

REPLY TO PRE-BID QUERIES

Sub: RFP for Empanelment of Agencies for Conducting Workshops on export procedures, schemes etc. at district level in Chhattisgarh and Export Management Training program for MSMEs and State Officials

Ref: 1) NIT No. CSIDC/IPDD/2025-26/01/26 dated 19/02/2026
2) Pre-bid Meeting dated 27/02/2026

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 27/02/2026 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	6.1- Eligibility Criteria SI.No.-2 (Financial Capacity) Pg No.- 28 The prime bidder must have a minimum average annual turnover of INR 10 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. Similar Work: means conducting training in areas such as Entrepreneurship Development, MSME Promotion/ Cluster Development, Capacity Building of MSMEs/Mentoring of Startups/ Entrepreneurs/ MSME Financing/ Export Promotion	The prime bidder must have a minimum average annual turnover of INR 10 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. Similar Work: means conducting training in areas such as Entrepreneurship Development/ MSME Promotion/ Cluster Development/ Capacity Building of MSMEs/ Capacity Building and training under any government scheme/ Mentoring of Startups/ Entrepreneurs/ MSME Financing/ Export Promotion. Reason for change: Experience in capacity building under any government schemes demonstrating sufficient capability to execute MSME development and capacity building project; therefore, we kindly request to consider such project experience.	No Change
2	6.1- Eligibility Criteria SI.No.-5 (Experience) Point No.-1 Pg No.- 29 The bidder must have at least 15 years of	The bidder must be in operation for last 15 years. The Bidder in last 5 financial years has experience in conducting training in areas such as Entrepreneurship Development/ Capacity Building and training	No Change

	<p>experience. The Bidder in last 15 years has experience in conducting training in areas such as Entrepreneurship Development, MSME Promotion/ Cluster Development, Capacity Building of MSMEs/Mentoring of Startups/ Entrepreneurs/ Training on Export Management and Facilitation.</p> <p>The experience may also include organizing training programs, workshops, and seminars, specifically aimed at MSMEs or similar sectors pertaining to Export Management and Facilitation</p>	<p>under any government scheme/ livelihood generation/ Capacity Building and training of SHG members/ MSME Promotion/ Cluster Development, Capacity Building of MSMEs or Private firms/Mentoring of Startups/ Entrepreneurs/ Training on Export Management and Facilitation.</p> <p>The experience may also include organizing training programs, workshops, and seminars, specifically aimed at MSMEs to Export Management and facilitation or capacity building under any government schemes or entrepreneurship development and promotion.</p>	
3		<p>The requirement of minimum 15 years of experience may kindly be reduced to 5 years.</p>	
4.	<p>6.2- Technical Bid Score Matrix Sl. No.-A (Bidder's Experience) Point No.-1 Pg No.- 30</p> <p>The bidder should have experience in conducting training in areas such as Entrepreneurship Development, MSME Promotion/ Cluster Development, Capacity Building of MSMEs/Mentoring of Startups/ Entrepreneurs/ Training on Export Management and Facilitation. The experience may also include organizing training programs, workshops, and seminars, specifically aimed at MSMEs or similar sectors pertaining to Export Management and Facilitation Project Experience:</p> <ul style="list-style-type: none"> • 5 Project: 10 Marks • 5-10 Projects: 15 Marks • More than 10 Projects: 20 Marks 	<p>The bidder should have experience in conducting training in areas such as Entrepreneurship Development/ Capacity building and training under any government scheme/ MSME Promotion/ Cluster Development, Capacity Building of MSMEs/Mentoring of Startups/ Entrepreneurs/ Training on Export Management and Facilitation. The experience may also include organizing training programs, workshops, and seminars, specifically aimed at MSMEs to Export Management and facilitation or capacity building under any government schemes or entrepreneurship development and promotion. Project Experience:</p> <ul style="list-style-type: none"> • 5 Project: 10 Marks • 5-10 Projects: 15 Marks • More than 10 Projects: 20 Marks 	No Change
5.	<p>6.2- Technical Bid Score Matrix Sl. No.-A (Bidder's Experience) Point No.-3 Pg No.- 31</p>	<p>Number of Projects with Government Agencies (Central Govt., State Govt., PSUs, Corporations, Govt. Societies) conducting training in areas such as Export Management & Facilitation/</p>	No Change

	Number of Projects with Government Agencies (Central Govt., State Govt., PSUs, Corporations, Govt. Societies) conducting training in areas such as Export Management and Facilitation under RAMP Scheme Marking Criteria: • 1 projects: 5 marks • 1-2 projects: 7.5 marks • 2 and above projects: 10 marks	Entrepreneurship Development/ Women Entrepreneurship Development/ Entrepreneurship Skill Development/ Sector Specific Skill training under RAMP Scheme Marking Criteria: • 1 projects: 5 marks • 1-2 projects: 7.5 marks • 2 and above projects: 10 marks	
6.	4.2 3. Stage 2 The bid evaluation will follow the Least Cost Selection (LCM) method.	It is requested to consider QCBS: 80:20 instead of LCS. This approach enables selection of the most qualified bidder offering the best value for money, rather than the lowest cost alone.	No Change
7.	Section 6.1 – Eligibility Criteria	The RFP requires minimum 15 years of experience in MSME/entrepreneurship/export training. We request CSIDC to consider reducing this to 5 year, OR allow organizations with strong, demonstrated experience in similar assignments to qualify irrespective of age, in order to enable wider participation of competent agencies.	No Change
8.		Would projects implemented outside Chhattisgarh, or with national/international agencies (e.g., World Bank, Gates Foundation) be accepted as eligible experience?	As per RFP
9.		The RFP mandates 50 full-time employees supported by EPF data. Will CSIDC permit: (a) Contractual trainers, (b) Empanelled domain experts, or (c) Project-based technical teams to count toward this requirement, since training agencies often operate with flexible deployment models?	No change
10.	Section 2 – Tender Summary	Kindly clarify the extent of mobilization support to be provided by CSIDC, DTICs, or district authorities for ensuring adequate participation in workshops and 3-day training programs.	Whole responsibility of agency
11.	Section 5 – Scope of Work Workshop	Please confirm if the number of workshops per district (6 each) is fixed, or whether CSIDC and delivery partner agree on # of workshops per district depending on priority and mobilisation response in districts?	As per RFP
12.	Section 5 – Scope of Work Content Approval	What will be the expected timeline for approval after submission?	As and when required

13.	Section 5.8 – Payments Outcome Based Payments	Kindly clarify the definition of “50% and 100% Intended Outcomes.” Does this refer to: (a) total number of MSMEs trained, (b) district-wise completion of trainings	Already defined in scope of work
14.	Section 5 – Logistics Venue Arrangements	Will CSIDC facilitate introductions to district institutions for venue identification, or is the agency solely responsible? Is this part of costing of workshops or will they be provided by the district authorities?	Whole responsibility of agency
15.	Digital Platform Data Upload System	Request details on the designated online platform for participant registration and data upload, along with guidance/training on its usage.	This will be required after empanelment of agency.
16.	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	It is kindly requested to clarify whether Multi-State Cooperative Societies registered under the Multi-State Cooperative Societies Act, 2002 are eligible to participate as a single legal entity under this clause. As Multi-State Cooperative Societies are statutory bodies registered under Central legislation and operate across multiple states, clarification on their eligibility would be helpful for wider participation.	As per RFP
17.	6.2.1 Number of years of operation - 15-20 years: 5 marks - 20-25 years: 7 marks - Above 25 years: 10 marks	It is humbly requested that the marking criteria may kindly be revised to begin from 5 years of operation instead of 15 years. Suggested revision: 5-10 years: 5 marks • 10-15 years: 7 marks • Above 15 years: 10 marks This modification would allow emerging but experienced organizations with proven project implementation capacity to compete fairly, while still rewarding long-standing institutions. It would enhance wider participation without compromising on quality or institutional stability.	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>.

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