

**Date:** 22/10/2025

### **REPLY TO PRE-BID QUERIES**

Sub: Request for Proposal (RFP) for Selection of Agency for Deployment of District-Level Resources for MSME Facilitation Centres under the RAMP Scheme in Chhattisgarh.

Ref: 1) NIT No. CSIDC/IPDD/2025-26/04/25 dated 10/10/2025  
2) Pre-bid Meeting dated 17/10/2025

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 17/10/2025 and pre-bid queries submitted by the bidders during the Pre-bid Meeting held at Meeting Hall, 3<sup>rd</sup> 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     | <b>8.1 (2) Financial Capacity:</b><br>The prime bidder must have a minimum average annual turnover of INR 15 Cr from the Similar Work in the last three (3) financial years (latest being FY 2024-25). The bidder must submit turnover details for the last three financial years.<br><br>“Similar Work” means providing manpower services/ consulting services and conducting training in areas such as Entrepreneurship Development, Skill Development, MSME Promotion/ Cluster Development, Capacity | As per RFP, the eligibility criteria require that the average annual turnover of INR 15 Cr. Be from similar assignments. We request that the clause be modified to consider the average annual turnover of the firm from all operations, instead of restricting it to only similar assignments. Since the average annual turnover is already evaluated under the eligibility criteria, it is requested that turnover of the the as a whole be considered. | No Change |
|       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Request for relaxation in the Average Annual Turnover criteria                                                                                                                                                                                                                                                                                                                                                                                            | No Change |

|          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                       |
|----------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------|
|          | <p>Building of MSMEs/Mentoring of Startups/ Entrepreneurs.</p> <p>For turnover from similar work, statement duly certified by a Chartered Accountant (CA)/ Statutory Auditor(SA) with UDIN must be submitted.</p>                                                                                                                                                                                                                                                                                                                        | <p>mentioned under the Eligibility and Bid Evaluation section of the tender for startup organization as per Government of India's Startup India initiative encouraging participation of emerging enterprises</p>                                                                                                                                                                                                                                                                                                                                                          |                                                                                       |
| <b>2</b> | <p><b>8.1 (4) Experience:</b></p> <p>The bidder must have at least 5 years of experience. The Bidder in last 5 years has experience in providing manpower services/ consulting services and conducting training in areas such as Entrepreneurship Development, Skill Development, MSME Promotion/ Cluster Development, Capacity Building of MSMEs/Mentoring of Startups/ Entrepreneurs</p> <p>The experience may also include organizing training programs, workshops, and seminars, specifically aimed at MSMEs or similar sectors.</p> | <p>As per the clause, the experience period is restricted to the last 5 financial years, which excludes the ongoing year 2025-26. We request that the experience period be considered up to the month of the following the publication of the RFP (October 2025) so that bidder's most recent and ongoing assignments are also taken into account. Considering experience up to the month following RFP publication will ensure that the that the evaluation reflects the Bidder' latest technical capability, continuity of work and current field level engagement.</p> | <p>The experience period shall be considered till last date of submission of bid.</p> |
| <b>3</b> | <p><b>8.2 (1) Technical Bid Score Matrix:</b></p> <p>Maximum Number of manpower / consultant/ Advisor provided on</p>                                                                                                                                                                                                                                                                                                                                                                                                                    | <p>As per the marking criteria, it is assumed that the data for manpower deployment will be considered for the previous financial</p>                                                                                                                                                                                                                                                                                                                                                                                                                                     | <p>The experience period shall be considered till last date of submission of bid.</p> |

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|  | multiple assignments in a year<br><br>Marking Criteria:<br>• 60-80 manpower: 10 marks<br>• 80-100 manpower: 15 marks<br>• 100 and above manpower: 20 marks | years only, thereby excluding the current year 2025-26. We request that the current financial year also be considered while assessing the number of manpower/ consultants/ advisors deployed by the bidder. |  |
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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**