

## REVISED ANNEXURE K: Technical Evaluation Criteria

**(For Eligible bidders meeting the: Minimum Eligibility Criteria (MEC) [Stage I Evaluation: As per Annexure E] & Compliance to Additional Mandatory Specifications as per Annexure R)**

**[Stage II Evaluation will include the Technical Scoring]**

1. Eligible Bidders will be evaluated based on the Technical Scoring Criteria stated below. Only bidders scoring 70 or more will be considered to have qualified in the technical evaluation and shortlisted for further evaluation.
2. In case there is only one vendor having technical score of 70 or more, LIC may, at its sole discretion, also consider the next highest technical score and qualify such vendor provide the bidder score is above 60. In case, none of the participating vendors qualify on technical criteria and reach or exceed the cut-off score of 70, then LIC, at its sole discretion, may qualify two vendors on the basis of the top 2 scores.
3. However, LIC at its discretion may reject the proposal of the Vendor or will not consider vendor below cut off marks by relaxing as mentioned above, if in the LIC's opinion the Vendor could not present or demonstrate the proposed solution as described in the proposal or in case or the proposed solution does not meet the LIC's functional and technical requirement.
4. LIC reserves the right to call for any clarification, supporting documentary evidences from any / all bidder(s) during the evaluation of the bids. Such clarifications should be submitted only in writing. No other correspondence on bids will be entertained. LIC reserves the right refer analysts' reports, specs/information available in public domain. LIC reserve the right to validate the claims/submission from the public domain / analysts' reports.

Sr No	Evaluation Category	Parameter	Weightage (Marks)	Scoring Guidelines	Attachments/Ne cessary Documentary Evidence Proofs  (to the satisfaction of LIC )
1	OEM Maturity & Proposed Patch Management Solution Track Record	Number of years since initial commercial release of the proposed product in India	10	1 Marks for every 2 years or part thereof.	

Sr No	Evaluation Category	Parameter	Weightage (Marks)	Scoring Guidelines	Attachments/Necessary Documentary Evidence Proofs  (to the satisfaction of LIC )
2	Number of active Indian customers for proposed solution.  (Patch Management)	Number of active Indian customers with $\geq 10,000$ Endpoints	12	2 Marks for each client  Additional 2 Marks for IRDAI/RBI Regulated Client	
3	Number of active Indian customers for proposed solution.  (Vulnerability Management)	Number of active Indian customers with $\geq 5,000$ Endpoints	8	2 Marks for each client  Additional 2 Marks for IRDAI/RBI Regulated Client	
4	Client Reference  (Patch Management)	The bidder shall submit written customer satisfaction letters on client letterhead, signed and dated, attesting to the successful implementation with $\geq 5,000$ Endpoints	12	4 Marks for each satisfactory and acceptable reference	

Sr No	Evaluation Category	Parameter	Weightage (Marks)	Scoring Guidelines	Attachments/Necessary Documentary Evidence Proofs  (to the satisfaction of LIC)
5	Client Reference  (Vulnerability Management)	The bidder shall submit written customer satisfaction letters on client letterhead, signed and dated, attesting to the successful implementation with $\geq 1,000$ Endpoints	8	4 Marks for each satisfactory and acceptable reference	
6	Security certifications  (Patch Management)	Security and privacy certifications applicable to the proposed solution  Product-level certifications	10	2.5 marks for each valid certification  (i) ISO/IEC 27001 (Information Security Management System)  (ii) CIS Benchmarks Certification  (iii) ISO 9001:2015  (iv) PCI DSS & NIST Mappings	

Sr No	Evaluation Category	Parameter	Weightage (Marks)	Scoring Guidelines	Attachments/Ne cessary Documentary Evidence Proofs  (to the satisfaction of LIC )
7	Analyst Recognition (Patch Management)	Analyst report / recognition for Product	5	Leader – 5 Marks  Performer/ Challengers/ Visionary - 2.5 Marks	
8	Analyst Recognition (Vulnerability Management)	Analyst report / recognition for Product	5	Leader - 5 Marks  Performer/ Challengers/ Visionary - 2.5 Marks	
9A	Technical Compliance Annexure S1 – Patch Management	Substantive Compliance to Technical	12	Excellent: 12 marks  Very Good: 10 marks  Good: 8 marks	
9B	Technical Compliance Annexure S2 – Vulnerability Management	Substantive Compliance to Technical	8	Excellent: 8 marks  Very Good: 6 marks  Good: 4 marks	

Sr No	Evaluation Category	Parameter	Weightage (Marks)	Scoring Guidelines	Attachments/Ne cessary Documentary Evidence Proofs  (to the satisfaction of LIC )
10	Single Purchase Order Value (from Indian Clients) Client name if under NDA can be masked.	PO Value for the OEM Components Product licenses/subs cription/ATS and OEM Led Implementati on.	10	₹10 crore and above - 10 Marks  ₹ 5 crore and above - 8 Marks  ₹ 2 crore and above - 6 Marks	
		Total	100	Qualifying Marks is 70	

**Note:** Technical Score will be based on the documentary evidences submitted by the bidder.

Signature of the Authorized Signatory

Name:

Designation:

Name & Address of the company:

Seal of the Company

Duly authorized to sign this Authorization on behalf of: [insert complete name of Bidder]

Dated on \_\_\_\_\_ day of \_\_\_\_\_ 2025