

Date: 19/06/2025

REPLY TO PRE-BID QUERIES

Sub: Request for Proposal (RFP) for Empanelment of Training Agencies/Institutes for Sector Specific Training Programmes across two Zones in Chhattisgarh under the RAMP Scheme

Ref: 1) NIT No. CSIDC/IPDD/2025-26/02/25 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:

SI No	Tender Clause No. and Description as Existing	Query/ Modifications/ Clarifications requested	Reply
1	8.1. Eligibility Criteria 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)	Kindly Clarify which document to submit as the Audited Annual Financial Report for the F.Y. 2024-2025 is still under audit process. Shall declaration suffice?	Refer Section 8.1 (2) of the RFP
2	8.2. Technical Bid Score Matrix 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. 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.	Is all the criteria needed or any one will suffice?	Refer to RFP
3	8.1. Eligibility Criteria	The bidder must have experience during last 5 years	Refer Corrigendum 1

	<p>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 experience may also include implementing sector-focused initiatives, conducting Impact Assessments, MSME Scoping Studies, Skill Gap Analyses, and organizing training programs, workshops, and seminars, specifically aimed at MSMEs or similar sectors.</p>	<p>in providing services/technical assistance/ implementation support and conducting training in areas such as 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.</p>	
4	<p>Section 8.1- Eligibility Criteria SI.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.</p>	<p>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></p>	Refer to Corrigendum 1
5	<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. Eligible projects must involve providing services, technical assistance, implementation support, and organizing training in areas such as</p>	<p>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. Eligible projects must be in <u>providing services/technical assistance/ implementation support/ conducting training</u> in areas such as <u>Entrepreneurship Development or Skill</u></p>	Refer to Corrigendum-1

	<p>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><u>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 	
6	<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 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</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 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</u></p>	Refer to Corrigendum 1

	<p>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><u>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 	
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>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 include Entrepreneurship Development Programs (EDP/ESDP)/Training or any Capacity Building & Training projects under any government schemes</p>	Refer to Corrigendum 1
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. However, to ensure the quality the minimum qualifying marks shall be increased from 70 to 80 (Clause no 4.2 of the RFP). Refer to Corrigendum 1</p>
9	<p>Section 7. Payment schedule, Page No. 33 Payment will be made based on achievement of specific milestones defined in table under Sl.No.7</p>	<p>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</p>	No Change
10	<p>8.2. Technical Bid Score Matrix 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</p>	<p>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</p>	No Change

	<p>financial years, including time period for the date of bid publication in FY 2025–26. 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. 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>Marking Criteria: -5-10 projects: 10marks -10-15 projects: 15marks -15 and above projects: 20 marks</p>	<p>date of bid publication in FY 2025–26. Eligible projects must be in providing services/technical assistance/ implementation support/ conducting training in areas such as 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. Projects may also include Program Management or implementation of government schemes including CB&S or execution of Impact Assessments or MSME Scoping Studies or Skill Gap Analyses, as well as the organization of training programs, workshops, and seminars.</p> <p>Marks:</p> <ul style="list-style-type: none"> • 5-8 projects: 10marks • 8-10 projects: 15marks • 10 and above projects: 20 marks 	
11	<p>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. 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</p>	<p>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, Scheme/ Loan Appraisal implementation support, and conducting training in areas such as</p>	No Change

	<p>Building of MSMEs, Mentoring of Startups, and managing Incubation Centres. 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>Marking Criteria: -5-10 projects: 10marks - 10-15 projects: 15marks - 15 and above projects: 20 marks</p>	<p>Entrepreneurship Development, Cooperative Development, Skill Development, MSME/ SHG/ Cooperatives/ local Bodies/ Rural Units Promotion, Cluster Development, Capacity Building of MSMEs/ SHG/ Cooperatives/ local Bodies/ Rural Units, Mentoring of Startups/ Entrepreneur/ College Aspirants, and managing Incubation Centres.</p> <p>Projects may also include the implementation of sector-focused initiatives and the execution of Impact Assessments, MSME/ SHG/ Cooperatives/ local Bodies/ Rural Units Scoping Studies, Skill Gap Analyses, as well as the organization of training programs, workshops, and seminars. specifically aimed at MSMEs/ SHG/ Cooperatives/ Local Development or similar sectors.</p> <p>Marking Criteria: 2-3 projects: 10marks 3-5 projects: 15marks >5 and above projects: 20 marks</p>	
12	8.2. Technical Bid Score Matrix	Request the department please make similar changes in the eligible projects as requested above in SI. No. 4 of this table.	No Change
13	8.2. Technical Bid Score Matrix The bidder must demonstrate experience in executed or ongoing projects undertaken during the last five financial years, including period for the date of bid publication in FY 2025–26. These projects must involve training, capacity building, skill development, cluster development, or	The bidder must demonstrate experience in executed or ongoing projects undertaken during the last five financial years, including period for the date of bid publication in FY 2025–26. These projects must involve training, capacity building, skill development, cluster development, or	No Change

	<p>implementation support in any of the following focus sectors: Iron & Steel, Minor Forest Produce (MFP), Plastics, Tourism, Handicrafts, and Handlooms.</p> <p>Marking Criteria:</p> <ul style="list-style-type: none"> •Experience in any one of the focus sectors - 5 marks •Experience in any two of the focus sectors- 10 marks •Experience in three or more of the focus sectors- 15 marks 	<p>implementation support in any of the following focus sectors: Iron & Steel, Minor Forest Produce (MFP)/ Plastics, Tourism/ Handicrafts/ Rural development and Panchayati Raj/ Handlooms.</p>	
14	<p>8.2. Technical Bid Score Matrix</p> <p>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. 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. 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>Marking Criteria:</p> <ul style="list-style-type: none"> -5-10 projects: 10marks -10-15 projects: 15marks -15 and above projects: 20 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 in FY 2025–26. Eligible projects should involve the provision of services, technical assistance, Scheme/ Loan Appraisal, implementation support, and the organization of training activities in areas such as Entrepreneurship Development, Cooperative Development, Skill Development, MSME/ SHG/ Cooperatives/ local Bodies/ Rural Units Promotion, Cluster Development, Capacity Building of MSMEs SHG/ Cooperatives/ local Bodies/ Rural Units Mentoring of Startups /Entrepreneurs / College Aspirants and management of Incubation Centres. Projects may also include implementation of sector-focused initiatives, execution of Impact Assessments, MSME/ SHG/ Cooperatives/ local Bodies/ Rural Units Scoping Studies, Skill Gap Analyses, and conducting training programs, workshops, and seminars. Specifically aimed at MSMEs/ SHG/ Cooperatives/Local</p>	Refer to Corrigendum-1

		<p>Development or Similar Sectors. Marking Criteria: • 2 to 3 projects: 10 marks • 3 to 5 projects: 15 marks • More than 5 projects: 20 marks</p>	
16	<p>8.1. Eligibility Criteria 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) The bidder must submit turnover details for the last three financial years. For FY 2024-25, a provisional turnover statement duly certified by a Chartered Accountant (CA) with UDIN must be submitted. • Statutory Auditor Certificate</p>	<p>• Statutory Auditor Certificate / Certificate from a Practising Chartered Accountant (CA) • Audited Balance Sheets and Profit & Loss Statements</p>	Refer to Corrigendum-1
17	<p>8.1 Eligibility Criteria 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 experience may also include implementing sector-focused initiatives, conducting Impact Assessments, MSME Scoping Studies, Skill Gap Analyses, and organizing training programs, workshops, and seminars, specifically aimed at MSMEs or similar sectors.</p>	<p>The bidder must have at least 5 years of experience in providing services, technical assistance, Scheme/ Loan Appraisal implementation support, and conducting training in areas such as Entrepreneurship Development, Cooperative Development, Skill Development, MSME/ SHG/ Cooperatives/ local Bodies/ Rural Units Promotion, Cluster Development, Capacity Building of MSMEs/ SHG/ Cooperatives/ local Bodies/ Rural Units, Mentoring of Startups/ Enterpreneurs/ College Aspirants, and managing Incubation Centres. The experience may also include implementing sector-focused initiatives, conducting Impact Assessments, MSME/ SHG/ Cooperatives/ local Bodies/ Rural Units Scoping Studies, Skill Gap Analyses, and organizing training programs, workshops, and seminars , specifically aimed at MSMEs/ SHG/ Cooperatives/ Local Development or similar sectors.</p>	Refer to corrigendum -1

18	<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
19	<p>Section 4.4 (iii) 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>	Will CSIDC split districts among multiple empanelled agencies or the complete target will be given to single agency?	Refer to the RFP
20	<p>Section 5.2: 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> <p>b) What is the expected number of days for each exposure visit?</p> <p>c) Are there any preferred sectors, industries or model units for these visits that the department recommends?</p>	Exposure visits, both within the state and outside the state, will be organized for a duration of 2 days (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 CSIDC prior to implementation
21	7. Payment schedule Payments will be released based on the achievement of specified milestones, with a clear linkage to the aforementioned activities and deliverables.	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
22	8.1 Eligibility Criteria 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>The maximum value of “minimum average turnover” criteria has typically been Rs 2 Crores. However, in the recently published EOI of Chhattisgarh, the minimum average turnover requirement has been set at Rs 5 Crores, which significantly raises eligibility threshold.</p> <p>In Multiple EoIs published across various states, the maximum value of minimum average turnover criteria has typically been Rs. 2 crores. However, in the recently published EOI of Chhattisgarh, the minimum average turnover requirements has been set at Rs. 5 crores, which significantly raises the eligibility threshold. As a result, local training agencies and partners may be excluded from applying, limiting their participation and contribution to skill development initiatives in the state.</p> <p>In view of this, we kindly request a review of the turnover clauses in the said EOI to ensure equitable opportunities for local training providers.</p>	No Change
23	Tender Processing Fees	Tender Processing Fees @5900 each shall be submitted separately for each Tender zone wise (Total 5900 X 2)	Yes. Refer to Clause 2 of the RFP

24	Training for Zone 1 & Zone 2	Project timeline is for 24 months: 1 year for Zone 1 & 1 year for Zone 2?	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.
25	Sector / Trades	Is there any targeted Sector/ Trades for training to be conducted?	Refer to the RFP
26	Timeline	Stepwise time line for RAMP Scheme for above RFPs.	Refer to RFP
27	RAMP Scheme Guidelines / SOP	Is there any detailed SOP for conducting these programmes?	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
28	Curriculum Language	Should the curriculum be only in Hindi & English or local languages can be preferred.	The Curriculum will be in Hindi & English both
29	List of Programmes	Is there any list of Trades for Sector Specific training programs.	Refer to the RFP
30	EMD Exemption	Consideration to Exempt from the payment of Earnest Money Deposit (EMD) and application of Fees for Participation in the Tender Process <u>Request 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
31	Tender Summary: SI no. 16 Earnest Money Deposit (EMD)	<u>Request to exempt from the EMD requirement or provide a suitable relaxation for Public and Government Institutions.</u> This will greatly encourage reputed public	No Change

		institutions to participate and contribute meaningfully to the RAMP Scheme's implementation	
32	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.
33	Page 33, Point No. 7 – Payment Schedule The RFP mentions that 10% payment will be made in the 1st quarter out of 8 quarters.	Request to increase the initial payment 30% of the yearly cost. As the project requires significant upfront investment in mobilization, infrastructure setup, and training staff deployment, it is financially burdensome to start activities with only 10% advance. We request the department to kindly consider our request for 30% disbursement in the first yearly Tranche to ensure smooth and effective program implementation.	No Change

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>.

**Managing Director,
CSIDC, Udyog Bhawan,
Ring Road No.1, Telibandha,
Raipur (C.G) – 492006**