

RFP-Empanelment of DSA for sales of Credit cards & Personal Loans in BOB Financial Solutions Limited

3.1 Project Scope:

The empanelled DSAs would be expected to:

- A. Indulge in end to end sales,** starting from canvassing the credit cards/personal loans business, to generation of leads, to conversion of prospects into customers and finally handing over the completed application forms to BFSL.
- B. Leads from company (BFSL) for credit cards / personal loans,** to conversion of prospects into customers and finally handing over the completed application forms to BFSL.

For A & B –

Ensure that the requisite KYC & Income documents (as enlisted by RBI/BFSL) are handed over to the Company along with the completed application forms for the final processing.

Follow up the application with the Company till the processing is complete.

These completed application forms can be delivered to the Company by the DSA itself or through any other person/entity that the DSA indemnifies and keeps BFSL indemnified for the same.

C. Collection of EMI cheques for personal loans –

Cheque pickup to be banked in company's account and scanned copy to be submitted to the company.

The above services will be required across the country. The Company, at its sole and absolute discretion, may choose to avail all services or part thereof. Such decision may be advised even during the course of the assignment.

The Company reserves its right to change the project/ assignment scope considering the size and variety of the requirements and the changing business conditions.

It may be noted that DSA's are expected to provide skilled, semi-skilled and unskilled FOS (feet on street) for the services A, B & C respectively.

2.6 Commercial Bid

The commercial quotes are not required to be submitted at the time of tender submission by the bidders. Commercial quotations will be invited by the Company from empanelled DSAs only as per company's requirement for services A, B & C during the empanelment period.

Corrigendum

2.3 Company's Right to accept any Bid and to reject any or all Bids:

Para 2

The final outcome of the RFP shall be communicated to the empanelled bidders after opening and necessary processing of commercial bids of empanelled bidders.

Should be read as

The final outcome of the RFP shall be communicated to the empanelled bidders after opening and necessary processing of bids.