

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- 2nd Call

Ref: 1) NIT No. CSIDC/IPDD/2025-26/01/26/02/2026 dated 04/06/2026

2) Pre-bid Meeting dated 10/06/2026

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 10/06/2026 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:

S. No.	RFP Section	Clause in RFP	Query	Reply
1.	6.1. Eligibility Criteria	2. Financial Capacity 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. 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. The eligibility criteria define "Similar Work" as conducting training related to Entrepreneurship Development, MSME Promotion/Cluster Development, Capacity Building of MSMEs, Mentoring of Startups/Entrepreneurs, MSME Financing, and Export Promotion.	Kindly clarify whether the turnover from the assignments involving the conceptualization, planning, promotion, and execution of MSME-focused expos, industrial exhibitions, investor meets, global investment summits, buyer-seller meets, industrial sector outreach campaigns, and similar initiatives aimed at MSME promotion, industrial development, investment facilitation, and business growth shall be considered as "Similar Work" for the purpose of meeting the turnover and experience eligibility criteria	As per the RFP
2.	6.1. Eligibility Criteria	5. Experience 1. The bidder must have at least 15 years of 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. The experience may also include organizing training programs, workshops, and seminars, specifically aimed at MSMEs or similar sectors pertaining to Export Management and Facilitation. 2. The Bidder should have experience of at least 2 Similar Assignment with Central Government Organisation/ State Government Organisation/ PSUs	Please clarify if Expos for MSME and global level investment meetings or campaigns arranged for the industrial sector will be considered as a similar work for this requirement?	As per the RFP
3.	6.1. Eligibility Criteria	1. The Bidder must have minimum 50 number of full time employees on its payroll. Certificate from a Practicing	Query: Kindly clarify the basis for prescribing the minimum requirement of 50 on-roll employees for this assignment.	For the purpose of eligibility evaluation, only full-time employees on

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		Chartered Accountant (with UDIN), certified through EPF data	Further, considering that training and capacity-building projects are often executed through a mix of on-roll employees, domain experts, trainers, consultants and contractual resources, whether such personnel may also be considered for meeting the manpower requirement. In such cases, whether the following documents shall be accepted: - CA Certificate (with UDIN) for on-roll employees, including employees who have recently joined and whose PF registration/allotment process is under progress. - Declaration from HR Head and Authorized Signatory for contractual employees, consultants, trainers and other project-based personnel engaged by the organization. Kindly confirm whether the above shall be considered for meeting the manpower eligibility requirement.	the payroll of the bidder shall be considered. The same must be duly certified by a Practicing Chartered Accountant (with UDIN), certified through EPF data. Contractual personnel, domain experts, trainers, consultants, or any project-based/outsourced resources shall not be considered for meeting the minimum manpower eligibility criteria under Clause 6.
4.	6.2. Technical Bid Score Matrix Page no. 30	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: 5 Project: 10 Marks 5-10 Projects: 15 Marks - More than 10 Projects: 20 Marks	Similar Project Experience of 10yy projects is quite high- request you to consider 5 projects for maximum marks of 20	As pe the RFP
5.	6.2. Technical Bid Score Matrix Page no. 30	Average Annual Turnover (Last Three Financial Years: FY 2022-23, 2023-24 & 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. Marking Criteria: ₹10Cr-15 Cr: 5 marks - More than ₹20 Cr – ₹40 Cr: 10 marks - More than ₹40 Cr: 15 marks	Turnover of 40 cr should be lowered to 25 Cr to enable more Tps to apply	AS per the RFP
6.	Page No. 28 6. Eligibility Criteria and Bid Evaluation	6.1. Eligibility Criteria S. No. 5 Eligibility Criteria Experience 1. The bidder must have at least 15 years of 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	Change Request: We request the authority to kindly consider revising the minimum requirement from 15 years to 5 years of experience in both eligibility s Evaluation Criteria. Revised Clause: Eligibility Criteria – Experience: “The bidder must have at least 5 years of experience. The Bidder in last 5 years has experience in conducting training in areas such as Entrepreneurship Development, MSME Promotion/ Cluster Development, Capacity	As per the RFP

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		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 2. The Bidder should have experience of at least 2 Similar Assignment with Central Government Organisation/ State Government Organisation/ PSUs • Work Order / Contract and Experience / Completion Certificates	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 2. The Bidder should have experience of at least 2 Similar Assignment with Central Government Organisation/ State Government Organisation/ PSUs.” Evaluation Criteria – Number of Years of Operation: 0–2 years: 5 Marks 2–5 years: 7 Marks Above 5 years: 10 Marks	
7.	Page No. 30 6. Eligibility Criteria and Bid Evaluation	6.2. Technical Bid Score Matrix sr no. 1 A. S. No. 1 – Number of years of operation 15-20 years: 5 marks 20-25 years: 7 marks - Above 25 years: 10 marks		As per the RFP
8.	Page No. 31 6. Eligibility Criteria and Bid Evaluation	6.2. Technical Bid Score Matrix sr no. 3 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 - More than 2 projects: 10 marks	Revised clause: Number of Export Training Programmes with Government Agencies (Central Govt., State Govt., PSUs, Corporations, Govt. Societies) conducting training in areas such as Export Awareness Programmes under RAMP Scheme. Marking Criteria: 100 to 300 trainings/ programmes: 5 marks 301 to 500 trainings/ programmes: 7.5 marks 501 to 1000 trainings/ programmes: 10 marks Rationale: We request that Export Awareness Programmes may also be considered under the clause, as such programmes are an integral part of export promotion, MSME capacity building, and exporter outreach initiatives. Further, we request that the evaluation criteria may be based on the number of training programmes conducted, as this provides a more accurate assessment of the bidder's outreach, implementation capability, and execution capacity than merely the number of projects undertaken. Accordingly, the proposed revision will ensure fair competition and a more objective evaluation of relevant experience.	As per the RFP
9.	Section 6 6.1.5	1. The bidder must have at least 15 of experience. The Bidder in last 15 has experience in conducting training in areas such as Entrepreneurship Development, MSME Promotion/ Cluster Development, Building Capacity of MSMEs/Mentoring of Startups/ Entrepreneurs/ Training on Management Facilitation. experience Export and The may also include training organizing programs, workshops, and seminars, specifically aimed at	The requirement of minimum 15 years of experience may kindly be reduced to 5 years. The MSME ecosystem has evolved significantly in the last decade with the emergence of specialized agencies possessing strong domain expertise, technology-enabled delivery models, and outcome based implementation approaches. Reducing the experience requirement to 5 years competent will encourage and	As per the RFP

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		MSMEs or similar sectors pertaining to Export Management and Facilitation	capable organizations with relevant sectoral expertise to participate, thereby increasing competition and ensuring quality delivery.	
10.	Section 6 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 project proven implementation capacity to compete fairly, while still rewarding long standing institutions. It would enhance wider participation without compromising on quality or institutional stability.	As per the RFP

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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