

Date: 19/06/2025

REPLY TO PRE-BID QUERIES

Sub: Request for Proposal (RFP) for Selection of Agency for Deployment of Sector Experts for Focus Sector Development under the RAMP Scheme in Chhattisgarh.

Ref: 1) NIT No. CSIDC/IPDD/2025-26/03/25 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	Section 8.1- Eligibility Criteria 2. Financial Capacity Pg No.- 31: The prime bidder must have a minimum average annual turnover of INR 1 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. Required documents: • Statutory Auditor Certificate • Audited Balance Sheets and P&L Statements	We request the authority to allow submission CA Certificate from a Practicing Chartered Accountant (with UDIN) in place of a Statutory Auditor Certificate , especially for entities not required to appoint a statutory auditor. This will ease compliance and enable broader participation without affecting financial credibility	Refer to Corrigendum-1
2	Section 8.1- Eligibility Criteria 4. Experience, Pg No.- 35: 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	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	Refer to Corrigendum 1

	<p>Startups, and managing Incubation Centres. The experience may also include implementing sector-focused initiatives, conducting Impact Assessments, diagnostic study report, MSME Scoping Studies, Skill Gap Analyses, and organizing training programs, workshops, and seminars, specifically aimed at MSMEs or similar sectors.</p> <p>Required documents:</p> <ul style="list-style-type: none"> • Work Order / Contract • Experience / Completion Certificates 	<p>Promotion, Cluster Development, Capacity Building of MSMEs/ SHG/ Cooperatives/ local Bodies/ Rural Units, Mentoring of Startups/ Entrepreneurs / College Aspirants, and managing Incubation Centres.</p> <p>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>	
		<p>we humbly request that the year limit in the clause be reduced to 3 years. This modification will align with the broader vision of inclusivity and competitiveness, while still ensuring a credible level of experience and delivery capacity. We propose the following revised wording for your consideration: “The bidder must have at least 3 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 Centers. The experience may also include implementing sector- focused initiatives, conducting impact assessments, diagnostic study report, MSME scoping Studies, Skill Gap Analysis, and organizing training programs, workshops, and seminars, specifically aimed at MSME or similar sectors.”</p>	<p>No Change</p>

<p>3</p>	<p>Section 8.2- Technical Bid Score Matrix, Sl. No. A. Bidder's Experience_1. Evaluation of Proposed Team</p> <p>(i) Food Processing Sector Expert, The evaluation for the Food Processing Sector Expert (1 position) will carry a total of 12 marks, distributed as follows:</p> <p>1. Educational Qualification & Experience (Maximum: 8 Marks) •Bachelor's degree in a relevant subject with at least 10 years of work experience / Master's degree in a relevant subject with at least 8 years of work experience, as per the specified criteria – 8 marks</p> <p>2. Additional Certifications and Experience-Based Criteria (Maximum: 4 Marks) To be awarded only if the candidate meets the minimum qualification and experience criteria listed above: •Relevant certifications (e.g., FOSTAC, HACCP, ISO 22000, FSSC 22000 or other food safety standards) – 2 marks •Minimum 2 years of experience in delivering long-term government sector projects – 1 marks •Minimum 5 years of industrial development experience – 1 marks.</p> <p>(ii) Production Engineering Expert: The evaluation for the Production Engineering Expert (1 position) will carry a total of 12 marks, distributed as follows:</p> <p>1. Educational Qualification & Experience (Maximum: 8 Marks) •Bachelor's degree in a relevant subject with at least 10 years of work experience / Master's degree in a relevant subject with at least 8 years of work experience, as per the specified criteria – 8 marks</p> <p>2. Additional Certifications and Experience-Based Criteria (Maximum: 4 Marks)</p>	<p>It is requested to kindly provide relaxation in the requirement for submission of educational and experience certifications at the bid stage. We request that educational and experience certificates of experts may be allowed to be submitted at the time of deployment, instead of at the time of bid submission. This will enable greater flexibility in onboarding subject-matter experts and ensure timely compliance without impacting the quality of resources proposed.</p>	<p>Refer to Corrigendum 1</p>
		<p>We humbly request that a more balanced and pragmatic approach be considered in evaluating the proposed team. This could involve introducing broader equivalency for qualifications or giving weight to relevant and demonstrable field experience, even in the absence of very specific certifications. Such flexibility would encourage wider participation from capable firms and ensure that the spirit of quality and impact remains intact without compromising on feasibility. We propose the following revised wording for your consideration:</p> <p>(i) Food Processing Sector Expert: The evaluation for the Food Processing Sector Expert (1 position) will carry a total of 12 marks, distributed as follows:</p> <p>1. Educational Qualification & Experience (Maximum: 8 Marks) • Bachelor's degree in a relevant subject with at least 7 years of work experience / Master's degree in a relevant subject with at least 5 years of work experience, as per the specified criteria – 8 marks</p>	<p>No change</p>

	<p>To be awarded only if the candidate meets the minimum qualification and experience criteria listed above:</p> <ul style="list-style-type: none"> •Relevant certifications ((Lean Manufacturing, Six Sigma, Certified Manufacturing Engineer (CMfgE)) – 2 marks •Minimum 2 years of experience in delivering long-term government sector projects – 1 marks. •Minimum 5 years of industrial development experience – 1 marks. <p>(iii) Handicraft & Textile Sector Expert (Young Professional): Handicraft & Textile Sector Expert (Young Professional): The evaluation for the Handicraft & Textile Sector Expert (Young Professional) (1 position) will carry a total of 8 marks, distributed as follows:</p> <p>1. Educational Qualification & Experience (Maximum: 5 Marks)</p> <ul style="list-style-type: none"> •Bachelor's degree in a relevant subject with at least 5 years of work experience / master's degree in a relevant subject with at least 3 years of work experience, as per the specified criteria – 5 Marks <p>2. Additional Certifications and Experience-Based Criteria (Maximum: 3 Marks)</p> <p>To be awarded only if the candidate meets the minimum qualification and experience criteria listed above:</p> <ul style="list-style-type: none"> •Relevant certifications (Certificate in Handloom Technology / Certificate in Fashion & Textile Design / Certificate in Natural Dyeing and Block Printing/ Certificate in Artisan Entrepreneurship or Rural Business Management / Craft Cluster Development Executive Training Certificate / Export Management for Handicrafts Certificate)– 1 marks •Minimum 1 years of experience in delivering long-term government sector projects – 1 marks. 	<p>2. Additional Certifications and Experience-Based Criteria (Maximum: 4 Marks)</p> <p>To be awarded only if the candidate meets the minimum qualification and experience criteria listed above:</p> <ul style="list-style-type: none"> • Relevant certifications (e.g., FOSTAC, HACCP, ISO 22000, FSSC 22000 or other food safety standards). – Preferable • Minimum 2 years of experience in delivering long term government sector projects – 2 marks • Minimum 5 years of industrial development/ food processing experience – 2 marks. <p>(ii) Production Engineering Expert: The evaluation for the Production Engineering Expert (1 position) will carry a total of 12 marks, distributed as follows:</p> <p>1. Educational Qualification & Experience (Maximum: 8 Marks)</p> <ul style="list-style-type: none"> • Bachelor's degree in a relevant subject with at least 7 years of work experience / Master's degree in a relevant subject with at least 5 years of work experience, as per the specified criteria – 8 marks <p>2. Additional Certifications and Experience-Based Criteria (Maximum: 4 Marks)</p> <p>- To be awarded only if the candidate meets the minimum qualification and experience criteria listed above:</p> <ul style="list-style-type: none"> •Relevant certifications ((Lean Manufacturing, Six Sigma, Certified Manufacturing Engineer (CMfgE)) – Preferable •Minimum 2 years of experience in delivering long term government sector projects – 2 marks. • Minimum 5 years of industrial development/ production Engineering experience – 2 marks 	
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	<p>•Minimum 1 years of industrial development experience – 1 marks</p> <p>(iv) Plastic Sector Expert (Young Professional): The evaluation for the Plastic Sector Expert (Young Professional) (1 position) will carry a total of 8 marks, distributed as follows:</p> <p>1. Educational Qualification & Experience (Maximum: 5 Marks) •Bachelor’s degree in a relevant subject with at least 5 years of work experience / master’s degree in a relevant subject with at least 3 years of work experience, as per the specified criteria – 5 Marks</p> <p>2. Additional Certifications and Experience-Based Criteria (Maximum: 3 Marks) To be awarded only if the candidate meets the minimum qualification and experience criteria listed above: •Relevant certifications (Plastic Processing, Recycling Technologies, Quality Control in Plastics, Sustainable Plastics) – 1 Mark)– 1 marks •Minimum 1 years of experience in delivering long-term government sector projects – 1 marks. •Minimum 1 years of industrial development experience – 1 marks.</p>	<p>(iii) Handicraft & Textile Sector Expert (Young Professional): The evaluation for the Handicraft & Textile Sector Expert (Young Professional) (1 position) will carry a total of 8 marks, distributed as follows:</p> <p>1. Educational Qualification & Experience (Maximum: 5 Marks) •Bachelor’s degree in a relevant subject with at least 5 years of work experience / master’s degree in a relevant subject with at least 3 years of work experience, as per the specified criteria – 5 Marks</p> <p>2. Additional Certifications and Experience-Based Criteria (Maximum: 3 Marks) To be awarded only if the candidate meets the minimum qualification and experience criteria listed above: •Relevant certifications (Certificate in Handloom Technology / Certificate in Fashion & Textile Design / Certificate in Natural Dyeing and Block Printing/ Certificate in Artisan Entrepreneurship or Rural Business Management / Craft Cluster Development Executive Training Certificate / Export Management for Handicrafts Certificate)– Preferable •Minimum 1 years of experience in delivering long term government sector projects – 1.5 marks. • Minimum 1 years of industrial development/ Handloom/ handicraft sector experience – 1.5 marks.</p> <p>(iv) Plastic Sector Expert (Young Professional): The evaluation for the Plastic Sector Expert (Young Professional) (1 position) will carry a total of 8 marks, distributed as follows:</p>	
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		<p>1. Educational Qualification & Experience (Maximum: 5 Marks)</p> <ul style="list-style-type: none"> • Bachelor's degree in a relevant subject with at least 5 years of work experience / master's degree in a relevant subject with at least 3 years of work experience, as per the specified criteria – 5 Marks <p>2. Additional Certifications and Experience-Based Criteria (Maximum: 3 Marks) To be awarded only if the candidate meets the minimum qualification and experience criteria listed above:</p> <ul style="list-style-type: none"> •Relevant certifications (Plastic Processing, Recycling Technologies, Quality Control in Plastics, Sustainable Plastics) – Preferable • Minimum 1 years of experience in delivering long term government sector projects – 1.5 marks. •Minimum 1 years of industrial development experience – 1.5marks. 	
4	<p>Section 8.2- Technical Bid Score Matrix, Sl. No. 3 Pg No.- 40: Number of Projects with Government Agencies (Central Govt., State Govt., PSUs, Corporations, Govt. Societies) related to consultancy, advisory, technical assistance, or implementation support for activities related to MSME promotion, cluster development, capacity building of MSMEs, Entrepreneurship Development Programmes (EDP), Entrepreneurship Skill Development Programmes (ESDP), skill development, Establishment of Enterprises, Linkages and Sustainability, mentoring of startups, incubation centres, training Implementation of sector-focused initiatives or training programs Marking Criteria: -3-5 projects: 2 marks -5-10 projects: 3 marks -10 and above projects: 5 marks</p>	<p>Number of Projects with Government Agencies (Central Govt., State Govt., PSUs, Corporations, Govt. Societies) related to consultancy, advisory, technical assistance, or implementation support for activities related to MSME promotion, cluster development, capacity building of MSMEs /SHG/ Cooperatives / local Bodies/ Rural Units, Entrepreneurship Development Programmes (EDP), Entrepreneurship Skill Development Programmes (ESDP), skill development, Establishment of Enterprises, Linkages and Sustainability, mentoring of startups, incubation centres, training Implementation of sector-focused initiatives or training programs for MSMEs/ Aspirants Enterprenours (College</p>	Refer to Corrigendum-1

	<p>Required documents: Copy of Work Orders / Grant Letters / Project Sanction Orders / Engagement Letter or Declaration on the letterhead of Central Government / State Government / CPSUs / SPSUs in the name of Execution Partner. Format in Form 3: Organization Project Experience (Please include Narrative Description of the work, contact details of the Client and supporting documents)</p>	<p>Students)/ SHGs/ Cooperatives/ Local Bodies/ Rural Units Marking Criteria: 2-3 projects: 2 marks 3-5 projects: 3 marks 5 and above projects: 5 marks</p>	
		<p>With reference to the clause in the RFP that allocates maximum marks (5 marks) to bidders having experience in 10 or more projects in the specified domain, we fully acknowledge and respect the intent of this criterion — ensuring that bidders demonstrate robust implementation capability and relevant past performance. However, we would like to respectfully submit that this threshold may inadvertently limit participation from several competent firms — particularly those that have successfully executed 5 to 7 projects of similar scale and complexity, including setting up Project Management Units (PMUs) for both Central and State Government departments across diverse sectors.</p> <p>Number of projects with Government Agencies (Central Govt., State Govt., PSUs, Corporations, Govt. Societies) related to consultancy, advisory, technical assistance, or implementation support for activities related to MSME promotion, cluster development, capacity building of MSMEs, Entrepreneurship Development Program (EDP), Entrepreneurship Skill Development (ESDP), skill Development, Establishment of enterprises, Linkage and sustainability, mentoring of startups, incubation centers, training implementation of sector focused initiatives or training programs.</p> <p>Marking Criteria:</p>	<p>No Change</p>

		<p>- 3-5 Projects: 3 Marks - 5 and Above Projects: 5 Marks</p>	
5	<p>clause 7. 7. Payment Schedule, Page 33</p>	<p>1. As per clause 7. Payment Schedule, the payments are quarterly and milestone based and As per clause 9.13. Form 13: Financial Bid Submission Form (To be submitted online): We request to kindly clarify that the payment will be made to consultant are quarterly (based on deployment) or milestone based.</p> <p>2. The selected agency will be responsible for timely delivery of the following key outputs and outcomes as part of the engagement under the RAMP Scheme: To render the suggested scope of work, the agency will incur many out of pocket expenses like field visit, stakeholders and experts engagement, travel etc which is very difficult to estimate this time The authority is kindly requested to allow reimbursement of out of pocket expenses as per government rules.</p>	<p>Payment shall be made quarterly</p>
		<p><i>As per clause 7. Payment Schedule, the payments are quarterly and milestone based and As per clause 9.13. Form 13: Financial Bid Submission Form (To be submitted online): We request to kindly clarify that the payment will be made to consultant are quarterly (based on deployment) or milestone based.</i></p>	<p>Payment shall be made quarterly.</p>
6	<p>5.2.1 Target Details Page no 28</p> <p><i>Maximum amount limit: 4 resources (2 Resources@ Rs/- 210000 and 2 Resources @ Rs/- 70000 (YP):</i></p>	<p><i>As we need to quote per month quote as per 9.13. Form 13: Financial Bid Submission Form (To be submitted online), kindly clarify if we can not quote more than target details resource cost.</i></p>	<p>No. The quote should be as per the target details resource cost. Hence no change</p>
7	<p>5.1. Key Responsibilities: Engagement and Deployment of Sector Experts Page 26</p>	<p><i>It is submitted that conducting detailed sector shall be difficult for</i></p>	<p>No Change</p>

	<p>Sectoral Studies and Technical Advisory</p> <ul style="list-style-type: none"> • Conduct detailed sector studies to analyze market trends, export opportunities, emerging technologies, and relevant policy frameworks. Prepare a comprehensive Skill Gap Analysis Report highlighting sector-specific challenges, opportunities, and training recommendations, based on survey inputs from artisans, MSMEs, industry associations, bankers, and other stakeholders. 	<p><i>deployment like young professional with 3 years of experience</i></p>	
8	RAMP Scheme Guideline/ SOP	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
9	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.
10	Timeline	Stepwise time line for RAMP Scheme for this RFP	Refer to the RFP
11	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
12	<p>11. General Conditions of Contract Page no 80</p> <p>Availability of Key Personnel Clause 8.2.1 The Bidder's team shall be available in the office of CSIDC or wherever posted, on all the working days of Govt. of Chhattisgarh, and on public holidays also as and when necessary as felt necessary by the CSIDC. This is necessary since the bidder needs to support the CSIDC continuously throughout the consultancy</p>	We kindly request you to clarify if the bidder needs to deploy team as per clause 8.2.1 in CSIDC office.	As and when required as per schedule.

	period. The attendance of the personnel will be monitored by the MD, CSIDC or an authority /authority so specified by the MD, CSIDC. All the personnel of the Consultancy shall necessarily put in not less than 22 working days in any calendar month.		
13	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
		We are autonomous body under MoMSME , Gol. As government organisation, we are engaged in promotion of skill development, precision manufacturing support, and technical consultancy services for industry and youth empowerment.	No Change
14	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,
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