

RFP Name: RFP for Selection of Training Partner (TP) to Establish, Operate & Maintain Mega Skill Training Centres in 03 Districts on a Pilot basis under Bihar Skill Development Mission. vide Ref. No. BSDM/05/2021-2022, notice dated 02.08.2021 published in papers vide PR No. - 0004448 (LRD) 2021-22.

**In view of pre-bid meeting dated 11.08.2021, the Response to compiled pre-bid queries are as below:**

SN	Section/ Page No.	Content of RFP requiring clarifications	Change/ Clarification requested	BSDM Response
1	Eligibility of the Bidders- SN-2.1.1(PG-19)	Eligibility of the Bidders	Is a society/ Trust eligible to bid? Can Trust be a part of consortium or not.	No Change. RFP condition will prevail.
2	Establishment Modalities- SN-1.3.2 (PG-08)	Establishment Modalities	Will the department provide a government building in the allotted district to set up the center?	No Change. RFP condition will prevail.
3	Append. V- Format –Financial Capability Statement	Format –Financial Capability Statement	Do the bidder need to submit Net Worth Certificate?	Yes. Please refer APPENDIX – V
4	Payment Terms SN-1.3.2 (PG-10)	GST	Is GST applicable?	All applicable laws, rules and regulations will have to be followed
5	Number of Districts SN-1.3.2 (PG-07)	Number of Districts	Maximum number of Districts to be applied? In case of Multiple Districts, does the bidder need to apply separately for each district?	Please refer Appendix I. The bidder has to mention preference of districts, if chooses for more than one district, and submit a separate financial proposal for each district as per on-line E-proc method.

6	Mega Skill Centre Salient Features- SN-1.3.2 (PG-08)	<p>Mega Skill Center Salient Features:</p> <p>a) Area requirement of at least 15 K Sq. Feet</p> <p>b) Expected capacity to train 2000 to 2500 candidate/Year</p> <p>c) Selection of at least 8 courses across minimum 2 sectors at any center.</p> <p>d) Non-Residential Training</p>	<p>&gt; Annual Target is very high considering Non-Residential Training and Mobilization, will require very large training center, will require capacity of running 25 no's of batches simultaneously which would not be financially viable. Request to amend to 1000-1500 nos.</p> <p>&gt; Setting up of domain labs for 8 job roles would require very high capex and would not be viable. Requesting amendment of this clause as below : 2 sectors with 4 job roles or 4 sectors with 8 job roles</p> <p>&gt; We suggest department to consider for residential training centre as hostel students are more regular and serious towards training , This also helps in candidate's attendance, placement , post placement tracking and retention at work place and these parameters are very high for hostel candidates as compared to day scholar.</p>	No Change. RFP condition will prevail.
7	SN-1.4.3, 1.4.4, 1.4.5 (PG-12-13): General Terms	<p>The tenure of the Project shall be for a period of three (3) and extendable on satisfactory performance as per discretion of CEO, BSDM.</p> <p>Modification/Termination of Project Earlier as per Discretion of CEO, BSDM</p>	<p>&gt; Considering the high end job roles and high annual target , This project will require a lot of initial investment from the Private Partner and it would be very difficult to reach break-even in 3 years. Hence, Request to extend the contract period to 5 yrs.</p> <p>&gt;There would be huge losses to the training partner in case of modification or termination of concession period before the expiry of concession period.</p> <p>We look forward to an assurance from the Department that only in case of pre-defined default by the training partner, Termination or modification clause would be exercised, after affording the training Partner sufficient opportunity to be heard.</p>	

8	Payment Terms: SN-1.3.2 (PG-10)	<p>Payment Terms:          BSDM will give make the payment of Training Fees to these training centers.          First Instalment - 30% of the training fee          &gt; Invoice generation trigger - On completion of 1/3rd of the duration of the course or 1 month whichever is later          &gt; Invoice eligibility - for all the candidates with attendance equal to at least 80% against the total duration of the course (in hours).</p>	<p>Invoice eligibility for First Installment - for all the candidates with attendance equal to at least 80% against the total duration of the course (in hours).           Please clarify whether for first installment, this will be total duration of the course (in Hours) or total duration of 1/3rd of the duration of the course.</p>	<p>Clarification:          Please read as:           Invoice eligibility for First Installment - for all the candidates with attendance equal to at least 80% against total duration of 1/3rd of the duration of the course (in Hours)</p>
9	Payment Terms: SN-1.3.2 (PG-10)	<p>Payment Terms:</p>	<p>Modification of Payment Terms: Release of higher payouts towards intiiial installments.           Installment Should be revised to 30:50:20, criteria of fourth installment should be removed</p>	<p>No Change. RFP condition will prevail.</p>

10	Financial Eligibility Criteria- SN-2.1.4 (PG-19)	<p>i. Type 1 Bidder –</p> <ul style="list-style-type: none"> <li>o Average annual turnover of at least Rs 30 Cr in the last 3 years (FY 17-18, 18-19, 19-20)</li> <li>o Net worth of at least Rs 05 Cr as on last year (as on 31-03-2020)</li> </ul> <p>ii. Type 2 Bidder –</p> <ul style="list-style-type: none"> <li>&gt; Average annual turnover of at least Rs 10 Cr in the last 3 years (FY 17-18, 18-19, 19-20)</li> <li>&gt; Net worth of at least Rs 1 Cr as on last year (as on 31-03-2020).</li> <li>&gt; An agreement with a reputed corporate for providing technical supervision and placement of candidates trained under this project. In such case BSDM reserves the right to review and acknowledge the submitted agreement.</li> </ul>	<p>ii. Type 2 Bidder</p> <p>Our Suggestions : Unlike other Mega skill projects in some of the states , which are residential and with 5 yrs. contract period and upto 3 centres allocation per Training Partner, approx. value of contract is Rs 100 crs + , BSDM project value would be approx. Rs. 15-20 crs per training service provider , Average turnover clause of at least Rs.10 crs is very very high considering the project value and not in line with standard turnover clause vis-à-vis with project value prescribed in Public Procurement Guidelines.</p> <p>Please amend the turnover criteria as "Average Turnover of 3 Crores in the last 3 years' and Networth criteria should be positive only.</p> <p>Please relaxa to turnover nearer to 10 Cr. i.e. 9.9+</p> <p>Request to modify Net-worth as 50 L+</p>	No Change. RFP condition will prevail.
11	SN-3.3.4 (PG-25)	Evaluation Criteria for Bidder	<p>Modification in Evaluation Criteria for Bidder (100 marks)</p> <p>As requested in above points, Net worth should be positive for eligibility and should not be used for scoring marks. Moreover, the essence of the Project is to successfully implement Mega Skill Centres which will have larger capacities; hence bidders must be evaluated on the training nos. and capability and experience of running large training Centres. We request the authority to remove this clause on Net - worth and amend the evaluation criterion as suggest below table:</p>	No Change. RFP condition will prevail.
12	Earnest Money Deposit (Notice Page)	EMD	Is EMD exempted for MSME Organisations?	No Change. RFP condition will prevail.

13	Technical Eligibility Criteria -SN-2.1.3 (PG-19)	ii. Should have experience in skill training in NSQF compliant courses continuously for at least the last three years preceding the date of submission of the proposal.	We would request you to kindly also allow “experience in Large Value IT Projects in any State or Central Government Department / Education / ICT Project valued not less than Rs. 5 Crores each.	No Change. RFP condition will prevail.
14	Evaluation Criteria for Bidder (Maximum of 100 Marks) -SN-3.3.4 – (A.2.A)-PG-26	<p>Average annual turnover over past 3 years (Type 1)</p> <ul style="list-style-type: none"> <li>• Less than Rs 30 Crore: 0 mark</li> <li>• Rs 30 Crore to 50 Crore: 15 marks</li> <li>• Rs 50 Crore to 70 Crore: 20 marks</li> <li>• Above Rs 70 Crore: 25 marks</li> </ul> <p>Average annual turnover over past 3 years (Type 2)</p> <ul style="list-style-type: none"> <li>• Less than Rs 10 Crore: 0 mark</li> <li>• Rs 10 Crore to 20 Crore: 15 marks</li> <li>• Rs 20 Crore to 30 Crore: 20 marks</li> <li>• Above Rs 30 Crore: 25 marks</li> </ul>	<p>We request for the changes as follows:-</p> <p>Average annual turnover over past 3 years (Type 1)</p> <ul style="list-style-type: none"> <li>• Less than Rs 30 Crore: 0 mark</li> <li>• Rs 30 Crore to 40 Crore: 15 marks</li> <li>• Rs 40 Crore to 60 Crore: 20 marks</li> <li>• Above Rs 60 Crore: 25 marks</li> </ul> <p>Average annual turnover over past 3 years (Type 2)</p> <ul style="list-style-type: none"> <li>• Less than Rs 10 Crore: 0 mark</li> <li>• Rs 10 Crore to 20 Crore: 15 marks</li> <li>• Rs 20 Crore to 30 Crore: 20 marks.</li> <li>• Above Rs 30 Crore: 25 marks</li> </ul>	No Change. RFP condition will prevail.
15	Evaluation Criteria for Bidder (Maximum of 100 Marks) -SN-3.3.4 – (A.2.B)-PG-26	<p>Net worth in the last year (Type 1)</p> <ul style="list-style-type: none"> <li>• Less than Rs 5 Crore: 0 mark</li> <li>• Rs 5 Crore to 7.5 Crore: 15 marks</li> <li>• Rs 7.5 Crore to 10 Crore: 20 marks</li> <li>• Above Rs 10 Crore: 25 marks</li> </ul>	<p>We request for the changes as follows:-</p> <p>Net worth in the last year (Type 1)</p> <ul style="list-style-type: none"> <li>• Less than Rs 4 Crore: 0 mark</li> <li>• Rs 4 Crore to 5 Crore: 15 marks</li> <li>• Rs 5 Crore to 6 Crore: 20 marks</li> </ul>	No Change. RFP condition will prevail.
16	SN-1.3.2 (PG-11)	<p>Mobilization Advance:</p> <p>To promote and foster establishment of mega skill centre, BSDM shall provide a mobilization advance of maximum 10% of project cost, against a bank guarantee, which shall be adjusted proportionately during the Project Period. The project cost shall be determined as the total cost of training (Training Fee) being awarded by BSDM to the Selected bidder.</p>	How much % of the advance amount, Bank Guarantee required?	Mentioned in the RFP (Please refer)

17	Section 2: Instruction to bidders- 2.1.4 Financial Eligibility Criteria Type 2 Bidder, (Page no.14)	OTP- An agreement with a reputed corporate for providing technical supervision and placement of candidates trained under this project.	Since the MoU is required on a stamp paper, we request department to share a draft of MoU in order to have a standard document from organizations.	No standardization needed. Will differ organization to organization. If required, standardization will be made at LOA stage.
18	Evaluation Criteria for Bidder (Maximum of 100 Marks) (PG-26)	Having ISO 9001 quality certification	Our ISO 9001:2015 recertification audit has been done and the new certificate is awaited. Can we use the available certificate which expired on 5-08-2021 alongwith the email of recertification?	No Change. RFP condition will prevail.
19	Undertaking- (PG-31)	Undertaking	Do we need to self -attest this and upload?	No. The undertaking will apply for selected bidder/s as a part of agreement for project execution.
20	Establishment Modalities- SN-1.3.2 (PG-08)	The private training partner will set-up a Mega skill center of at least 15,000 sq. ft. at their own cost. In case the SSC courses chosen by the Training Partner at the Mega Skill Center require a larger area, the same will be made available by the Training partner.	Please state whether it will be mandatory to accredit center in Skill India Portal	Wii be as per BSDM Norms as modified time to time or as decided by BSDM.
21	Establishment Modalities- Mobilization SN-1.3.2 (PG-09)	• A refundable security deposit of INR 1000 to be taken from all enrolled candidates which will be returned to all certified (passed) candidates post certification.	its mandatory / only which will be returned to all certified (passed) candidates post certification, if few will unabale to deposit	Mandatory
22	Establishment Modalities- SN-1.3.2 (PG-10)	Attendance management Aadhaar Enabled Biometric Attendance System (AEBAS) to be mandatorily used to capture the attendance of trainees and trainers.	Due to covid its Aadhaar Enabled Biometric Attendance System (AEBAS) to be mandatorily is possible & its alternative	BSDM norms and guidelines as applicable time to time, will apply.
23	1.6.2 (e) Batch management (PG-14)	• A training batch would consist of not less than 15 and not more than 30 trainees.	batch split due to covid its minimun will needed to 10 (33%)	BSDM norms and guidelines as applicable time to time, will apply.

24	Append. V- Format –Financial Capability Statement	Format –Financial Capability Statement	how to fill this Consortium Bidding Agreement	Financial Qualifications ( in Consortium, Credentials of only Lead Partner will be evaluated)
25	APPENDIX – VII Format – Power of Attorney in favour of Authorized Signatory	Format – Power of Attorney in favour of Authorized Signatory  (On Non-Judicial Stamp Paper of appropriate value and duly notarized)	Non-Judicial Stamp Paper of appropriate value	Minimum on Rs. 100 Value
26	APPENDIX – IX Consortium Bidding Agreement	Consortium Bidding Agreement (On Non-Judicial Stamp Paper of appropriate value and duly notarized)	Non-Judicial Stamp Paper of appropriate value	Rs. 1000 Value or as applicable.
27	Tender Schedule/Programme, Point-08	Financial Bid Opening Date and Time	At what stage do we have to submit the financial proposal?	Please refer E-Proc website and method.
28	(f) Training Centre and Infrastructure-SN-1.6.2 (PG-15)	Training Centre and infrastructure	At what stage do we need to provide proof and supporting documents for identified building?	Post LOA stage.
29	(f) Training Centre and Infrastructure-SN-1.6.2 (PG-15)	Training Centre and infrastructure	Is there any specific criteria like location/ type of building etc for identification of the proposed building for MSC?	Please refer RFP
30	Financial Eligibility Criteria (Lead Partner in a consortium should satisfy) SN-2.1.4 (PG-19)	Type 2 Bidder - An agreement with a reputed corporate for providing technical supervision and placement of candidates trained under this project. In such case BSDM reserves the right to review and acknowledge the submitted agreement.	Is there any minimum criteria for the corporate like annual turnover, geographical presence of the company etc?  Type 2 bidder is required to submit agreement with only 1 or can be agreement with multiple corporates?	The organization should be a reputed corporate for providing technical supervision and placement of candidates.  One such agreement will also suffice.

31	(d) OTP (Offer Train Place) Model implementation SN-1.6.2 (PG-14)	Training Partners need to tie-up (signing MoUs) with reputed employers in India and abroad for placement. After selecting candidate for training, training partners need to give a conditional offer letter stating an assured placement after successful completion of training.	Will the agreement between Type 2 Bidder and corporate be treated as MoU for placement or we need to submit separate MoUs also?	This will be required at LOA stage for the respective sectors and job roles.
32	Mobilization, (PG-09)	Aadhar De-duplication will be ensured through BSDM Portal.	Request from BSDM that whether we can take candidates who are enrolled in other schemes of BSDM and there training is completed)	BSDM norms and guidelines as applicable time to time, will apply.
33	Attendance Management (PG-10)	Aadhaar Enabled Biometric Attendance System (AEBAS) to be mandatorily used to capture the attendance of trainees and trainers.	There is lots of issue occur when Finger print is not detected in the machine but the person is same, if such condition persist then what we have to do.	AEBAS will be mandatory.
34	Introduction (Pg-08)	Mega Skill Training Centre Space should be 15000 sqft	It should be existing or we can propose?	Will be required at Execution stage.
35	(c) Mapping Youth Aspiration (PG-14)	• Every Mega Skill Training Centre needs to establish Mobilization & Counselling Centre. Here training partner will undertake research to determine youth aspirations so as to determine their attitudes towards migration for placement etc	Is the mobilization & Counselling Centre, part of the training centre or it has to be separate, or can be mobile?	This will be a part of training centre.
36	SN-2.1.4 (PG-19)	Financial Eligibility Criteria (Lead Partner in a consortium should satisfy)	We have quarry that 2020-21 year provisional term is Allow to apply for a 2nd bidder in RFP through consortium	No Change. RFP condition will prevail.
37	Addition of New Point (n) "Provision of One time Meal daily" under sub-clause 1.6.2 of clause 1.6 (Terms and Scope of Work)	"Provision of One Time Meal daily"	The selected training partner will arrange for trainees an one-time meal/standard lunch/breakfast (by whatever name called), the cost of which will be borne by BSDM. The same will either be reimbursed on actual or on a standard rate as will be decided by CEO, BSDM at project execution stage, in order to ensure retention of candidates for the entire duration of the course which will be non-residential.	

\* End of the Document \*