

Date: 19/06/2025

REPLY TO PRE-BID QUERIES

Sub: Request for Proposal (RFP) for Empanelment of Training Agencies/Institutes for Entrepreneurship Development Programme (EDP) and Capacity Building across two Zones in Chhattisgarh under the RAMP Scheme

Ref: 1) NIT No. CSIDC/IPDD/2025-26/01/25 dated 05/06/2025
2) Pre-bid Meeting dated 16/06/2025

W.r.t the subject tender published vide NIT No. under reference (1) above, pre-bid meeting was held vide reference no (2). Reply to the Pre-bid Queries received till dated 16/06/2025 and pre-bid queries submitted by the bidders during the Pre-bid Meeting held at Meeting Hall, 3rd Floor, CSIDC Office, Udhog Bhawan, Ring Road No.1, Telibandha, Raipur (C.G) – 492006, the replies are as below:

Sl No	Tender Clause No. and Description as Existing	Query/ Modifications/ Clarifications requested	Reply
1	Section 8.1- Eligibility Criteria Sl.No.-4 (Experience), Pg No.- 37: The bidder must have at least 5 years of experience in providing services, technical assistance, implementation support, and conducting training in areas such as Entrepreneurship Development, Skill Development, MSME Promotion, Cluster Development, Capacity Building of MSMEs, Mentoring of Startups, and managing Incubation Centres.	The bidder must have experience during last 5 years in providing <u>services/technical assistance/ implementation support,</u> and conducting training in areas such as <u>Entrepreneurship Development or Skill Development or MSME Promotion or Cluster Development or Capacity Building under any Government schemes or Mentoring of Startups or managing Incubation Centres.</u>	Refer to Corrigendum 1
2	Section 8.2- Technical Bid Score Matrix, Sl. No. 2 Pg No.- 38: The bidder must demonstrate experience in executed or ongoing projects with Government agencies, including Central and State Governments, Public Sector Undertakings (PSUs), Corporations, and Government Societies, over the last five financial years, including time period for the date of bid publication in FY 2025–26.	The bidder must demonstrate experience in executed or ongoing projects with Government agencies, including Central and State Governments, Public Sector Undertakings (PSUs), Corporations, and Government Societies, over the last five financial years, including time period for the date of bid publication in FY 2025–26.	No Change

	<p>Eligible projects must involve providing services, technical assistance, implementation support, and organizing training in areas such as Entrepreneurship Development, Skill Development, MSME Promotion, Cluster Development, Capacity Building of MSMEs, Mentoring of Startups, and managing Incubation Centres.</p> <p>Projects may also include the implementation of sector-focused initiatives and the execution of Impact Assessments, MSME Scoping Studies, Skill Gap Analyses, as well as the organization of training programs, workshops, and seminars.</p>	<p>Eligible projects must be in <u>providing services/technical assistance/ implementation support/ conducting training</u> in areas such as <u>Entrepreneurship Development or Skill Development or MSME Promotion or Cluster Development or Capacity Building under any Government scheme or Mentoring of Startups or managing Incubation Centres.</u></p> <p>Projects may also include <u>Program Management</u> or implementation of sector-focused initiatives <u>or any Government schemes or execution of Impact Assessments or MSME Scoping Studies or Skill Gap Analyses, as well as the organization of training programs, workshops, and seminars.</u></p> <p>Marks:</p> <ul style="list-style-type: none"> • 5-10 projects: 10marks • 10-15 projects: 15marks • 15 and above projects: 20 marks 	
<p>3</p>	<p>Section 8.2- Technical Bid Score Matrix, Sl. No. 2 Pg No.- 38: The bidder must demonstrate experience in executed or ongoing projects with Government agencies, including Central and State Governments, Public Sector Undertakings (PSUs), Corporations, and Government Societies, over the last five financial years, including time period for the date of bid publication in FY 2025–26.</p> <p>Eligible projects must involve providing services, technical assistance, implementation support, and organizing training in areas such as Entrepreneurship Development, Skill Development, MSME Promotion, Cluster Development, Capacity Building</p>	<p>1. Since eligible project are long term project, we kindly request the authority to increase time limit as 10 year 2. We also request to kindly modify the marking as</p> <p>1-3 projects: 10marks – 3-5 projects: 15marks – 5 and above projects: 20 marks</p>	<p>No change</p>

	<p>of MSMEs, Mentoring of Startups, and managing Incubation Centres.</p> <p>Projects may also include the implementation of sector-focused initiatives and the execution of Impact Assessments, MSME Scoping Studies, Skill Gap Analyses, as well as the organization of training programs, workshops, and seminars.</p>		
4	<p>Section 8.2- Technical Bid Score Matrix Sl. No. 3, Pg No. 39:</p> <p>The bidder must demonstrate experience in executed or ongoing projects with a minimum individual project value of more than ₹50 lakhs, undertaken over the last five financial years, including time -period for the date of bid publication bid publication in FY 2025–26. Eligible projects should involve the provision of services, technical assistance, implementation support, and the organization of training activities in areas such as Entrepreneurship Development, Skill Development, MSME Promotion, Cluster Development, Capacity Building of MSMEs, Mentoring of Startups, and management of Incubation Centres. Projects may also include implementation of sector-focused initiatives, execution of Impact Assessments, MSME Scoping Studies, Skill Gap Analyses, and conducting training programs, workshops, and seminars.</p> <p>Marking Criteria:</p> <ul style="list-style-type: none"> • 5 to 10 projects: 5 marks • 11 to 15 projects: 10 marks • More than 15 projects: 15 marks 	<p>The bidder must demonstrate experience in executed or ongoing projects with a minimum individual project value of more than ₹50 lakhs, undertaken over the last five financial years, including time -period for the date of bid publication bid publication in FY 2025–26. Eligible projects should involve <u>providing services/technical assistance/ implementation support/ conducting training</u> in areas such as <u>Entrepreneurship Development or Skill Development or MSME Promotion or Cluster Development or Capacity Building under any Government scheme or Mentoring of Startups or managing Incubation Centres.</u> Projects may also include <u>Program Management</u> or implementation of sector-focused initiatives <u>or any Government schemes or execution of Impact Assessments or MSME Scoping Studies or Skill Gap Analyses, as well as the organization of training programs, workshops, and seminars.</u></p> <p>Marks:</p> <ul style="list-style-type: none"> • 5-10 projects: 10marks • 10-15 projects: 15marks • 15 and above projects: 20 marks 	Refer Corrigendum 1

5	<p>Section 8.2- Technical Bid Score Matrix Sl. No. 3, Pg No. 39:</p> <p>The bidder must demonstrate experience in executed or ongoing projects with a minimum individual project value of more than ₹50 lakhs, undertaken over the last five financial years, including time-period for the date of bid publication bid publication in FY 2025–26. Eligible projects should involve the provision of services, technical assistance, implementation support, and the organization of training activities in areas such as Entrepreneurship Development, Skill Development, MSME Promotion, Cluster Development, Capacity Building of MSMEs, Mentoring of Startups, and management of Incubation Centres. Projects may also include implementation of sector-focused initiatives, execution of Impact Assessments, MSME Scoping Studies, Skill Gap Analyses, and conducting training programs, workshops, and seminars.</p> <p>Marking Criteria:</p> <ul style="list-style-type: none"> • 5 to 10 projects: 5 marks • 11 to 15 projects: 10 marks • More than 15 projects: 15 marks 	<p>1. Since eligible project are long term project, we kindly request the authotiry to increase time limit as 10 year</p> <p>2. We also request to kindly modify the marking as</p> <p>1-3 projects: 10marks – 3-5 projects: 15marks – 5 and above projects: 20 marks</p>	No change
6	<p>Section 8.2- Technical Bid Score Matrix</p> <p>Sl. No. 4, Pg No. 40:</p> <p>The bidder must demonstrate experience in executed or ongoing projects undertaken during the last five financial years, including the period up to the date of bid publication in FY 2025–26.</p> <p>These projects must involve Entrepreneurship Development Programs (EDP/ESDP)</p> <p>Marking Criteria:</p> <ul style="list-style-type: none"> • 2 to 5 projects: 5 marks • 6 to 10 projects: 10 marks 	<p>The bidder must demonstrate experience in executed or ongoing projects undertaken during the last five financial years, including the period up to the date of bid publication in FY 2025–26.</p> <p>The bidder must demonstrate experience in executed or ongoing projects undertaken during the last five financial years, including the period up to the date of bid publication in FY 2025–26. These projects must involve Entrepreneurship Development Programs</p>	Refer to Corrigendum 1

	<ul style="list-style-type: none"> • More than 10 projects: 15 mark 	<p>(EDP/ESDP) or MSME/ Aspirants Enterprenours (College Students)/ SHGs/ Cooperatives/ Local Bodies/ Rural Units Training / Development programs</p> <p>Marking Criteria:</p> <ul style="list-style-type: none"> • 2 to 3 projects: 5 marks • 3 to 5 projects: 10 marks • More than 5 projects: 15 marks <p>This request is made to broaden the scope of eligible experience to include entrepreneurship and capacity-building programs delivered to a wider range of stakeholders relevant to the developmental objectives of the RFP—especially SHGs, cooperatives, rural units, and youth/college aspirants. It ensures that impactful, grassroots-level implementation experience is also appropriately evaluated.</p>	
7	<p>Section 8.2- Technical Bid Score Matrix</p> <p>Sl. No. 4, Pg No. 40: The bidder must demonstrate experience in executed or ongoing projects undertaken during the last five financial years, including the period up to the date of bid publication in FY 2025–26. These projects must involve Entrepreneurship Development Programs (EDP/ESDP)</p> <p>Marking Criteria:</p> <ul style="list-style-type: none"> • 2 to 5 projects: 5 marks • 6 to 10 projects: 10 marks • More than 10 projects: 15 mark 	<p>We also request to kindly modify the marking as</p> <p>1-3 projects: 5marks 3-5 projects: 10 marks 5 and above projects: 20 marks</p>	No Change
8	<p>Section 4.2 Evaluation of Bids, Page no 18: Financials through LCS (Least Cost Selection) method</p>	<p>We request you to kindly consider QCBS (70:30) as this will allow technical competent firms to participate</p>	<p>Due to the empanelment of the Agency in short time period, QCBS might not be a suitable mode.</p>

			However, to ensure the quality the minimum qualifying marks shall be increased from 70 to 80 (Clause no ---of RFP). Refer to Corrigendum 1
9	Section 7. Payment schedule, Page No. 33 Payment will be made based on achievement of specific milestones defined in table under SI.No.7	We request you to kindly consider the payment terms based on count of participants trained instead of deliverable as training activities usually measured on the basis of training count and mandays of training imparted	No Change
10	Tender Summary: SI no. 16 Earnest Money Deposit (EMD)	Request <u>to exempt from the EMD requirement or provide a suitable relaxation for Public and Government Institutions.</u> This will greatly encourage reputed public institutions to participate and contribute meaningfully to the RAMP Scheme's implementation	No Change
11	Tender Summary: SI no. 15- Tender Processing Fee	Tender Processing Fee of @ Rs. 5900/- shall be paid separately for each Tender Zone wise (total Rs. 5900/- X 5). Please clarify	Yes
12	Tender Summary: SI no. 13- Period of Contract 24 Months	Project Timeline is for 24 months: 1 Year for Zone 1 & 1 year for Zone 2. Please Clarify	Time Period is mentioned in Clause 2 , point 13 of the RFP. Project Timeline is for 24 months for each Zone Separately. If Selected, the work should started separately in each zone simultaneously.
13	General	Is there any specific guidelines/ SOP for RAMP Scheme.	Refer RAMP-Programme Implementation Manual issued by MoMSME, Govt. of India for detailed understanding of the Scheme. SOP for the portion of the Scheme covered under Scope of Work provided in this RFP shall be finalised once the respective agency is selected and Empanelled
14	Timeline	Stepwise Timeline for RAMP scheme for this RFP	Refer to the RFP

15	Sector/ Trades	Is there any targeted Sector/ Trades for training to be conducted?	Refer to the RFP
16	EDP Training	5 types of Training Identified: Type Targeted Candidates?	Refer to the RFP
17	Standard Formats	Is there any specific Formats / Forms or any Digital Portal for monitoring & support	Monitoring shall be done at various level and through various tools, specific requirements about which details shall be provided at the time of execution.
18	Tender Processing Fee	Tender Processing Fees @5900 each shall be submitted seperately for each Tender zone wise (Total 5900 X 2)	Yes. Refer to Clause 2 of the RFP
19	Curriculum Language	Should the curriculum be only in Hindi & English or local languages can be preffered.	The Curriculam will be in Hindi & English both
20	<p>5.1. Key Responsibilities: Page no 21</p> <p>Curriculum Development</p> <ul style="list-style-type: none"> • Develop training materials and curriculum in English and Hindi and submit them to SPIU for approval. • Ensure all content aligns with CSIDC- approved modules before implementation. • The selected training agency will be responsible for printing, distributing, and managing training materials for participants. • Develop varied learning formats including illustrated manuals, audio guides, and interactive workbooks 	<p>The authority is kindly requested to clarify.</p> <p>1. Since there will be more than one agency empaneled, the module developed shall be different from all the agencies.</p> <p>2. Can it be done centrally and given to the agencies for implementation to avoid delay and bring uniformity in implementation?</p>	This will be part of implementation. This would be informed after empanellment at the time of execution.
21	<p>Target Allocation Page 28</p> <p>5.2. Target Allocation The activity targets for the two-year period (FY 2025–26 and FY 2026–27) are outlined in the table below,</p>	<p>It is understood that there will be more than one agency empaneled for implementation. The agency shall be formulating business plan and financial bid based on geography and target allocation.</p> <p>Therefore, it is requested that minimum target for an agency should be fixed so that that we can calculate the execution cost.</p>	This will depend on the number of agencies empanelled.

22	<p>Distribution of Zones Page no 25</p> <p>The districts are the building block of zones. However, the zones are not geographically compact.</p>	<p>Considering a low budget program, can the zones be reconstituted based on geographical compactness so that the agencies can deploy the field team comfortably and expenses can be minimized. Or the agencies can be allocated a compact geography for implementation?</p>	No change
23	<p>Clause 8.2 (3), page no 38</p> <p>The bidder must demonstrate experience in executed or ongoing projects with a minimum individual project value of more than ₹50 lakhs, undertaken over the last five financial years, including time-period for the date of bid publication bid publication in FY 2025–26. Eligible projects should involve the provision of services, technical assistance, implementation support, and the organization of training activities in areas such as Entrepreneurship Development, Skill Development, MSME Promotion, Cluster Development, Capacity Building of MSMEs, Mentoring of Startups, and management of Incubation Centres. Projects may also include implementation of sector-focused initiatives, execution of Impact Assessments, MSME Scoping Studies, Skill Gap Analyses, and conducting training programs, workshops, and seminars.</p> <p>Marking Criteria:</p> <ul style="list-style-type: none"> • 5 to 10 projects: 5 marks • 11 to 15 projects: 10 marks <p>More than 15 projects: 15 marks</p>	<p>The RFP specifies eligibility based on experience in projects with a minimum individual value for more than Rs. 50 Lakhs. Kindly clarify whether a project with an exact value of Rs. 50 Lakh is eligible?</p> <p>We request to consider project with an exact value of Rs. 50 Lakh</p>	Refer to Corrigendum-1
24	<p>Section 4.4 (iii)</p> <p>Bidders agreeing to least cost (L1) shall be empanelled by CSIDC and a letter of empanelment shall be issued in this regard to the successful bidders</p>	<p>Will CSIDC split districts among multiple empanelled agencies or the complete target will be given to single agency?</p>	Refer to the RFP
25	<p>Section 5.2:</p> <p>Exposure visits (25) units of entrepreneurs / MSMEs per Batch), (25 units per Batch)Max Amount Rs 16000 per candidate</p>	<p>a) Whether the exposure visits can be conducted outside the state (interstate) or only within the state (interstate)?</p>	Exposure visits, both within the state and outside the state, will be organized for a duration of 2 days

		<p>b) What is the expected number of days for each exposure visit?</p> <p>Are there any preferred sectors, industries or model units for these visits that the department recommends?</p>	<p>(excluding travel time). The locations for these visits shall be identified based on the demand and relevance to MSMEs, with a focus on technology adoption, green packaging and processing practices, potential linkages with technical institutions, and other relevant best practices beneficial for the participants. The proposed locations will be shared with and finalized in consultation with department prior to implementation</p>
26	<p>8.1 Eligibility Criteria</p> <p>The prime bidder must have a minimum average annual turnover of INR 5 Cr in the last three (3) financial years (latest being FY 2024-25)</p>	<p>Our company is already executing the similar project of RAMP training in Maharashtra and 3 more projects for capacity building of MSMEs across PAN India. But this condition is restricting our eligibility.</p> <p>Hence it is humbly requested to relax this condition as "The prime bidder must have a minimum average annual turnover of INR 4 Cr in the last three (3) financial years (latest being FY 2024-25)".</p> <p>This will ensure better participation of bidders in the RFP process. As this is for empanelment for such an ambitious project, the department will have a pool of maximum number of agencies to complete the project.</p>	No Change
27	<p>Section 2: Tender Summary Point 14, Estimated Cost of Work</p>	<p>The Estimated Cost of work is inclusive of all duties, charges, GST and all applicable taxes but in section 3.4 Instruction for Financial Bid Preparation , sub section (vi & v) its written exclusive of GST and applicable Taxes.</p> <p>Pleas clarify that GST will be extra from the project cost.</p>	Refer to Corrigendum-1

28	General	<p>we would like to bring to your kind notice that our organisation is currently engaged as the Independent Verification Agency (IVA) for the Raising and Accelerating MSME Performance (RAMP) programme of the Ministry of Micro, Small and Medium Enterprises (MSME), Government of India, for a period of five years, effective from July 2023.</p> <p>In this context, we seek your clarification on whether our role as IVA under the RAMP programme would be considered a conflict of interest in applying for the above-mentioned tender floated by CSIDC, or if we are eligible to apply.</p>	Refer to Clause no Clause no. 3.2 (III) of the RFP
29	5.1 Key Responsibilities-Exposure Visit and Practical Learning	<ol style="list-style-type: none"> 1. Clarify how many national exposure visits and state visits to be conducted in Zone-1 out of 12 2. Clarify how many national exposure visits and state visits to be conducted in Zone-2 out of 12 3. Kindly share one sample plan for the national and state exposure visit for calculation of budget 4. How many days program for the national & state visits so that we can calculate the budget 5. Please provide actual meaning of unit, it is a person or all members to be visited in the exposure visits in each zone 	<ol style="list-style-type: none"> 1. 12 exposure visit in Zone 1 2. 12 exposure visit in Zone 2 3. Refer to RFP 4. Exposure visits, both within the state and outside the state, will be organized for a duration of 2 days (excluding travel time) 5. Refer to RFP
30	5.1 Key Responsibilities-Points 7, DP / ESDP assistance programs Modules	<ol style="list-style-type: none"> 1. Clarify the training timing each day (no of hours) and shall we will provide lunch, tea etc, during the training program 2. Is there any requirement for night stay for training candidates 	<ol style="list-style-type: none"> 1. One day training program 2. Yes, lunch, tea etc, during the training program shall be provided 3. Agency should decided as per the budget provided.
31	5.1 Key Responsibilities-Points 8, EDP for prospective	<ol style="list-style-type: none"> 1. Clarify the training timing each day, and shall the 	<ol style="list-style-type: none"> 1. One day training program

	entrepreneurs, women entrepreneurs, SHGs	agency will provide lunch, tea etc. During the training program 2. Is there any requirement for night stay for training candidates	2. Agency should be decided as per the budget provided.
32	5.1 Key Responsibilities- Points 9, Advanced training Program	1. What kind of training program is required under advanced skill development Training program 2. How many hours per day training is required to be conducted and what kind of lab & training infrastructure required 3. Is there any requirement for night stay for training candidates 4. Shall we provide tea, lunch during the one day training program	1. Refer to RFP 2. One day training program, refer to the RFP 3. Agency should be decided as per the budget provided. 4. Yes
33	5.2 Target Allocation -District Level Sensitisation Programme	Shall we provide tea, lunch during the one day training program	Yes
34	9.13 Form 13: Financial Bid Submission Form	In table, shall we take number of activities is like total number of programs in Zone as per our understanding in Zone-1 262 programs are there and zone -2 (233) programs are there, kindly confirm	Already mentioned in the RFP

All the other terms and conditions of the RFP remain unaltered unless amended and addendum/corrigendum issued and published on the e-Procurement portal at <https://eproc.cgstate.gov.in>.

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