

NATIONAL HIGH SPEED RAIL CORPORATION LIMITED (NHSRCL)
(A Joint Sector Company of Govt. of India and Participating State Governments)
D-500, Tower-D, 5th Floor, World Trade Centre, Nauroji Nagar, New Delhi-110029, India.

Financial Proposal Evaluation Summary

Name of Work: Engagement of Strategy Consultant for Operations, Marketing, Technology, Revenue, Cost & Overall Business

Tender ID: RFP No. NHSRCL/CO/OM/RFSP/2025/6 dated 08.05.2025

Financial Proposal opened on: 26th June 2025

The bids submitted for the above RFP has been financially evaluated and results duly concurred are given as below:

S. No.	Name of Bidder	Technical Score (St), out of 100	Financial Score (Sr) out of 100	Overall score out of 100 (Stx0.80+SrX0.20)	Overall Rank	Reason
1/3	M/s A.T. Kearney Consulting (India) Private Limited	88.38	70.90	84.88	Rank-3	As per financial Evaluation report
2/3	M/s Boston Consulting Group (India) Private Limited	100.00	59.37	91.87	Rank-1	As per financial Evaluation report
3/3	M/s Mckinsey & Company India LLP	87.35	100.00	89.88	Rank-2	As per financial Evaluation report



No: NHSRCL/CO/OM/01/STCN/2537/1

Date: 07.07.2025

Letter of Acceptance

Kind attention : Mr.Mario Gonsalves

The Boston Consulting Group (India) Private Limited

DLF Cyber Park, 7th and 8th Floor, Tower C, Phase II,

Udyog Vihar, Sec-20, Gurugram 122008, Haryana

Email: gonsalves.mario@bcg.com

Tel: +91 124 459 7000/ +91 98990 45643

Subject: Engagement of Strategy Consultant for Operations, Marketing, Technology, Revenue, Costs and Overall business model for NHSRCL-Regarding issue of LOA

Reference.

1. NIT No. NHSRCL/CO/OM/RFSP/2025/06 Dated 08-05-2025
2. Tender No: NHSRCL/CO/OM/RFSP/2025/06
3. Addendum no 001 dated 21-05-2025
4. Technical Bid opened on 06.06.2025 and Financial Bid opened on 26.06.2025
5. Your BID ID: 858016 Dated: 04-06-2025
6. Post Bid Discussions and Revised Financial offer price vide letter Dated 03.07.2025

Dear Sir,

1. With reference to above we are pleased to inform you that your Bid dated 04-06-2025 as modified vide post bid discussions dated 03.07.2025 for the work of "Engagement of Strategy Consultant for Operations, Marketing, Technology, Revenue, Costs and Overall business model for NHSRCL" is hereby accepted by the Competent authority for the Accepted Contract Amount of **Rs. 11,34,00,000 (Rupees Eleven Crore Thirty Four Lakhs Only) [excluding GST] for Phase-1 (twenty six weeks).**

The scope of the work, accepted rates and terms & conditions applicable to this letter of acceptance are as under:

- a. Scope of work: As per the Tender Document under reference.
 - b. Accepted rates: Referred as Annexure - 'A'
 - c. Payment Schedule: As per the Tender Document under reference.
2. There is provision of Phase-2 in the tender as per para 1.1.2 of Tender NIT, however Phase-2 is optional and at the discretion of NHSRCL. No claim shall be entertained on account of non-implementation of Phase-2.
 3. You are requested to furnish the Performance Security for Phase-1 for an amount equivalent to ten percent (10%) of the accepted contract amount (i.e. **Rs. 1,13,40,000/-**), within 30 days in accordance with the clause 4.2 of GCC.



नेशनल हाई स्पीड रेल कॉर्पोरेशन लिमिटेड
(केन्द्र सरकार एवं भाग लेने वाली राज्य सरकारों की संयुक्त क्षेत्र कंपनी)

National High Speed Rail Corporation Limited
(A Joint Sector Company of Govt. of India and Participating State Governments)

5वीं से 7वीं मंजिल, टॉवर डी, वर्ल्ड ट्रेड सेंटर, नौरोजी नगर, नई दिल्ली-110029
5th to 7th Floors, Tower D, World Trade Centre, Nauroji Nagar, New Delhi 110029

+91-11-26700000/01 psmd@nhsrcl.in

CIN No. U60200DL2016GOI291002

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4. The completion period of above subject work is 26 weeks from the date of commencement of work, for Phase-1. The date of Commencement (as per Clause 8.1 of GCC) shall be communicated via Employer's Notice to Proceed, however, you shall be prepared to commence the work in about 14 days from issue of this LoA.
5. Please submit the CVs of the 5 consultants proposed to be engaged for this work, in seven days of receipt of this letter.
6. NHSRCL shall be entitled to deduct Income Tax, GST/Other Tax as applicable at source from all payments due to you under this contract by the prevalent tax laws as applicable.
7. GM/S&T/O&M, (National High Speed Rail Corporation Limited, D-500, Tower-D, 5th Floor, World Trade Centre, Nauroji Nagar, New Delhi-110029) will be Engineer-in-charge for this contract. All future correspondences relating to the execution of work under this contract shall be addressed to Engineer-in-Charge only.
8. The entire work shall be carried out in accordance with terms, conditions and specifications stipulated in the Tender document including addendum under reference.
9. This LOA would constitute a binding contract between "The Boston Consulting Group (India) Private Limited" & "NHSRCL" till a formal contract agreement is prepared and executed by both the parties.
10. This Letter of Acceptance with its Annexures is being sent in duplicate. We request you to return the duplicate copy duly signed and stamped on each page by the Authorized Signatory of your Company, within 7 days as a token of your confirmation and unconditional acceptance of this Letter of Award (LOA).


7/12/25
ED /System
NHSRCL, HQ

Copy to:
Director (TSM)/NHSRCL
GM/S&T/O&M

No. NHRCL/CO/OM/01/STCN/2537/1

Date: 07.07.2025

Annexure-'A'
Accepted Rates

Schedule	Accepted Amount (Rs.) Excluding GST
<u>Price Schedule</u> [Price of Phase-1 (Twenty -Six Weeks)]	11,34,00,000/-
Total Accepted Amount [Excluding GST]	Rs. 11,34,00,000/-
Total Accepted Cost (In words) [Excluding GST]: <i>Rupees Eleven Crores Thirty Four Lakhs Only</i>	


7/7/25
ED/System
NHRCL, HQ

Signature Not Verified

Digitally signed by ANUPAM SEN
Date: 2025.07.15 16:35:53 IST
Location: eProcurement System for Central
PSUs