

RFP FOR MEASUREMENT OF BANK'S FINANCED EMISSIONS AND FOR DRAFTING NET ZERO TRANSITION PLAN - Dt 20012024

PRE BID DATED 08.02.2024 - CONSOLIDATED QUERIES & RESPONSES

S NO	RFP Page Number	RFP Clause No.	Existing Clause	Query/Suggestions	Response
1	46	Appendix B Eligibility Criteria point 2	The associated entities (in case of JV) should be in existence for a minimum period of 3 years in India	In line with SBI's openness of supporting specialised climate-tech startups to participate in this RFP as associated entities in a JV, please consider reducing existence period of associated entities to 2 years	As per RFP terms
2	47	Appendix B Eligibility Criteria point 4	In case of JV, the Lead Bidder should have a minimum average annual Turnover of Rs 325 Crore and the Associated Entity in JV(Partner), should have a minimum average annual turnover of Rs 125 Crore during last three FYs. All the JV members should jointly meet the above criteria of meeting minimum average turnover of Rs 500 crore.	In line with SBI's openness of supporting specialised MSMEs and Startups to participate in this RFP as associated entities in a JV, please consider remove revenue requirements for associate partners in the Joint Venture	As per RFP terms
3	47	Appendix B Eligibility Criteria point 7	The bidder (All the members jointly, in case of JV) should have experience of providing consulting assignments related to Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis for Indian/International Banks is desirable	We suggest that eligibility criteria be extended to include experience in providing consulting assignments related to Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis for Indian/International non-banking BFSI also	No change in RFP terms
4	47	Appendix B Eligibility Criteria point 6	The bidder (All the members jointly, in case of JV) should have experience of Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy/ Green House Gas reduction strategy etc. using globally acceptable standards for Indian/International Banks is desirable.	Letters from clients/ copy of engagement letter/ contracts are required. We suggest that such letters/ contracts be made mandatory for every engagement claimed/ specified in the Technical Evaluation Criteria (Appendix C, Criteria 1)	As per RFP terms
5	47	Appendix B Eligibility Criteria point 6	The bidder (All the members jointly, in case of JV) should have experience of Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy/ Green House Gas reduction strategy etc. using globally acceptable standards for Indian/International Banks is desirable.	We suggest that the members of the JV should severally (instead of jointly) have the stated experience.	As per RFP terms

6	47	Appendix B Eligibility Criteria point 7	The bidder (All the members jointly, in case of JV) should have experience of providing consulting assignments related to Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis for Indian/International Banks is desirable.	Letters from clients/ copy of engagement letter/ contracts are required. We suggest that such letters/ contracts be made mandatory for every engagement claimed/ specified in the Technical Evaluation Criteria (Appendix C, Criteria 2)	As per RFP terms
7	47	Appendix B Eligibility Criteria point 7	The bidder (All the members jointly, in case of JV) should have experience of providing consulting assignments related to Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis for Indian/International Banks is desirable.	We suggest that the members of the JV should severally (instead of jointly) have the stated experience.	As per RFP terms
8	48	Appendix B	Eligibility Criteria	In keeping with our policy and commitments on client confidentiality, we cannot disclose our client list or provide specific examples of our client work. Please confirm if high level details of past engagements would suffice.	As per RFP terms. However, confidential information may be redacted. Documentaty evidence should match Bank's expectations/satisfaction.
9	48	Appendix B Eligibility Criteria point 9	Client references and contact details (email/ landline/ mobile) of customers for whom the Bidder/JV entities have executed similar projects in India/International. (Start and End Date of the Project to be mentioned) in the past (client references are required if any)	Please confirm that reference details have to be added for each of the projects mentioned by the bidder in the technical evaluation criteria (Appendix C)	Yes
10	48	Appendix B Eligibility Criteria point 9	Client references and contact details (email/ landline/ mobile) of customers for whom the Bidder/JV entities have executed similar projects in India/International. (Start and End Date of the Project to be mentioned) in the past (client references are required if any)	We suggest that the members of the JV should severally (instead of jointly) have the stated experience.	As per RFP terms

11	46/113	Appendix B: Bidder's Eligibility Criteria, point 11	Past/ present litigations, disputes, if any (Adverse litigations could result in disqualification, at the sole discretion of the Bank)	<p>Any professional services firm having long standing operations may have various ongoing litigations in the normal course of business including cases filed by the bidder against its vendors, employees, theft at office premises, cyber security attacks etc. in exercise of its legal rights and remedies available under the law.</p> <p>We would humbly request you to kindly consider deleting this requirement for seeking litigation details. However, we are fine in submitting a declaration stating that any of these pending litigation will not have any material impact on SBI Engagement.</p>	As per RFP terms
12	46/113	Appendix B - Clause 1	<p>A write up about the standing and past works done (not exceeding 2 pages). Certificate of Incorporation issued by Registrar of Companies and full address of the registered office along with Memorandum & Articles of Association/ Partnership Deed or Registration certificate/License from the concerned authority of India.</p> <p>A legal certificate to be provided in this regard in respect of bidder/each JV entity.</p>	It is written in the document that a writeup for standing or past work done is required. Please clarify if the Bank is expecting that the write up should be in line with the scope of work defined in the RFP or the past work done by the firm in general.	Writeup should match the Bank's expectation/satisfaction
13	47/113	Appendix B, 6 and 7	Letters from clients/ copy of engagement letter/ contracts.	While we have the relevant experience, many clients do not allow us to share copy of engagement letter/ contracts with other clients. Can we share engagement letters with the name of the client masked	Documentary evidence should match the Bank's expectation/satisfaction
14	47/113	Appendix B- Clause 6 & 7 "Documents to be submitted"	Letters from clients/ copy of engagement letter/ contracts.	For Letters from clients/ copy of engagement letter/ contracts. , can we also submit the credentials where the engagement letter is signed and the work is ongoing	As per RFP terms
15	48/113	Appendix B- Clause 9 "Documents to be submitted" & Appendix K	Client references and contact details (email/ landline/ mobile) of customers for whom the Bidder/JV entities have executed similar projects in India/International.	While sharing the client details as per the format given Appendix K, we would be able to share the client name, but to maintain the client confidentiality and privacy at our end we will not be able to share client contact information, and the value of work order. We will share the EL (with redacted client contact information and fee) for the proof of engagement. Kindly please consider this as an exception.	As per RFP terms. However, confidential information may be redacted. Documentaty evidence should match Bank's expectations/satisfaction.

16	51	Appendix C Technical Evaluation Criteria point 2	Consultancy services to reputed national/international financial institutions (NBFCs/VCs/Hedge Funds etc.) in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards	It is understood that projects undertaken by the bidder for banks will also qualify as a part of the evaluation for the said pointer (excluding the ones covered in pt 1) Please clarify.	As per RFP terms
17	51	Appendix C Technical Evaluation Criteria point 1, 2 and 3	xx marks for each such completed project	Request you to include Client reference letters for the documentary evidence or provide differential marking for the same. Climate finance is in a nascent stage and hence need for a more concrete evidence of output quality.	Documentary evidence should match the Bank's expectation/satisfaction
18	51	Technical Evaluation Criteria	Experience in designing/ drafting/ preparing of Climate Change Risk Management policy/Climate Finance policy for Indian/Global banks or other reputed national or international financial institutions (NBFCs/VCs/Hedge Funds etc.)	Please note that the term "policy" is broad and may not be understood in the same context worldwide. Our interpretation encompasses activities related to the risk appetite framework, underwriting policies/ frameworks, sector-level thresholds, and similar aspects. Kindly confirm if this aligns with your understanding.	As per RFP terms
19	51	Technical Evaluation Criteria	Experience in organizing global summits on Climate Change like UNFCCC-COP/World climate conference and involvement in development of climate related protocols such as IPCC/NGFS/PCF/TCFD/GHG Protocol/PCAF etc.,	It is understood that self-declaration by the bidder is deemed sufficient to demonstrate bidder's experience of organizing global summits on climate change. Please confirm.	Documentary evidence should match the Bank's expectation/satisfaction
20	51	Technical Evaluation criteria	Documents to be submitted by the bidder	Will either of client letter for confirmation of services or engagement letter with the client suffice as a documentation	As per RFP terms
21	51	Technical Evaluation criteria	Marking criteria	Marks are awarded for each completed project. Whether any score will be awarded for eligible ongoing projects?	Bank may consider the ongoing projects for scoring, given the overall track record/completion level of projects.
22	51	Technical Evaluation criteria	Experience in designing/ drafting/ preparing of Climate Change Risk Management policy/Climate Finance policy for Indian/Global banks or other reputed national or international financial institutions (NBFCs/VCs/Hedge Funds etc.)	Whether credentials for drafting sustainable finance framework, green or social finance framework or integrated framework for Banks and financial institutions be considered for awarding a score in this category?	Experience in Sustainable finance framework and Green finance framework and related policy documents, will also be considered

23	51	Technical Evaluation criteria	Experience in organizing global summits on Climate Change like UNFCCC-COP/World climate conference and involvement in development of climate related protocols such as IPCC/NGFS/PCF/TCFD/GHG Protocol/PCAF etc.	How many such summits are required to get full marks and what evidences are required for the same viz., press release?	Experience in organizing atleast One global summit
24	51	Technical Evaluation criteria	Experience in organizing global summits on Climate Change like UNFCCC-COP/World climate conference and involvement in development of climate related protocols such as IPCC/NGFS/PCF/TCFD/GHG Protocol/PCAF etc.	We suggest not only global but domestic summits are also relevant in this context since these summits help bring out India specific nuances, challenges that Indian corporates are facing, and the policy & regulatory interventions that are more suitable to meet India's net zero commitments.	No change in RFP terms
25	51	Technical Evaluation criteria	Parameters for evaluation	Whether a single credential encompassing multiple areas be considered for multiple evaluation criteria stated under the technical evaluation parameters (i.e., 1 to 3).	As per RFP terms
26	51	Appendix-C: Technical Evaluation Criteria Clause no.1	Consultancy services to reputed National/ International Banks in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards.	Kindly clarify if the projects by parent company will qualify	As per RFP terms
27	51	Appendix-C: Technical Evaluation Criteria Clause no.3	Experience in designing/ drafting/ preparing of Climate Change Risk Management policy/Climate Finance policy for Indian/Global banks or other reputed national or international financial institutions (NBFCs/VCs/Hedge Funds etc.)	Request you to consider support provided for designing/ drafting/ preparing/reviewing of sustainable finance policy frameworks since they also encompass climate change related aspects.	Experience in Sustainable finance framework and Green finance framework and related policy documents, will also be considered
28	51	Appendix-C: Technical Evaluation Criteria Clause no.5	Experience in organizing global summits on Climate Change like UNFCCC-COP/World climate conference and involvement in development of climate related protocols such as IPCC/NGFS/PCF/TCFD/GHG Protocol/PCAF etc.,	Request you to consider conferences and conclaves organized at the national level as well.	No change in RFP terms

29	53	Appendix C	Master's degree in Environmental management/Environmental Sciences/Climate Change/Climate Finance/Disaster Management/Natural Resource Management/Statistics or equivalent from a recognized university with first class.	We suggest that you specifically confirm that qualifications beyond a Master's Degree (specifically PhD) be considered under this requirement.	As per RFP terms
30	53	Appendix C	Bachelor's degree in Environmental management/Environmental Sciences/Climate Change/Climate Finance/Disaster Management/Natural Resource Management/Statistics or equivalent from a recognized university with first class.	Please confirm that the educational requirement for a Bachelor's degree includes consideration for qualifications beyond the Bachelor's level. For example, if someone has a masters in environmental sciences instead of a bachelor in environmental sciences	As per RFP terms
31	53	Appendix-C: Technical Evaluation Criteria Clause no.6	Professional Certificate Certificate in Sustainability and Climate Risk by GARP	Request you to consider 'ISO 14064 Lead GHG Accounting Verifier' certificate since the scope includes emission accounting activity	No change in RFP terms
32	53	Appendix-C: Technical Evaluation Criteria Clause no.6	Professional Certificate Certificate in Sustainability and Climate Risk by GARP	Request you to consider sustainability and climate risk related certifications from GRI and TCFD also	No change in RFP terms
33	55	Appendix C	Methodologies of calculating score based on educational qualification and work experience	What would be the score awarded for professionals with masters in non-environmental background (e.g. engineering, commerce, finance,economics) but with certification and experience in sustainability and climate risk?	As per RFP terms
34	57	Appendix C Techno-Commercial Evaluation	Technical Proposal 65% Commercial/ Price Proposal 35% Total 100%	Requesting to make it a 80:20 proposal. Given the nascency of the topic, it is important to focus on quality of the output.	No change in RFP terms
35	50/113	Appendix C	The Key Personnel shall be included in the proposed team of Professional Personnel. Other competent and experienced Professional Personnel in the relevant areas of expertise must be added as required for successful completion of this Consultancy.	Please clarify if there is any upper limit on the number of key personnel to be involved ?	As per RFP terms
36	50/113	Appendix-C	CV's of key Personnel	Is there a specific format for submitting CVs for the key personnel?	CV can be submitted in any standard format with relevant experience and expertise.

37	51/113	Annexure C	Technical evaluation criteria	We are a global network of firm under PwC where we work together with network firms from different geographies. Can credentials from different network firms be also leveraged for fulfilling the evaluation criteria and scoring	As per RFP terms
38	51/113	Appendix-C	Consultancy services to reputed National/ International Banks in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards.	As we operate as a network of firms globally, please let us know if we can use resources / credentials of network firms in other geographies for fulfilling the evaluation criteria and scoring.	As per RFP terms
39	51/113	Appendix-C	Consultancy services to reputed National/ International Banks in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards.	As we operate as a network of firms in India, please confirm if we can use resources and credentials of the subsidiaries and parent entities in India for fulfilling the evaluation criteria and scoring	As per RFP terms
40	51/113	Appendix-C	Consultancy services to reputed National/ International Banks in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards.	We request, if SBI can also consider consultancy services provided to other non-BFSI companies (like companies of other sectors) as part of the parameter for fulfilling the evaluation criteria and scoring	No change in RFP terms

41	51/113	Appendix-C	Consultancy services to reputed National/ International Banks in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards.	Request if assurance services of sustainability reports can be considered as credentials for sustainability reporting for the purpose of evaluation and scoring?	No change in RFP terms
42	51/113	Appendix-C	Consultancy services to reputed National/ International Banks in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards.	Will services provided to Banks as separate engagements (reporting, climate risk assessment etc.) be considered separately for evaluation and scored individually?	As per RFP terms
43	51/113	Appendix-C	Consultancy services to reputed National/ International Banks in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards.	Will services provided to Banks on Business Responsibility and Sustainability Reporting (BRSR) be considered under sustainability reporting for evaluation and scoring?	As per RFP terms
44	51/113	Appendix-C	Consultancy services to reputed National/ International Banks in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards.	Will an inter-firm agreement (between India firm and another network firm) be considered as a proof of work carried out for an International Bank and considered for evaluation and scoring	As per RFP terms

45	51/113	Appendix-C	Consultancy services to reputed national/international financial institutions (NBFCs/VCs/Hedge Funds etc.) in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards	We request, if SBI can also consider consultancy services provided to non-BFSI companies (like companies of other sectors) as part of the parameter for fulfilling the evaluation criteria and scoring	No change in RFP terms
46	51/113	Appendix-C	Consultancy services to reputed national/international financial institutions (NBFCs/VCs/Hedge Funds etc.) in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards	As we operate as a network of firms globally, please let us know if we can use resources / credentials of network firms in other geographies for fulfilling the evaluation criteria and scoring.	As per RFP terms
47	51/113	Appendix-C	Consultancy services to reputed national/international financial institutions (NBFCs/VCs/Hedge Funds etc.) in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards	As we operate as a network of firms in India, please confirm if we can use resources and credentials of the subsidiaries and parent entities in India for fulfilling the evaluation criteria and scoring	As per RFP terms

48	51/113	Appendix-C	Consultancy services to reputed national/international financial institutions (NBFCs/VCs/Hedge Funds etc.) in the area of Identification, Assessment and Management of Climate related Physical/Transition risks and Climate Risk Stress Testing/Scenario Analysis/ Measurement of Financed emissions of Banks/Sustainability Reporting/ Net zero strategy/Sectoral decarbonization strategy etc. using globally acceptable standards	Does VCs also include Private Equity in this case? Requesting clarification	Yes
49	51/113	Appendix-C	Experience in designing/ drafting/ preparing of Climate Change Risk Management policy/Climate Finance policy for Indian/Global banks or other reputed national or international financial institutions (NBFCs/VCs/Hedge Funds etc.)	We request, if SBI can also consider consultancy services provided to non-BFSI companies (like companies of other sectors) as part of the parameter for fulfilling the evaluation criteria and scoring	No change in RFP terms
50	51/113	Appendix-C	Experience in designing/ drafting/ preparing of Climate Change Risk Management policy/Climate Finance policy for Indian/Global banks or other reputed national or international financial institutions (NBFCs/VCs/Hedge Funds etc.)	As we operate as a network of firms globally, please let us know if we can use resources / credentials of network firms in other geographies for fulfilling the evaluation criteria and scoring.	As per RFP terms
51	51/113	Appendix-C	Experience in designing/ drafting/ preparing of Climate Change Risk Management policy/Climate Finance policy for Indian/Global banks or other reputed national or international financial institutions (NBFCs/VCs/Hedge Funds etc.)	As we operate as a network of firms in India, please confirm if we can use resources and credentials of the subsidiaries and parent entities in India for fulfilling the evaluation criteria and scoring	As per RFP terms
52	51/113	Appendix-C	Experience in designing/ drafting/ preparing of Climate Change Risk Management policy/Climate Finance policy for Indian/Global banks or other reputed national or international financial institutions (NBFCs/VCs/Hedge Funds etc.)	Will the experience of drafting ESG Policy for Indian/Global banks or other reputed national or international financial institutions (NBFCs/VCs/Hedge Funds etc.) be considered for evaluation?	As per RFP terms
53	51/113	Appendix - C Technical evaluation criteria	Experience in organizing global summits on Climate Change like UNFCCC-COP/World climate conference and involvement in development of climate related protocols such as IPCC/NGFS/PCF/TCFD/GHG Protocol/PCAF etc.,	As we operate as a network of firms globally, please let us know if we can use resources / credentials of network firms in other geographies for fulfilling the evaluation criteria and scoring.	As per RFP terms

54	51/113	Appendix - C Technical evaluation criteria	Experience in organizing global summits on Climate Change like UNFCCC-COP/World climate conference and involvement in development of climate related protocols such as IPCC/NGFS/PCF/TCFD/GHG Protocol/PCAF etc.,	As we operate as a network of firms in India, please confirm if we can use resources and credentials of the subsidiaries and parent entities in India for fulfilling the evaluation criteria and scoring	As per RFP terms
55	51/113	Parameter for Evaluation (Sl. No) -5	Experience in organizing global summits on Climate Change like UNFCCC-COP/World climate conference and involvement in development of climate related protocols such as IPCC/NGFS/PCF/TCFD/GHG Protocol/PCAF etc.,	Requesting to clarify if being member of technical group/advisory group (in individual or organization capacity) for similar initiatives/protocols can be considered for evaluation and scoring purposes?	As per RFP terms
56	51/113	Parameter for Evaluation (Sl. No) -5	Experience in organizing global summits on Climate Change like UNFCCC-COP/World climate conference and involvement in development of climate related protocols such as IPCC/NGFS/PCF/TCFD/GHG Protocol/PCAF etc.,	As we operate as a network of firms globally, requesting to consider involvement in development of climate related protocols such as IPCC/NGFS/PCF/TCFD/GHG Protocol/PCAF etc., by representatives of member firms for evaluation and scoring purposes	As per RFP terms
57	51/113	Parameter for Evaluation (Sl. No) -5	Experience in organizing global summits on Climate Change like UNFCCC-COP/World climate conference and involvement in development of climate related protocols such as IPCC/NGFS/PCF/TCFD/GHG Protocol/PCAF etc.,	Will organizing similar events, conferences for Indian associations (ex- IBA, FICCI, CII etc.) be also considered for evaluation and scoring purposes?	No change in RFP terms
58	51/113	Parameter for Evaluation (Sl. No) -1,2, and 3	Marking criteria- marks for each such completed project	As this space is an emerging area, we will request if ongoing projects can also be considered for the evaluation	Bank may consider the ongoing projects for scoring, given the overall track record/completion level of projects.
59	51/113	Parameter for Evaluation (Sl. No) -1,2, and 3	Marking criteria- marks for each such completed project	The RFP is about working on the portfolio which will have companies from multiple sectors. Our request is other than financial institutions, it will also be important to consider the experience in other sectors such as Oil and Gas, Chemicals, Pharma, etc. We will request if climate risk related projects from other sectors can also be considered for evaluation and scoring purposes	As per RFP terms
60	51-55	Appendix C (Technical Evaluation Criteria)	Table containing parameters for evaluation, marking criteria, and maximum marks for award	We suggest that evidentiary documentation be made mandatory for each of the parameters of evaluation.	As per RFP terms
61	52 - 54	Appendix C	Certificate in Sustainability and Climate Risk by GARP	Since these the scope of RFP does not include climate risk, we suggest allowing flexibility for other ESG certifications and higher education degrees like PhD and masters in sustainability / environment	As per RFP terms

62	53/54/55	Appendix C	Scoring criteria for key personnel/staff	It is mentioned in the RFP that one requires a Certificate in Sustainability and Climate Risk by GARP along with a Master's qualification in Climate related areas, to score 5 in the education criteria for roles like Team Leader or Climate Risk Expert. We request bank if this requirement can be diluted, if the person has either of the two qualifications and be allotted a total of 5 score.	No change in RFP terms
63	60	Scope of Work, Deliverables and Payment Schedule Point A.3.	Dashboard to be compatible with Bank's in-house architecture.	Please provide details of bank's in-house architecture that the dashboard will need to work with. Does SBI need an on-premises custom built dashboard or is a private cloud hosted dashboard that integrates with SBI's on-prem systems sufficient?	As per Bank's IS/IT policy
64	60	Appendix E	Measurement of Financed Emissions of the Bank at Borrower/Account/Issuer/Obligor level, aMeasurement of Financed Emissions of the Bank at Borrower/Account/Issuer/Obligor level, as per GHG protocol & globally acceptable standards.	Could you please clarify whether the bank is seeking the service provider to specifically devise a methodology for calculating financed emissions and assess emissions for a sample of high climate risk sectors, or if the expectation is for the service provider to calculate financed emissions for the entire portfolio of the Bank?	As per RFP terms
65	60	Appendix E	Measurement of Financed Emissions of the Bank at Borrower/Account/Issuer/Obligor level, aMeasurement of Financed Emissions of the Bank at Borrower/Account/Issuer/Obligor level, as per GHG protocol & globally acceptable standards.	Should the service provider also propose a data and technology provider as part of its framework development for capturing borrower level Scope 1 and 2 emissions data. If the answer to above is yes, can there be more than 2 bidders in the JV consortium. Currently the JV consortium specifically limits the bidders to 2.	As per RFP terms
66	60	Appendix E	Measurement of Financed Emissions of the Bank at Borrower/Account/Issuer/Obligor level, aMeasurement of Financed Emissions of the Bank at Borrower/Account/Issuer/Obligor level, as per GHG protocol & globally acceptable standards.	Please provide the number of sectors, sub-sectors and borrowers the bank has exposure to in its lending portfolio and also clarify if Bank uses any external sector classification like GICS, SIC, NAICS.	Classification Code is as per RBI guidelines.
67	60	Appendix E	Develop Data Governance framework enabling audit/verifiability of data. External data providers should be reputed / experienced and acceptable to the Bank.	1. Does the bank have preferences for external data providers for validating emissions data? Has the Bank internally identified any such data providers. 2. Kindly Mention the Bank's existing data security and privacy requirements for external data providers?	1. No. 2. As per Bank's Data Privacy and Data Governance policies

68	60	Appendix-E: Scope of Work, Deliverables and Payment Schedule Clause no.1	A. Measurement of Financed Emissions 1. Measurement of Financed Emissions of the Bank at Borrower/Account/Issuer/Obligor level, as per GHG protocol & globally acceptable standards.	Kindly clarify if the retail part of lending portfolio such as personal loans, education loans, etc. are also included in the scope.	As per RFP terms
69	60	Appendix-E: Scope of Work, Deliverables and Payment Schedule Clause no.3	A. Measurement of Financed Emissions 3. Dashboard/Portal for tracking financed emissions by periodical updation (Half yearly). Dashboard to be compatible with Bank's in-house architecture.	Kindly clarify whether the dashboard/portal would only track Bank's financed emissions or would also track its scope 1, scope 2 and scope 3 (category 1-14 emissions) along with financed emissions	As per RFP terms
70	60	Appendix-E: Scope of Work, Deliverables and Payment Schedule Clause no.3	A. Measurement of Financed Emissions 3. Dashboard/Portal for tracking financed emissions by periodical updation (Half yearly). Dashboard to be compatible with Bank's in-house architecture.	Kindly clarify if the dashboard needs to be a web-based dashboard.	Yes
71	60	Appendix-E: Scope of Work, Deliverables and Payment Schedule Clause no.3	A. Measurement of Financed Emissions 3. Dashboard/Portal for tracking financed emissions by periodical updation (Half yearly). Dashboard to be compatible with Bank's in-house architecture.	Kindly clarify if the consultant needs to bear the cost of licensing related requirements for dashboard.	As per RFP terms
72	61	Appendix E Scope of work point 4	Develop a dashboard to enable analytics of Financed Emissions. Analytics to facilitate measurement & reporting of the Financed emissions on an ongoing basis.	Could you specify the intended duration of platform support for the Financed Emissions Dashboard to ensure effective measurement and reporting over the specified period? For example, for how long would the dashboard/platform need to be updated for emission factors, company disclosures and changes in PCAF guidelines.	As per RFP terms
73	61	Appendix-E: Scope of Work, Deliverables and Payment Schedule Clause no.5	A. Measurement of Financed Emissions 5. Training the staff for subsequent ongoing measurement of FE & handholding for following first Half Year, after delivery of the project.	Kindly clarify the number of training sessions envisaged and whether they need to be done in person.	As per RFP terms

74	61	Appendix-E: Scope of Work, Deliverables and Payment Schedule Clause no.6	B. NetZero Transition Plan 6. Draft a Transition Plan to reach Net Zero by 2055, as per globally accepted frameworks/standards (such as PCAF/relevant matrices as per Globally acceptable standards/regulatory guidance), including identification of potential levers of decarbonization of sectors/portfolios.	Kindly clarify if net-zero targets to be taken pertain to scope 1 & 2 only or scope 3 also needs to be factored.	As per RFP terms
75	61	Appendix-E: Scope of Work, Deliverables and Payment Schedule Clause no.7	B. NetZero Transition Plan 7. Develop Framework/Roadmap/Strategy for step by step reduction of Financed Emissions.	Kindly clarify the target year for which roadmap needs to be developed.	As per RFP terms
76	62	Appendix E	Timeline: Overall project to be completed in 6 Months	It is understood that the total duration of the project is 6 months and 6 months of handholding. Kindly confirm	As per RFP terms
77	62	Appendix E	Data granularity, at least at data quality score level 2 or 1 (comparable as per PCAF guidance) in respect of corporates with emission disclosures and data quality score level of 4 (as per PCAF guidance) for others.	Kindly confirm whether all revenue figures are available and bank is willing to share the same with the service provider, considering that according to PCAF guidelines, a data quality score of 4 is acceptable when atleast revenue data is available, and a score of 5 is permissible when revenue figures are also unavailable?	As per RFP terms
78	62	Appendix E	Methodology for engagement with borrowers in 40 industries to identify areas for improvement/action.	Kindly confirm whether the methodology has to be developed at a industry level or does the service provider needs to develop it at sector, sub-sector and borrower level.	As per RFP terms
79	62	Scope of Work, Deliverables and Payment Schedule	Accessibility/Availability of data: No climate specific data at individual unit level shall be provided. Consultant is expected to develop framework, based on the information available in the public domain or from a reputed vendor. Consultant to ensure the data procured is available for at least 2 years with regular updates. Bank may provide additional information, if required, only on a best effort basis.	Is the bank referring to counterparty level information as 'specific data at individual level'. We understand the bank would be sharing the loan level information and the available counterparty level information? Request to confirm our understanding. Also, we understand that the Bank intends to procure the data basis requirement and the cost factor would be considered for the same by the Bank.	As per RFP terms
80	62	Scope of Work (B - Point 8)	Methodology for engagement with borrowers in 40 industries to identify areas for improvement/action.	What are the 40 industries the bank is looking at, and if they have been already identified?	Major Industries
81	62	Scope of Work (A - Point 10)	Assisting the Bank in Policy advocacy engagement with other stake holders including but not limited to regulatory consultations.	Please advise if the Bank is expecting support for policy advocacy beyond the proposed tenure of this engagement	During tenure of the project, if required.

82	62	Appendix-E: Scope of Work, Deliverables and Payment Schedule Clause no.10	B. NetZero Transition Plan 10. Assisting the Bank in Policy advocacy engagement with other stake holders including but not limited to regulatory consultations.	Kindly clarify the number of meetings/ discussions envisaged and the availability of the core team expected.	As per RFP terms
83	63	Scope of Work, Deliverables and Payment Schedule	Expected Data/Emissions Granularity: Data granularity, at least at data quality score level 2 or 1 (comparable as per PCAF guidance) in respect of corporates with emission disclosures and data quality score level of 4 (as per PCAF guidance) for others.	Please consider limiting this to corporates that have reported disclosures under BRSR.	No change in RFP terms
84	64	Appendix E Terms of payment	Upon final submission of all deliverables 80% Upon completion of handholding period as mentioned 20%	Please consider a milestone-based payment structure, aligning payments with the completion of specific deliverables. We suggest - 1. Kickoff - 20% 2. Completion of financed emissions deliverables - 30% 3. Completion of NetZero Roadmap deliverables - 30% 4. Handholding - 20%	No change in RFP terms
85	60/113	Appendix E, SI No 3	Dashboard to be compatible with Bank's in-house architecture	Requesting to clarify if Cloud based solutions are followed by SBI? Can a cloud based solution be provided to SBI?	As per Bank's IS/IT policy
86	60/113	Appendix E, 3	Dashboard to be compatible with Bank's in-house architecture.	Can you further clarify the IT/in house architecture followed by SBI ?	As per Bank's IS/IT policy
87	60/113	Appendix E, 1	Data on carbon emissions (including Scope 1 and Scope 2 emissions) for all borrowers on fresh loans in respect of high emission intensive industries such as - Oil and gas, coal mining, fossil fuel-related power generation, aviation, and petrochemicals and other Asset classes.	How many asset classes are there categorized by SBI? Requesting names of the sectors. Has the Bank identified the boundary for this exercise including the asset classes?	As per RFP terms
88	60/113	Appendix E, 2	External data providers should be reputed/experienced and acceptable to the Bank.	Requesting clarification on 'external data provider', 'reputed', 'experienced'	As per RFP terms
89	60/113	Data	Develop Data Governance framework enabling audit/verifiability of data. External data providers should be reputed / experienced and acceptable to the Bank.	Would the Bank agree to cover the subscription expense with any external data provider over the course of 2 years, if any?	As per RFP terms
90	60/113	Scope of Work	Scope of Work	Does the scope of work for this project include geographies outside of India, or is it limited to activities within India?	As per RFP terms
91	60/113	Appendix E, 1	The framework should be in line with Regulatory guidance / expectations as they evolve during the tenor of the project	We understand that the scope might change due to unforeseen circumstances. In such cases, can the consultant revise the commercials at a later stage?	As per RFP terms

92	60/113	Appendix E, 1	IBG	Requesting full form	International Banking Group
93	60/113	Appendix E, 1	Measurement to be in conformity with Regulatory expectations, Global best practices (such as PCAF/GHG protocol etc.) and National priorities.	As on 3rd Feb 2024, there are no regulatory expectations for financed emission estimation. The same may evolve over a period of time but the project timelines are 6 months. More clarity requested on the clause	As per RFP terms
94	61/113	Appendix E, SL No 5	Training the staff for subsequent ongoing measurement of FE & handholding for following first Half Year, after delivery of the project.	Please mention the number of training programs to be conducted and type of program (online/in person)	As per RFP terms
95	61/113	Appendix E Sl. No B	Net Zero Transition Plan	Please indicate if the net zero transition plan is limited to Category 15 Scope 3 or its for categories of emission covering Scope 1, 2 and 3	As per RFP terms
96	61/113	Appendix E Sl. No B 7	Framework for benchmarking the Bank's lending portfolio mix based on high and low emitting sectors taking into accounts of portfolio of other local and global peers.	We assume that the expectation from SBI will be conduct such benchmarking exercise based on publicly available data. please confirm the understanding on this aspect	As per RFP terms
97	62/113	Appendix E, 9	Develop Governance & Reporting Frameworks in alignment with the extant policy/regulatory guidelines & global best practices.	Requesting for clarification regarding "extant policy/regulatory guidelines & global best practices"	As per RFP terms
98	62/113	Appendix E Sl. No B 8	An approach for engaging with Corporates for reduction in Financed emissions. Methodology for engagement with borrowers in 40 industries to identify areas for improvement/action	Please more clarity on these 2 points. How are they different? What are the 40 industries?	Major Industries
99	62/113	Appendix E Sl. No B 8	Methodology for engagement with borrowers in 40 industries to identify areas for improvement/action.	Please clarify if the methodology/ framework needs to be developed for each of the 40 industries separately or an combined framework applicable to all the industries can also be provided.	As per RFP terms
100	62/113	Appendix E Sl. No B	Develop Governance & Reporting Frameworks in alignment with the extant policy/regulatory guidelines & global best practices.	Please clarify if the governance and reporting frameworks should be limited to only energy transition plan.	No
101	50/113	Appendix-F	Price Bid	Can different pricing options be submitted?	As per RFP terms
102	8	Section 1(ii)(i)	Bidder shall mean any entity (i.e. juristic person) who meets the eligibility criteria	We suggest that unincorporated JVs be permitted to bid, given incorporation timelines are lengthy.	As per RFP terms
103	12	Section 3	"Joint Venture (JV)" means an association distinct from that of its members, of more than one Consultant where one member has the authority to conduct all business for and on behalf of any and all the members of the JV, and where the members of the JV are jointly and severally liable to the Bank for the performance of the Contract.	We wish to clarify that there is no separate legal entity envisioned for the creation of this JV (only an agreement between the JV members)	As per RFP terms

104	17	Section 10(i)(k)	In case of JV, Authorization letter in favor of the authorised representative of lead bidder by all members of JV as per Appendix-O.	We suggest that the authorisation for authorised representative of the lead bidder be considered sufficient for the JV.	No change in RFP terms
105			General	In case of JV consortium the associated entity of JV partner has a eligibility criteria of minimum average annual turnover of 125 crores for last three years. Please confirm, if MSEs/Startups with turnover of less than 125 crores are eligible to participate as associated entity.	As per RFP terms
106	3	Schedule of Events Clause no.10	Proof of Concept may be asked for, at a short notice.	Kindly clarify what requirements are being sought as proof of concept.	As per RFP terms
107	3	Schedule of Events Clause no.9	Date and Time of opening of Technical Bids	Request you to provide an extension of one week for submission.	Refer corrigendum
108	24/113	19. xix	The Successful Bidder shall provide detailed progress reports and action plan on the status of completion Scope of Work at fortnightly intervals and as and when requested by the Bank. The Bank may also conduct Performance Review of the deliverables under Scope of Work and the successful bidder is required to provide inputs as requested by the Bank.	Requesting clarification on performance review criteria and the inputs expected from the bidder	As per RFP terms
109	3/113	Schedule of Events	Proof of Concept may be asked for, at a short notice.	Will the proof of concept be required to submitted after the technical presentation? Requesting clarification	As per RFP terms
110	4/113	Schedule of Events	Earnest Money Deposit - Rs. 10.00 Lakh (Rupees Ten Lakh only) by way of demand draft/Bankers Cheque/Pay Order, in the name of "State Bank of India" payable at Mumbai. with the narration Ref: SBI/RMD/EGRMD/23-24/01 dated: 20.01.2024 along with the details of remitter entity, on back side of the instrument Bidder should deposit EMD and Tender Fee separately.	Requesting SBI to please allow bank guarantee of INR 10 Lakhs for the EMD	As per RFP terms

111			General	Given the project will require working on bank's sensitive data such as borrower and exposure information, Will the consultancy resources be required to work from bank's premises for the duration of the project or will the bank be comfortable to share the data on consultancy's approved systems to work remotely?	As per requirement of project, from Bank premises only.
112	8	1	Consortium bidding is permitted in the RFP	Please provide further clarifications on the form of Joint Venture. If the requirement is not to establish a new legal entity but to have the roles and responsibility of each party clearly documented, we kindly request the Bank to consider permitting sub-contracting structure. We can submit documentation delineating duties and responsibilities and scope of work to be undertaken by each party and will be jointly and severally liable for delivering the project.	As per RFP terms
113	17	Section 10(i)(c)	Proof of remittance of EMD and Tender Fee as specified in this document.	Please confirm that MSMEs can submit an Udyam certificate along with exemption confirmation email from SBI instead of the proof of remittance.	As per RFP terms
114	28	Delay in service provider's performance (31 - Point 3)	Any delay in performing the obligation/ defect in performance by Service Provider may result in imposition of penalty, liquidated damages, invocation of Bank Guarantee and/or termination of Contract (as laid down elsewhere in this RFP document)	What shall be the mechanism of calculating such penalties and rate?	As per RFP terms
115	30	35 (ii) (f)	Conflict of Interest	We wish to clarify that it is the Firm's long-standing practice to serve competitors. Accordingly, we request to add the following provision for clarification:- "Notwithstanding anything contrary herein, it is the Service Provider's long-standing policy to serve competing clients and clients with potentially conflicting interests as well as counter-parties in merger, acquisition and alliance opportunities, and to do so without compromising Service Provider's professional responsibility to maintain the confidentiality of client information. Consistent with such practice and Service Provider's confidentiality obligations to its other clients, Service Provider is not able to advise or consult with the Bank about Service Provider's serving the Bank's competitors or other parties."	No change in RFP terms

116	30	Section 33 (vi)	All Work Product prepared by the Service Provider in performing the Services shall become and remain the sole and exclusive property of the Bank and all Intellectual Property Rights in such Work Product shall vest with the Bank. Any Work Product, of which the ownership or the Intellectual Property Rights do not vest with the Bank under law, shall automatically stand assigned to the Bank as and when such Work Product is created and Service Provider agrees to execute all papers and to perform such other acts as the Bank may deem necessary to secure its rights herein assigned by Service Provider. The Work Product shall not be used for any purpose other than intended under the scope of work, without prior written consent of the Bank.	Any software / tools / dashboard that is existing IP of the Service Provider should be excluded from this clause.	No change in RFP terms
117	30	Section 33 (vii)	In the event that Service Provider integrates any work that was previously created by Service Provider into any Work Product, Service Provider shall grant to, and the Bank is hereby granted, a worldwide, royalty-free, perpetual, irrevocable license to utilize the incorporated items, including, but not limited to, any and all copyrights, patents, designs, trade secrets, trademarks or other Intellectual Property Rights, in connection with the Work Product.	We wish to clarify that this refers to work that is integrated into the work product and is therefore not severable. We suggest that software leveraged to create the work product be excluded.	No change in RFP terms
118	82	Appendix H - Clause 9	Confidentiality	Request to add the following new sub-clause: "Service Provider's work for the Bank is confidential and for the Bank's internal use only. Service Provider will not disclose the Deliverables to any third parties without the Bank's prior written permission. Similarly, the Bank agrees that it will not disclose any materials or information that the Service Provider furnishes to the Bank, including the Deliverables, to any third parties without the Service Provider's prior written permission. Each party further agrees not to use the other party's name or trademarks in any communication with any third party without the other party's prior written permission."	No change in RFP terms

119	86	Appendix H - Clause 12	Liquidated Damages	Request to amend this provision to reflect that the liquidated damages shall only be applicable where such delay is solely attributable to the Service Provider's fault.	No change in RFP terms
120	89	Appendix H - Clause 18	Limitation of Liability	Request to add the following new sub-clause to clarify the boundaries of the services being provided by us: "The Deliverables are not intended as a substitute for financial, investment, legal, accounting or other professional advice, and the Service Provider does not intend to supplant the Bank's management or other decision-making bodies. The Bank remains solely responsible for its decisions, actions, use of the Deliverables and compliance with applicable laws, rules and regulations. The Bank will be responsible for the security, penetration, stability and other independent testing, final validation, final integration, final movement, performing final testing (including security testing), and final implementation of the Deliverables in a production environment. The Bank is responsible for the operation and security of its operating environment."	No change in RFP terms
121	92	Appendix H - Clause 21.2	Termination	We would like to balance the right to terminate for convenience by making the right mutual. Accordingly, we request the substitution of clause 21.2 as follows: "Either party, by written notice to the other party of not less than ninety (90) days, may terminate the Agreement, in whole or in part, for its convenience. The Service Provider shall be entitled to receive payment for the Services rendered (delivered) up to the effective date of termination."	No change in RFP terms

122	26 and 81	26 and 20	Audit	<p>Due to our confidentiality obligations to our other clients, and consistent with our policy against disclosure of Firm financial information, we do not generally permit clients or other third parties to audit/inspect our site, books and records. We request that the audit be carried out at the Bank's premises. In addition, given that we will charge SBI a fixed fee instead of time cost, we believe that records of time charges and cost are not applicable.</p> <p>Accordingly, we request to:-</p> <p>Replace relevant clause(s) by the following:-</p> <p>“(i) Service Provider shall, in accordance with Service Provider’s document retention policies, establish and maintain a secure file containing a copy of any presentation, progress review, report or other document furnished to the Bank by Service Provider in connection with the Services, together with any working papers necessary to support its conclusions or analyses (collectively, the “Working Papers File”). The Bank may, at its own cost, inspect the Working Papers File by providing not less than seven (7) business days notice to the the Service Provider before such inspection, solely for the purpose of determining whether the Service Provider performed the Services in accordance with the Agreement. Any information furnished in connection with this provision shall be kept</p>	No change in RFP terms
123	27 and 86	27 and 11	Subcontracting	We kindly request for sub-contracting to be permitted under this RFP.	No change in RFP terms
124	27/113	27	As per scope of this RFP, sub-contracting is not permitted.	We are a global network of firm where we work together with network firms from different geographies. Will engaging with different network firms and collaborating on this assignment be considered as sub contracting? Please note: while we will work together with network firm , the primary responsibility of the engagement will still be with us.	As per RFP terms

125	30 and 82	33 and 8.7	Intellectual Property Rights	<p>We are happy to license our intellectual property to clients as appropriate, including our pre-existing intellectual property where necessary, provided it is used for the client's internal use. We do ask that such intellectual property is not sub-licensed to a third party without our consent. Subject to our ownership of our tools and any improvements to them, we agree that clients will own all of the materials we give to them in the course of providing our services. In the event external use of the content of such materials is contemplated references to McKinsey should be removed and clients should make no attribution to McKinsey without our prior written consent.</p> <p>We would like to define more precisely in our agreements the intellectual property rights and accordingly, we request to the addition of the following clause:</p> <p>"Notwithstanding the above, Service Provider retains ownership of all concepts, know-how, tools, questionnaires and assessments, modules, courses, frameworks, software, algorithms, databases, content, models, and industry perspectives developed or enhanced outside of or in connection with the Services (the "Service Provider Tools"), it being understood that none of the Service Provider Tools will contain the Bank's Confidential Information. To the extent the deliverables include any Service Provider Tools, the Service Provider hereby grants Bank a non-exclusive, non-transferable, non-sublicenseable, worldwide, royalty-free license to use and copy the Service Provider Tools solely as part of the</p>	No change in RFP terms
126	31/113	35. if. (a)	Bidder shall not receive any remuneration in connection with the assignment except as provided in the Contract.	Requesting a clarification if out of pocket expenses (travel, lodging etc.) will be reimbursable or not	As per RFP terms
127	8/113	Invitation to Bid	The consortium shall take the form of a Joint Venture (JV). Bidder may enter into Joint venture with another single entity for meeting bidder's eligibility criteria and for seeking technical or domain expertise in the subject matter of the RFP. Maximum number of members/partners permitted for forming JV is only two i.e., Lead bidder and an associated entity (JV Partner).	We operate as a network of firms across the globe. If we bid along with a network firm, do we still need a JV agreement?	As per RFP terms