

Date: 22/10/2025

REPLY TO PRE-BID QUERIES

Sub: Request for Proposal (RFP) for Empanelment of Agency for Market development assistance for women entrepreneurs, Branding, Marketing and Market Linkage in Chhattisgarh under the Raising and Accelerating MSME Performance (RAMP) Scheme.

Ref: 1) NIT No. CSIDC/IPDD/2025-26/05/25 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, 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 (2) Financial Capacity: The prime bidder must have a minimum average annual turnover of INR 15 Cr from 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. Similar Work means conducting training in areas such as, Market Linkage, B2B Connect, VDPs, Sector Specific Seminars, Workshops on linkage with BDSPs and Digital marketing/ digital literacy on various marketing platforms to Startups/ Entrepreneurs.	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 mentioned under the Eligibility and Bid Evaluation section of the	No Change

	For turnover from similar work, statement duly certified by a Chartered Accountant (CA) with UDIN must be submitted.	tender for startup organization as per Government of India's Startup India initiative/ MSME registered with registered with the appropriate authorities (such as Udyam/NSIC/GeM) encouraging participation of emerging enterprises	
2	8.1 (4) Experience: 1. At least 10 years of experience in digital enablement, branding, market linkage, or marketing of handicrafts, handlooms, or MSME products for government departments, PSUs, or international organizations, along with expertise in conducting training and capacity-building programs for MSMEs or similar sectors. 2. A proven track record in developing and delivering training content for MSMEs in areas such as business management, financial literacy, digital marketing, technology adoption, and export readiness. 3. Experience in using innovative training methods and technologies to improve learning outcomes. 4. Collaboration experience with government bodies, industry associations, and stakeholders for training programs in the last five (5) years.	We request the Department to reduce the minimum experience requirement from 10 years to 5 years in digital enablement, branding, market linkage, or marketing of handicrafts, handlooms, or MSME products for government departments, PSUs, or international organizations, along with expertise in conducting training and capacity-building programs for MSMEs or similar sectors	Refer Corrigendum 1
3	8.2 (3) & (6) Technical Bid Score Matrix: The bidder should have experience in organizing events/programs such as B2B Connect Programs (Reverse Buyer-Seller Meets, Vendor Development Programs), Sector-Specific Seminars &	We request the client to include an additional experience criterion for Physical Awareness Events & Programs. In point 3 and point 6. Of Technical Bid Score	No Change

	Conclaves, and MSME Connect (linkages with BDSPs) for Central and State Governments over the last five financial years. Additionally, the bidder should have experience in implementing branding, digital marketing, or market linkage projects		
	Number of Projects with Government Agencies (Central Govt., State Govt., PSUs, Corporations, Govt. Societies) for MSME development and capacity building training, onboarding of MSMEs, Market Development Programs, B2B connect programs (Reverse Buyer-Seller Meets, Vendor Development Programs), Sector-specific seminars & conclaves and MSME Connect (linkages with BDSPs) over the last five financial years.		No Change
4	8.1(1) Legal Entity: The bidder must be a single legal entity registered in India under any of the following Acts: • The Companies Act • The Limited Liability Partnership (LLP) Act • The Societies Registration Act • The Indian Trusts Act • Central Universities Act /UGC Act / institutes that are registered under relevant Indian legislation • Partnership Firm • Proprietorship firm Note: Participation as a consortium or sub-contracting of any part of the assignment is not allowed	We request the Authority to kindly allow participation through a Joint Venture (JV) for this assignment as it will enable pooling of complementary expertise and resources, ensuring high-quality and timely execution of the project.	No Change

5	2 (16) Tender Summary: EMD	We request confirmation that Micro and Small Enterprises (MSMEs) registered with the appropriate authorities (such as Udyam/NSIC/GeM) are eligible for exemption from submitting the Earnest Money Deposit (EMD)/Bid Security, in line with the current policies and directives issued by the Government of India and the Ministry of MSME. Exemption from Earnest Money Deposit (EMD) and Performance Security As per Sub-Rule No. 4.7(b), duly recognized Startups and MSMEs registered with DPIIT/State Industries Department are exempted from submission of Earnest Money Deposit (EMD) and Performance Security Deposit. These relaxations are intended to provide financial flexibility and support participation of startups, in line with Chhattisgarh State Industrial Policy 2024-30.	No Change
6	4.2-Evaluation of Bids: The selection process will follow the Quality and Cost Based Selection (QCBS) method.	Given that this is an Empanelment process covering diverse and potentially repetitive marketing and linkage activities with a defined scope, we believe the Least Cost Selection (LCS) methodology is the most appropriate and transparent method for the final selection. We therefore request an amendment and clear confirmation that the final selection will be strictly based on the Least Cost Selection (LCS) methodology.	Refer Corrigendum 1

7	8.1 -Eligibility Criteria	Relaxation from Prior Experience and Turnover Requirements- As per Sub-Rule No. 4.2 of the Chhattisgarh Store Purchase Rules (2002, amended 2024), Government-recognized Startups are exempted from the mandatory prior experience and turnover criteria, provided they possess adequate technical capability, innovative solutions, and resources to perform the contract effectively. This provision has been incorporated to encourage innovation, new enterprises, and promote participation of emerging startups in government procurement processes.	
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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**