentation: Experience in handling alternate assets such as real estate, crypto currency etc.</p>	<p>The project overview (on page no. 12 of the Annexure A) mentions that, “This fund is to be prudently invested in such a manner as to take only reasonable risk to provide returns for annual commitments factoring inflation .“</p> <p>Mercer globally has the technical expertise to evaluate alternative assets such as private equity, natural resources, infrastructure, private debt, real estate and hedge funds.</p> <p>However it is our understanding that, the Section 11 (5) of the Income Tax Act does not allow investments in alternative assets and crypto currency. (This section allows investments only in Immovable Property).</p> <p>Further, it may be noted that the Reserve Bank of India (RBI) had recently expressed its discomfort over investing in Crypto assets. https://www.indiatoday.in/cryptocurrency/story/rbi-gov-calls-for-an-outright-ban-on-cryptocurrency-as-union-budget-2023-approaches-2322146-2023-01-16</p> <p>Point 5i might also conflict with the ‘Prudent’ management of the funds as mentioned in the Annexure – A on page no. 12 under Project overview, by giving weightage to capabilities in handling such assets.</p> <p>A suggested replacement to this point can be, ‘Defining the framework used by the investment adviser for evaluating various eligible investment products.’</p>	<p>Accepted and recommended for issuing Corrigendum for the Sl. No. 22, Stage I clause 5(i) at Technical Presentation of Technical Bid Evaluation in Page No.8 of 21</p> <p>5 (i) Defining the framework used by the investment adviser for evaluating various eligible investment products</p> <p style="text-align: center;">INSTEAD OF</p> <p>5 (i) Experience in handling alternate assets such as real estate, crypto currency etc.</p>

Sl. No.	Clause Details	Queries	Tender Committee Response
14	<p>Page No. 12, Point No. 9</p> <p>Scope of Work: The Advisor must offer both a mandate based Discretionary PMS option and in the event IITM chooses not to use that option, an accelerated execution support option or a Non-Discretionary PMS option that minimizes the time between an investment decision and its execution, while complying with the Institute's checks and balances.</p>	<p>This point clearly favors PMS service providers. PMS service providers can offer services to clients under two engagement models – (i) Discretionary PMS and (ii) Non-discretionary format.</p> <p>Investment Advisers registered with SEBI can only provide Non-discretionary investment advisory services. The investment decision/ approval has to be taken by the client (investor) in this model of engagement. The SEBI regulation for investment advisers prohibits investments advisors to operate with a Power of Attorney (POA) from clients.</p> <p>Hence by insisting that 'the Advisor must offer both' models of engagement, this point seems to favor PMS service providers.</p> <p>Given the above, an investment advisory firm without any associated broking/manufacturing (group company) is in best position to provide conflict-free investment advices. Hence we submit that this point be suitably edited / deleted.</p>	<p>TENDER CONDITION PREVAILS</p>
15	<p>Page No. 6, Point No. 9</p> <p>Payment terms: Advisory fee payment during the entire contract period shall be made on monthly basis. The processing fee shall be subject to maximum of Rs.3.0 lakhs per month. GST shall be paid extra</p>	<p>Please clarify the meaning of the term 'processing fee'.</p>	<p>Accepted and recommended for issuing Corrigendum for Sl.No.9 of Payment terms at Page No.6 of 21 and Annexure – C at Page No.15 of 21.</p> <p>Payment Terms:</p> <ul style="list-style-type: none"> • The Advisory fee payment during the entire contract period shall be made on monthly basis. The Advisory fee shall be subject to maximum of Rs.3.0 lakhs per month. GST shall be paid extra as applicable. • TDS will be deducted at applicable rates <p style="text-align: center;">INSTEAD OF</p> <p>Payment Terms:</p> <ul style="list-style-type: none"> • Advisory fee payment during the entire contract period shall be made on monthly basis. The processing fee shall be subject to maximum of Rs.3.0 lakhs per month. GST shall be paid extra • TDS will be deducted at applicable rates
16	<p>1. Could you please share total financial Assets value? Approximate value would also be fine.</p>		<p>Clarified and refer Annexure-A under Project Overview at Pg. 12 of 21 of tender document</p>

Sl. No.	Clause Details	Queries	Tender Committee Response
	2. What is current state of these assets? In the sense, are they held in any form such as Equities, Funds, Bonds and Deposits.		Refer Annual Accounts, Schedule-5 of IIT Madras website in https://www.iitm.ac.in/annual-accounts
	3. Objective of your investment		
	4. Holding Period and Cash flow requirements, if any		
	5. What sort of Execution Platform preferred? Any existing execution platform utilized		
17.	<p>Even though it is disallowed regulatorily for any advisor to distribute products to their clients, there is a clear preference for a “product manufacturer”. In fact while many Central/State PSU tenders specifically have disallowed such participants from even participating in the process to avoid any conflicts of interests, the tender process at IIT-M is tending to clearly lean towards such entity.</p> <p>Even though the fund has no investment policy to invest in assets such as cryptos or real estate, giving preference to entities who have experience in these unrelated areas seems force-fit and does not instil confidence amongst serious industry participants who have worked hard over decades to build their credibility as advisors.</p> <p>Keeping half of the technical evaluation criteria subject to a “presentation” whereas the industry has over the decades clearly laid out quantifiable criteria in hundreds of tenders (starting from Navratna companies to State Entities) to avoid subjectivity and preferential treatment to the one participant who seems to be preferred one at the current juncture by the institute.</p>		<p>Clarified at Sl.No.11 above. Hence, conflict of interest does not arise.</p> <p>TENDER CONDITION PREVAILS</p>
18.	<p>We have tried to explain our concerns in greater detail below for your perusal and we sincerely request you to kindly reconsider these parameters and the process and rely only on relevant objective and quantifiable parameters for the selection process.</p> <p>In the parameters for technical bid evaluation, a Technical presentation is required to be submitted which has a weightage of 35 marks out of a total of 70 marks. Such a Technical presentation introduces significant subjectivity in the evaluation process rather than relying on objective and quantifiable numbers and allows for a disproportionately large bearing on the total technical score of the bidder. It is not a standard industry practice and can create issues from a governance perspective as it will be difficult to ascertain the basis of scoring in any posterior audit of the selection process and hence, leaves room for favouritism which we are sure that the Institute would not encourage. Strange as it may sound and incorrect as it may be from a regulatory standpoint, the criteria on which such a Technical presentation will be evaluated include criteria such as whether or not they have a strong business within their group as manufacturers of financial products and experience in handling alternate assets such as real estate, cryptocurrency etc.</p>		<p>35 marks remains unchanged for Technical Presentation at Sl.No. 22 under Page No. 8 of 21.</p> <p>Refer at Sl.No. 13 above issued as Corrigendum.</p>

Sl. No.	Clause Details	Queries	Tender Committee Response
19.	<p>a. We would request the Institute to reconsider and remove this parameter specially when sufficient quantitative parameters exist to evaluate the capability of an Investment Advisor. While the Institute is well within its rights to ask all the bidders to make a presentations, but the widely accepted practice in the industry is to evaluate the bidders on following parameters</p> <ul style="list-style-type: none"> i. Assets under Advice (Included but with meagre weight) ii. No. of Investment Advisory Clients of the bidder (Included) iii. No. of Years of Experience (Included) iv. No. of members in the team with required qualifications (Not Included) <p>No. of clients which belong to similar class (e.g. Public Sector/ Autonomous Bodies/ Educational Institutions) (Not Included)</p>		TENDER CONDITION PREVAILS
20.		<p>Further, criteria such as “whether the bidder has a strong business within their group as manufacturers of financial products” is completely against the interest of the Institute. An Investment Advisor has a fiduciary responsibility towards its clients and therefore, it is important that nothing must compromise the fiduciary responsibility of the Investment Advisor. It may also be noted that the capability within the group for manufacturing a financial product has absolutely no bearing on the bidder’s capability as an Investment Advisor. Considering that as per Point 11 of the terms and conditions of the tender, “... <i>the selected Advisor (including its affiliate) will not perform any other role, such as a broker, etc.</i>”, the Institute will anyways not have any other relationship with the bidder including investing in products manufactured by the group entity of the selected Investment Advisor. Having the said parameter will be against the prescribed SEBI norms and against the interest of the Institute as the advisor will have a clear and indisputable financial incentive to recommend such products over the interest of their client.</p>	Refer Sl.No.11 above issued as Corrigendum
21.		<p>Similarly, the parameter where the bidder’s experience in handling alternative assets such as real estate and cryptocurrency etc. is not in line with the objectives of an Endowment Fund. As the Institute is not looking to deploy its funds in such extremely volatile, illiquid and risky assets for which the regulatory acceptance is still under question, this parameter will not have any relevance to the effectiveness of the Advisor’s capabilities in context of current requirements and these all are artificial entry barriers to any serious bidder.</p>	Refer Sl.No.13 above issued as Corrigendum

Sl. No.	Clause Details	Queries	Tender Committee Response
22.		<p>In reference to the documents to be submitted in support of the Technical criteria as mentioned at Point 7 in Annexure B, the requirement states that “(a copy of the order is required to be furnished of the clients duly on their letterheads)”. We wish to request the Institute to instead require the bidder to submit the Investment Advisory Agreements which are in line with SEBI Guidelines. We wish to bring to your attention that as per SEBI Guidelines (attached for your reference), it is mandatory for the Advisor to enter into an Agreement with their clients to provide the Investment Advisory services. It is illegal to provide Investment Advisory Services before executing such as Agreement. Hence, only such an Agreement must be acceptable as valid proof that the bidder is providing Investment Advisory services. The Institute may also open itself to serious scrutiny from regulators/authorities if it relies on any other document as proof for this.</p>	<p>Accepted and recommended for issuing Corrigendum for Annexure-B – Proforma for Technical Bid in Sl.No. 7 at Page No. 14 of 21.</p> <p>The Bidder should have experience in investment of funds or advising on investment of Funds of Higher Educational Institutions/PSU’s/Govt. Bodies or Pension / Provident Funds of Large Private Companies which have annual revenue of Rs.5,000 crores or more during last three years i.e. 2020, 2021 and 2022 (Copy of the order/agreement duly removing the confidential content should be furnished by the bidder)</p> <p style="text-align: center;">INSTEAD OF</p> <p>The Bidder should have experience in investment of funds or advising on investment of Funds of Higher Educational Institutions/PSU’s/Govt. Bodies or Pension / Provident Funds of Large Private Companies which have annual revenue of Rs.5,000 crores or more during last three years i.e. 2020, 2021 and 2022 (Copy of the order should be furnished of the clients duly on their letterheads)</p>
23.		<p>1. In reference to Parameter 2 in the Technical Evaluation criteria, where the “<i>Experience of the bidder in handling Provident Funds/Fixed Income Portfolio of Higher Education Institutions/PSUs/Govt. Bodies or Pension/Provident Funds of Large Private Companies which have annual revenue of INR 5,000 Cr or more during the last three years</i>” as a parameter, it is pertinent to note that most Higher Education Institutes and many Government Bodies Authority may not have revenue of INR 5000 Cr despite having a significant corpus of funds to be managed. We understand the Institute’s stand that it wishes to evaluate the bidder on their experience in handling large funds and hence, we humbly suggest that the Institute may consider looking at the corpus size of the fund rather than the revenue of the organisation/body.</p> <p>Further, we understand that the meaning of the term “<i>handling</i>” here is that the bidder should have provided Investment Advisory Services to such organisations/bodies. Kindly clarify in case any other service provided by the bidder which does not involve Investment Advisory Service is also to be considered for this parameter.</p>	<p>Clarified at Sl.No. 2 above. TENDER CONDITION PREVAILS.</p> <p>Clarified that only services relevant to this tender will be considered.</p>

Sl. No.	Clause Details	Queries	Tender Committee Response
24.		<p>Referring to Point 9 of the Scope of Work provided in Annexure A on Page 12 of the document, the requirement laid out is for the Advisor to also offer a mandate-based Discretionary PMS option and in the event that IITM chooses not to use that option, an accelerated execution support or Non-Discretionary PMS option. We understand from the clarification provided during the pre-bid call that the Institute is seeking only the Investment Advisory Service and it is just evaluating if the bidder also has the capability to provide Discretionary PMS and Non-Discretionary PMS. In case the Institute does require a Discretionary or Non-Discretionary PM Service, our request is that it should conduct a separate process as the nature of a PM Service is completely distinct from that of an Investment Advisory Service. In fact, the Regulatory requirements including the license from SEBI are also completely different and hence, the appointed Investment Advisor will not have the same expertise in providing a PMS offering. We request the Institute to kindly clarify this in writing.</p>	TENDER CONDITION PREVAILS
25.		<p>Lastly, some operational clarifications. Clause 7 of the Terms and Conditions requires the bidder to submit a bid in INR only. Whereas, the Proforma for the financial bid requires the bidder to enter the quote as a percentage (per annum) of the market value of the funds available under advice. The Institute is requested to kindly clarify if the financial bid is to be submitted in INR only or as a percentage of the market value of funds available under advice.</p>	Refer Sl.No.6 above issued as Corrigendum

26	<p>Page no. / Point no. 4 / 1, Terms and Conditions of the bid</p> <p>v. The successful bidder shall submit a Performance Guarantee of 3% of the purchase order value by way of DD/Bank Guarantee/FDR/ Insurance surety bonds in favour of “The Registrar, IIT Madras” to be obtained from any commercial bank, within 15 (Fifteen) days from the date of issue of order by IIT Madras, which would be released 60 days after the successful completion of the warranty period after the adjustment dues if any without interest.</p>	<p>Please define the term ‘Performance’ or the circumstance which will trigger charging of this PBG.</p>	<p>It is clarified that the performance matrix will be decided at the time of signing of agreement. Among other things, it will include the MIS frequency, responsiveness, quality of review etc.</p> <p>Accepted and recommended for issuing Corrigendum for Sl.No. 1 under EMD clause, Point No. v at Page No.4 of 21.</p> <p>v. As per Rule 170 of GFR 2017, exemption of EMD will be given subject to submission of undertaking by the firm seeking such exemption. Copies of relevant orders/ documents regarding such exemption should be submitted along with the tender document.</p> <p>The successful bidder shall submit a Performance Guarantee of 3% of the order value by way of DD/Bank Guarantee/ FDR/ Insurance surety bonds in favour of “The Registrar, IIT Madras” to be obtained from any commercial bank, within 15 (Fifteen) days from the date of issue of order by IIT Madras, which would be released 60 days after the successful completion of the contract period after the adjustment dues if any without interest.</p> <p>In case of successful bidder, the EMD will be adjusted towards the Performance Guarantee on request.</p> <p style="text-align: center;">INSTEAD OF</p> <p>v. As per Rule 170 of GFR 2017, exemption of EMD will be given subject to submission of undertaking by the firm seeking such exemption. Copies of relevant orders/ documents regarding such exemption should be submitted along with the tender document.</p> <p>The successful bidder shall submit a Performance Guarantee of 3% of the purchase order value by way of DD/Bank Guarantee/FDR/ Insurance surety bonds in favour of “The Registrar, IIT Madras” to be obtained</p>
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Sl. No.	Clause Details	Queries	Tender Committee Response
			<p>from any commercial bank, within 15 (Fifteen) days from the date of issue of order by IIT Madras, which would be released 60 days after the successful completion of the warranty period after the adjustment dues if any without interest.</p> <p>In case of successful bidder, the EMD will be adjusted towards the Performance Guarantee on request.</p>

Sl.No.	Clause Details	Queries	Tender Committee Response
27.	<p>Page no. / Point no. 8/22.3, Evaluation of bids:</p> <p>3) The average Annual Revenue of the Firm in the last 3 financial years (2019-20, 2020-21 and 2021-22) only from advisory business</p>	<p>The financial years mentioned in this point are 2019-20, 2020-21 and 2021-22. However the financial years mentioned in the Annexure – G on page no. 19 mention the financial years as 2020-21, 2021-22 and 2022-23. Please note that the financials for 2022-23 have not been audited yet and request you to consider the financial years as 2019-20, 2020-21 and 2021-22.</p>	TENDER CONDITION PREVAILS
28.	<p>Page no. / Point no.14/7, Technical Criteria No. of Higher Educational Institutions/PSU's/Govt Bodies or Pension / Provident Funds of Large Private Companies which have annual revenue of Rs.5,000 crores or more where similar services were provided in the last 3 years (2020,2021 and 2022) as per format given in Annexure-H. (Client references along with e- mail ID and contact number and the copy of the appointment letter)</p>	<p>Confidentiality clauses in the client agreement and SEBI regulation prohibit is from sharing copies of client appointment letters. We will be able to provide emails / letters from clients post obtaining their approval to share their names and contact details. Please amend this point accordingly.</p>	Refer Sl.No.22 above issued as Corrigendum

29.	<p>The tender document released by IIT Madras has laid down certain terms and conditions on page number 4. While the institute is at liberty to structure points 1 to 10, language or wordings thereof of points 11-18 may stand in contravention to prescribed SEBI Guidelines/norms. We request that the institute adds a caveat that "On a successful bid, the advisory agreement shall be signed as per the prescribed SEBI format."</p>	<p>Accepted and recommended for issuing Corrigendum for Sl.No. 25 at Page No. 9 of 21 under "Execution of Contract and Security Deposit"</p> <p>Execution of Contract and Security Deposit</p> <ul style="list-style-type: none"> • The successful bidder shall execute advisory agreement duly signed as per the prescribed SEBI format • Declaration of Non-Black listing to be executed & attested by Public Notary / Executive Magistrate on Rs.100/- stamp paper by successful bidder as per Annexure – I • The Security deposit will be liable to be forfeited or appropriated in the event of unsatisfactory performance of the contract and loss or damage, if any, sustained by the Institute on account of failure or negligence on the part of employees of contractor. <p style="text-align: center;">INSTEAD OF</p> <p>Execution of Contract and Security Deposit</p> <ul style="list-style-type: none"> • A formal contract shall be entered into with successful service provider • Declaration of Non-Black listing to be executed & attested by Public Notary / Executive Magistrate on Rs.100/- stamp paper by successful bidder as per Annexure – I • The Security deposit will be liable to be forfeited or appropriated in the event of unsatisfactory performance of the contract and loss or damage, if any, sustained by the Institute on account of failure or negligence on the part of employees of contractor.
30.	<p>Please refer page 12 – scope of work – point 9 says: The Advisor must offer both a mandate based Discretionary PMS option and in the event IITM chooses not to use that option, an accelerated execution support option or an Non-Discretionary PMS option that minimizes the time between an investment decision and its execution, while complying with the Institute’s checks and balances. We understand that the institute is fundamentally looking at an accelerated execution support to minimize the time between an investment decision and its execution, while complying with the Institute’s checks and balances. We request that the institute suitable changes the language of the above clause as an entity can either be an Investment Advisor or a PMS provider.</p>	TENDER CONDITION PREVAILS
31.	<p>The stamp paper for the affidavit that is required to be given by the Managing Directors should be in the name of the Company or the Managing Director?</p>	<p>It is clarified that affidavit that is required to be given in the name of the company which is applying</p>
32.	<p>The contents are to be printed on the stamp paper or is it okay if the stamp paper is attached to the declarations?</p>	<p>It is clarified that the contents are to be printed on the stamp paper.</p>

33.	We want to confirm our understanding that by virtue of being constituted via the IIT Act, IITM is exempt from any tax implications on the returns generated by the corpus	The income generated from the Corpus is exempted from tax
34.	The Project Overview in the scope specifies that the IIT-M will spend from the annual returns of the endowment corpus. Can you give us an idea on what the spending requirements have been or are projected to be going forward?	Refer Annual Accounts, Schedule-5 of IIT Madras website in https://www.iitm.ac.in/annual-accounts

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Assistant Registrar (S&P)