

BIDDERS' QUARRIES AND TEC RESPONSES – 2nd ROUND

Query Serial Nr.	Query	TEC Response
2.1	Will a regular attorney notarized consortium partner agreement would be acceptable?	Regular consortium partner agreement would be enough for the purpose. The Sri Lankan company needs to be bonded with CPSTL and the responsibility of other party's work should be held by them.

BIDDERS' QUARRIES AND TEC RESPONSES – 03rd ROUND

Query Serial Nr.	Query	TEC Response
3.1	<p>The number of business units which will use Quantity Ware is a factor in the organization's complexity and usage. With this in mind, please let us know for which of the following business units Quantity Conversion is relevant (we assume there is no pipeline or marine transport involved in the Quantity Ware current scope of work)</p> <ol style="list-style-type: none">1. Refinery?2. Silos?3. Secondary Distribution?4. Retail outlets?	<p>Currently, this configuration includes the Development, Quality, Training, and Production systems. Further details will be discussed in the Blue Printing phase of the project.</p> <p>Please refer attachment “A”</p>

Question: BCS Products

Which products will be processed by the SAP OGE solution?

- Crude Petroleum Products (10 petrol usage points)
- Petrochemicals and Organic Bulk Chemicals (10 petrol usage points)
- Inorganic Bulk Chemicals (10 petrol usage points)
- Biofuel (10 petrol usage points)
- Natural Gas (20 gas usage points)
- Bio Gas (20 gas usage points)
- LNG (20 gas usage points)
- LPG/ NGL (10 petrol/gas usage points)

Based on your answers above, the products below are required:

BCP - 10 Petroleum Usage Points

BCG - 0 Gas Usage Points

Question: Scale - Operational Locations

In how many countries does your organization trade (including international organizational reporting)?

- 1 (10 points)
- 2-5 (20 points)
- 6+ (within one geo. continent*) (20 points)
- 6+ (30 points)

Question: Scale - International Trade

What percentage of your trade in bulk goods processed within the SAP OGE system is sold to end customers - through your organization or an affiliate - to locations outside of your "country of registration"?

- 0-20% (10 points)
- 21-50% (20 points)
- 51%+ (30 points)

How many component standards does / will your organization utilize?

- 4-5 (10 points)
- 6-10 (20 points)
- 11+ (40 points)

Question: Usage - Solutions to Replace

BCS can replace all custom solutions for the standards listed in the following product-specific documents: [BCP](#)

- [Supported Standards](#)
- [BCG Supported Standards](#)

How many standards (based upon the categories as defined in the above documents) will be replaced – or have been replaced - with BCS?*

- 0-1 (0 points)
- 2-3 (10 points)
- 4+ (20 points)

Question: Usage - Exposure to Changes

External organizations, such as regulatory organizations or business partners within your field of business operations, can potentially influence your organization's choice of measurement standards for bulk movements.

This can occur contractually, legally, or as recommendations.

How many external organizations influence your organization's choice of measurement standards for bulk movements?

- 1-2 (10 points)
- 3-5 (20 points)
- 6+ (40 points)

Question: Usage - Business Units

The number of business units which will use BCS is a factor in the organization's complexity and usage.

Which business units relying on the valuation of bulk product will require the use of BCS?

- Exploration & Production (10 points)
- Bulk Transport – Pipelines & Marine (10 points) Refining (15 points)
- Petrochemical processing (10 points)
- Secondary Distribution (5 points)
- Industrial / Private Retail (5 points) Biofuel

Question: Usage - SAP System Landscapes

We need to know the number of productive SAP systems, i.e. "landscapes", in which the QuantityWare solution will be used.

In how many SAP system "landscapes" is BCS used?

- 1 (10 points)
- 2-3 (20 points)
- 4+ (40 points)

BIDDERS' QUARRIES AND TEC RESPONSES – 04TH ROUND

Query Serial Nr.	Query	TEC Response
4.1	Onsite/Offshore Work Model: Could you confirm if there are any specific expectations from CPSTL regarding the onsite/offshore	CPSTL expects a hybrid approach that balances both onsite and offshore work. Onsite presence is required for key activities like requirement gathering, direct engagement with stakeholders, and preparing the blueprint to ensure effective communication and smooth implementation. For the execution and ongoing support phases, offshore teams may be leveraged to optimize costs and resources. This model ensures flexibility while maintaining high standards of quality and collaboration.
4.2	Annual Payment for Third-Party Software: Could you specify which third-party software this refers to and whether these payments will be made directly by CPSTL or by the bidder?	All software, other than the SAP BOM (Annexure 'A' Table 01), should be handled by the Bidder.
4.3	Project Duration: The clarification response indicates a total project duration of 60 months , whereas the RFP states 71 months . Could you please clarify this discrepancy?	The duration of 60 months is counted from the implementation and commissioning of the project. The 44 weeks correspond to an 11-month period, as clearly stated in RFP section 2.5, DELIVERY SCHEDULE.
4.4	Additionally, does 44 weeks reflect an 11-month duration (assuming 4 weeks per month) ?	Yes
4.5	Appendix C: The RFP references Appendix C, but it has not been shared. Could you kindly provide this document?	Please refer - ANNEXURE “C”
4.6	SAP Licensing: Will CPSTL procure the SAP licenses directly from SAP team, and if so, will there be an addendum to the RFP regarding this?	The partner should submit the pricing in Annexure "A" under a. RISE with S/4HANA License cost – Table 01 . However, payments will be made directly to SAP India, and there should be an agreement between CPSTL and SAP India, not the bidder, for the SAP license only.