

Notification pertaining to Request for Proposal for appointment of an Agency for creation of EMV and NFC specifications and standards of NPCI

About NPCI

National Payments Corporation of India (NPCI) is a registered Company under Section 25 of the Companies Act, 1956 with its Registered Office in Mumbai, India. NPCI is promoted by 10 banks in India under the aegis of the Indian Banks' Association with majority shareholding by Public Sector Banks.

The 10 promoter banks are State Bank of India, Punjab National Bank, Canara Bank, Bank of Baroda, Bank of India, Union Bank of India, ICICI Bank Ltd, HDFC Bank Ltd, Citibank N.A., and HSBC. The vision, mission and objectives of NPCI are to operate for the benefit of all the Member Banks and the common man at large.

Objective of NPCI

CORE OBJECTIVE

Consolidate, integrate and standardize the multiple retail electronic & paper based payment systems in India into a uniform system which is secured, robust, scalable, user friendly and cost effective.

Overview

NPCI is providing various payment services like ATM sharing, value added services on ATM, Interbank Mobile Payment services, Aadhaar Based payments to its member Banks.

National Financial Switch (NFS) is an ATM sharing network which was taken over by NPCI from Institute of Development and Research in Banking Technology (IDBRT) from December, 2009. Currently there are more than 100 banks, which are part of this ATM Network.

Interbank Mobile Payment System (IMPS) offers an instant, 24X7, interbank electronic fund transfer service through mobile phones. IMPS facilitate customers to use mobile instruments as a channel for accessing their bank accounts and put high interbank fund transfers in a secured manner with immediate confirmation features. Objectives of IMPS are:

- To enable bank customers to use mobile instruments as a channel for accessing their banks accounts and remit funds
- Making payment simpler just with the mobile number of the beneficiary
- To sub-serve the goal of Reserve Bank of India (RBI) in electronification of retail payments
- To facilitate mobile payment systems already introduced in India with the Reserve Bank of India Mobile Payment Guidelines 2008 to be inter-operable across banks and mobile operators in a safe and secured manner

- To build the foundation for a full range of mobile based Banking services

Aadhaar Enabled Payment Services (AEPS) is a bank led model which allows online financial inclusion transaction at PoS (MicroATM) through the Business correspondent of a bank using the Aadhaar authentication. At present AEPS service can be availed by customers at their respective bank business correspondent outlets.

The four Aadhaar enabled basic types of banking transactions are as follows:-

- Balance Enquiry
- Cash Withdrawal
- Cash Deposit
- Aadhaar to Aadhaar Funds Transfer

RuPay is the Indian domestic card payment network being set up by National Payments Corporation of India (NPCI) at the behest of banks in India. This project has been conceived by NPCI and has the approval of Reserve Bank of India. The objectives of RuPay are:

1. Reduce overall transaction cost for the banks in India by introducing competition to international card schemes.
2. Develop products appropriate for the country particularly for financial inclusion.
3. Provide card payment service option to many banks that are currently not eligible for card issuance under the eligibility criteria of international card schemes.
4. Build environment whereby payment information of the country remains within the country
5. Shift Personal Consumption Expenditure (PCE) from cash to electronic payments in a growing economy with a population of 1.2 billion.
6. The cards will be accepted across all the channels namely:
 - Automated Teller Machine
 - Point Of Sale Terminal
 - E-Commerce
 - Interactive Voice Response
 - Mobile
 - Any other channel

Objective of this RFP

The objective of this RFP is to select and engage a Bidder to develop EMV based specifications for contactless, NFC and dual interface card based payment and non-payment products for NPCI and provide the concomitant documentation including defining the strategy, business case, technical description, product design, ecosystem standards etc. required for rolling out the products. The Bidder shall also provide product deployment and go live support to NPCI and its associate vendors/ members.

Cost of the RFP

The Bidder shall bear all costs associated with the preparation and submission of its bid including any travel cost and NPCI shall, in no case, be held responsible or liable for these costs, regardless of the conduct or outcome of the bidding process.

The eligible Bidders can procure the RFP document from NPCI's office at 13th Floor, South Side in R-Tech (Building 2), Pahadi, Goregaon (East), Mumbai - 400063, on any working day during office hours from 10:30 hrs to 18:30 hrs on or before 11.03.2013, on payment of non-refundable amount of Rs.28,090/- (INR Twenty Eight Thousand and Ninety only), payable in the form of Demand Draft/Pay order from any scheduled commercial bank in India favoring **"NATIONAL PAYMENTS CORPORATION OF INDIA"** payable at Mumbai. This RFP document is non-transferable and cost of RFP document is non-refundable.

Due Diligence

The Bidders are expected to examine all instructions, terms and specifications stated in this RFP. The Bid shall be deemed to have been submitted after careful study and examination of this RFP document. The Bid should be precise, complete and in the prescribed format as per the requirement of this RFP document. Failure to furnish all information or submission of a bid not responsive to this RFP will be at the Bidders' risk and may result in rejection of the bid. Also the grounds for rejection of Bid should not be questioned after the final declaration of the successful Bidder.

The Bidder is requested to carefully examine the RFP documents and the terms and conditions specified therein, and if there appears to be any ambiguity, contradictions, inconsistency, gap and/or discrepancy in the RFP document, Bidder should seek necessary clarifications by e-mail mentioned in Section-1.

Ownership of this RFP

The content of this RFP is a copy right material of National Payments Corporation of India. No part or material of this RFP document should be published on paper or electronic media without prior written permission from NPCI. NPCI has full rights to accept/reject/modify the contents of the RFP or RFP itself without giving any reason to the bidders.

Eligibility Criteria

Pre-requisite

The Bidder should possess the requisite experience, resources and capabilities in providing the services necessary to meet the requirements, as described in this RFP document. The Bidder should also possess the technical know-how and the financial wherewithal that would be required to complete the scope of work. The bid must be complete in all respects and should cover the entire scope of work as stipulated in this document. Bidders not meeting the Eligibility Criteria will not be considered for further evaluation.

Definition of 'Bidder'

For purpose of this RFP, the term 'Bidder' stands for a single vendor or consortium of vendors and their predefined contractors. The term Lead Bidder will mean for the Bidder who frontends this entire bid on behalf of the consortium.

In case of a consortium of vendors, the following conditions must be met,

- The consortium must have a lead Bidder. All the commercial eligibility requirements as stated in this RFP need to be mandatorily satisfied by the lead Bidder on a standalone basis.
- The consortium may consist of a maximum of Four(4) members including the lead Bidder
- Throughout this document bidder shall mean consortium unless otherwise explicitly specified
- The Bidder must have experience in development of EMV and NFC based payment application specifications & standards
- An organization cannot be part of multiple consortiums

Lead Bidder MUST NOT be in the line of business of manufacturing of EMV/NFC acceptance devices like POS terminals/ Readers/ mobiles, ATMs etc. OR issuance devices like Cards, secure elements (as identified in this RFP) etc.

Eligibility Criteria

The invitation to Bid is open to all Bidders who qualify the Eligibility Criteria as given below:

1. The Lead Bidder must be into existence for minimum of Five (5) years and should also have presence in India.

2. The Lead Bidder should have minimum annual turnover of Rs. Seventy Five (75) Crore or equivalent (including global business turnover of the Bidder and / or its Group Companies in the financial services segment) for each of the last 3 financial years i.e. 2009-10, 2010-11, 2011-12. (Or Calendar year 2009, 2010, 2011 or the Bidder's financial years).
3. The Lead Bidder should be a profit (profit after tax) making company, including global business profits of the Bidder and / or its Group Companies in the financial services segment, in the last two financial years out of the Three (3) year's mentioned above.
4. The Bidder must have experience of minimum of two (2) projects in defining strategy AND in developing contact/ dual interface and contactless/ NFC based specifications & standards based on EMV for any of the payment card schemes/ networks (domestic/ international) in India or abroad.
5. Out of the two projects, the Bidder must have at least **one live implementation on basis of the EMV based contact/ Dual interface** payment specifications & standards developed by them for any card payment schemes/ network (domestic/ international).
6. The Bidder must have at least **one live implementation on the basis of EMV based Contactless/NFC specifications & standards** developed by them for any card payment schemes/ network (domestic/ international).
7. The consortium must have at least 3 experts each in EMV and NFC technologies in technical specification writing with a minimum of 5 years of experience.
8. The Bidder should not be currently blacklisted by any bank / institution in India or abroad.

SCOPE OF WORK

1.1 High level Scope of work

NPCI intends to roll out products, in a phased manner, based on the following categories

- EMV Contactless
- EMV Dual interface
- EMV based NFC

And at a minimum covering, but not limited to, the following product range

- Debit/credit/ charge cards
- Pre-paid purse /Low value payments
- Transit and ticketing
- Fuel Cards
- Toll
- Loyalty
- Couponing

The high level scope of work indicating the list of activities to be undertaken by the Bidder is given hereunder.

The whole project shall be divided into the following phases

- PHASE A- Development of strategy, business cases and definition of ecosystem architecture
- PHASE B- Product definition
- PHASE C- Development of Technical specifications & standards and other relevant documentation
 - PHASE C1- Development of Payment devices application specifications and standards
 - PHASE C2- Development of Other Products devices application specifications/ standards & other documents related to Payment product
- PHASE D- Product Deployment, Validation/ testing & Go Live support

The deliverables against each of the phase are as listed in the respective sections as illustrated in section 3.2 later in the RFP.

Bid Schedule and Address

Sr. No.	Description	Detailed Information
1	Name of Project	Request For Proposal for appointment of Agency for creation of EMV and NFC specifications and standards of NPCI
2	Tender Reference Number	NPCI:RFP:2012-13/0034 dated 23.02.2013
3	Date of Commencement of Sale of Bidding Documents (Next working date)	25.02.2013
4	Last date and time for issue of Bidding Documents	11.03.2013 - 06:30 P.M.
5	Last date and time of receiving vendor Pre-bid clarifications in writing	19.03.2013 - 06:30 P.M.
6	Date and Time of Pre-bid Meeting	26.03.2013 - 04:00 P.M.
7	Address for Pre-Bid Meeting	National Payments Corporation of India, 13th Floor, South Side in R-Tech (Building 2), Pahadi, Goregaon (East), Mumbai - 400063
8	Last date and time for Bid Submission	08.04.2013 - 03:00 P.M.
9	Address for Sale of Bidding Document and Place of Bid Submission	National Payments Corporation of India, 13th Floor, South Side in R-Tech (Building 2), Pahadi, Goregaon (East), Mumbai - 400063
10	a) Date and Time of Eligibility Bid Opening b) Date and Time of Technical Bid Opening c) Date and Time of Commercial Bid Opening	08.04.2013 - 03.30 P.M. <i>Will be intimated to eligibility qualify bidders.</i> <i>Will be intimated to Technical qualify bidders</i>
11	Place for Eligibility, Technical & Commercial Bid Opening	National Payments Corporation of India, 13th Floor, South Side in R-Tech (Building 2), Pahadi, Goregaon (East), Mumbai - 400063
12	Name and Address for communication	National Payments Corporation of India Head IT Procurement 13th Floor, South Side in R-Tech (Building 2), Pahadi, Goregaon (East), Mumbai - 400063
13	Bid Related Queries	Email: ashish.kar@npci.org.in Mobile:91 8108108671 Email: prashant.awale@npci.org.in Mobile:91 8108108650
14	Bid Cost	INR 28,090 (inclusive of service tax@12.36%)
15	EMD	Rs.25,00,000/-

Note: 1. Bids will be opened in the presence of the Bidders' representatives who choose to attend.

2. Date and Time of Technical & Commercial Bid Opening will be intimated later.

3. Bid Cost: DD shall be made in favor of "National Payments Corporation of India" of amount Rs.28,090/- (Non-Refundable) payable at Mumbai.

4. Since RFP permits consortium, any consortium member can buy the RFP on behalf of the consortium