

REPLY TO PRE-BID QUERIES

Sub: Request for Proposal (RFP) for Empanelment of Agencies for Conducting MSEs on Alternate Financing Methods, SME Exchange and Industry & Bankers Connect programmes- 2nd Call

Ref: 1) NIT No. CSIDC/IPDD/2025-26/02/26/02/2026 dated 22/05/2026
2) Pre-bid Meeting dated 01/06/2026

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 01/03/2026 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.	General	General	The number of agencies to be empanelled is not clear. With higher number of empanelled agencies, the program budget will be reduced. We seek clarity about the minimum number of programs to be assigned to an empanelled agency?	The number of agencies to be empanelled, as well as the allocation of programs, is at the sole discretion of the issuing authority. These decisions are made based on internal considerations. As per the RFP
2.	Payment Schedule, Page no 27.		The RFP mentions that 40% of the payment is linked to achievement of intended outcome. However, no specific parameters/KPI is mentioned in the RFP. We seek clarity about the Specific parameters/KPI to be articulated in the RFP about the intended outcome? The KPIs may be, No of Bank linkages, Amount of loan mobilized, etc	As per the RFP
3.	6. Eligibility Criteria	6.1. Eligibility Criteria	Change Request: We request the authority to kindly	As per the RFP

	<p>and Bid Evaluation</p> <p>Page No. 29</p>	<p>S. No. 5 – Experience</p> <p>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/MSME Financing/Alternate Financing. The experience may also include organizing training programs, workshops, and seminars, specifically aimed at MSMEs or similar sectors. 2. The Bidder should have experience of at least 2 Similar Assignment with Central Government Organisation/ State Government Organisation/ PSUs with value of Rs. 2 Cr. or above.</p>	<p>consider revising the minimum requirement from 15 years to 5 years of experience in both eligibility & Evaluation Criteria</p> <p>Revised Clause: Eligibility Criteria – Experience: “The bidder must have at least 5 years of experience. The Bidder in last 5 years should have experience in conducting training in areas such as Entrepreneurship Development, MSME Promotion/Cluster Development, Capacity Building of MSMEs/ Mentoring of Startups/ Entrepreneurs/ MSME Financing/ Alternate Financing. The experience may also include organizing training programs, workshops, and seminars specifically aimed at MSMEs or similar sectors.”</p> <p>Evaluation Criteria – Number of Years of Operation:</p> <ul style="list-style-type: none"> • 0–2 years: 5 Marks • 2–5 years: 7 Marks • Above 5 years: 10 Marks <p>Justification: The existing requirement of minimum 15 years of experience appears restrictive and may limit participation of several capable and experienced organizations having relevant expertise in MSME development, entrepreneurship promotion, startup mentoring, and capacity-building assignments. While a requirement of 15 years of overall organizational</p>	
<p>4.</p>	<p>6. Eligibility Criteria and Bid Evaluation</p> <p>Page No. 30</p>	<p>6.2. Technical Bid Score Matrix sr no. 1</p> <p>A.</p> <p>S. No. 1 – Number of years of operation</p> <p>- 15-20 years: 5 marks</p>	<p>participation of several capable and experienced organizations having relevant expertise in MSME development, entrepreneurship promotion, startup mentoring, and capacity-building assignments. While a requirement of 15 years of overall organizational</p>	

		<ul style="list-style-type: none"> - 20-25 years: 7 marks - Above 25 years: 10 marks 	<p>experience may be considered appropriate, it is requested that the MSME-specific experience requirement be reduced from 15 years to 5 years, as large scale MSME-oriented projects and implementation activities have substantially accelerated only during the last 2–3 years, particularly after COVID-19 under the Raising and Accelerating MSME Performance (RAMP) Scheme. Consequently, several professionally managed agencies have developed significant domain expertise and practical implementation experience in the MSME ecosystem within this period. Revision of the MSME-specific eligibility criteria to 5 years would encourage wider participation, promote healthy competition, and enable inclusion of competent organizations while maintaining the quality and objective of the assignment.</p>	
5.	<p>Section 6.1 – Eligibility Criteria</p> <p>Page no. 28</p>	<p>Financial Capacity</p> <p>The prime bidder must have a minimum average annual turnover of INR 10 Cr from Similar Work in the last three (3) financial years (latest being FY 2024-25). “Similar Work” means conducting training in areas such as Entrepreneurship Development, MSME Promotion/</p>	<p>We request to amend the clause as follows:</p> <p>“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/Alternate Financing/Capacity Building under any Central Government or State Government Scheme.</p> <p>Reason for Change:</p>	As per the RFP

		Cluster Development, Capacity Building of MSMEs/ Mentoring of Startups/ Entrepreneurs/ MSME Financing/ Alternate Financing.	Government capacity building programmes involve similar training, stakeholder engagement, and implementation functions and may therefore be considered as Similar Work.	
6.	<p>Section 6.1 – Eligibility Criteria</p> <p>Page no. 29</p>	<p>Experience</p> <p>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/ MSME Financing/Alternate Financing. The experience may also include organizing training programs, workshops, and seminars, specifically aimed at MSMEs or similar sectors.</p>	<p>We request to amend the clause as follows:</p> <p>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/ MSME Financing/ Alternate Financing/ Capacity Building under any Central Government or State Government Scheme.</p> <p>Reason for Change:</p> <p>Government capacity building programmes involve similar training, stakeholder engagement, and implementation functions and may therefore be considered as Similar Work.</p>	As per the RFP
7.	<p>Section 6.2 – Technical Bid Score Matrix</p> <p>Page no. 30</p>	<p>Bidder’s Experience (Sr. No. 1)</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</p>	<p>We request to amend the clause as follows:</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/ MSME Financing/ Alternate Financing/ Capacity Building under any Central Government or</p>	As per the RFP

		<p>Startups/Entrepreneurs/ MSME Financing/ Alternate Financing. The experience may also include organizing training programs, workshops, and seminars, specifically aimed at MSMEs or similar sectors.</p> <p>Project Experience:</p> <ul style="list-style-type: none"> - 5 Projects – 10 Marks; - 5-10 Projects – 15 Marks; - More than 10 Projects – 20 Marks. 	<p>State Government Scheme. The experience may also include organizing training programs, workshops, and seminars.</p> <p>Reason for Change: Government capacity building programmes involve similar training, stakeholder engagement, and implementation functions and may therefore be considered as Similar Work.</p>	
8.	<p>Section 6.2 – Technical Bid Score Matrix</p> <p>Page no. 30</p>	<p>Bidder's Experience (Sr. No. 3)</p> <p>Number of Projects with Government Agencies (Central Govt., State Govt., PSUs, Corporations, Govt. Societies) conducting training in areas such as Entrepreneurship Development, MSME Promotion/ Cluster Development, Capacity Building of MSMEs/ Mentoring of Startups/ Entrepreneurs/ MSME Financing/ Alternate Financing under RAMP Scheme.</p> <p>Marking Criteria:</p> <ul style="list-style-type: none"> - 3 projects – 5 marks; 	<p>We request to amend the clause as follows: Number of Projects with Government Agencies (Central Govt., State Govt., PSUs, Corporations, Govt. Societies) conducting training in areas such as Entrepreneurship Development/ MSME Promotion/ Cluster Development/ Capacity Building of MSMEs/ Mentoring of Startups/ Entrepreneurs/ MSME Financing/ Alternate Financing/ Capacity Building under any Central Government or State Government Scheme.</p> <p>Reason for Change: Government capacity building programmes involve similar training, stakeholder engagement, and implementation functions and may therefore be considered as Similar Work.</p>	As per the RFP

		<ul style="list-style-type: none"> - 3-5 projects – 7.5 marks; - 5 and above projects – 10 marks. 		
9.	Section 6 6.1.5 Page no. 29	<p>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/ MSME Financing Alternate Financing The experience may also include organizing training programs, workshops, and seminars, specifically aimed at MSMEs or similar sectors.</p>	<p>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 will encourage competent and capable organizations with relevant sectoral expertise to participate, thereby increasing competition and ensuring quality delivery.</p>	As per the RFP
10.	Section 6 6.2.1 Page no. 31	<p>Number of years of operation</p> <ul style="list-style-type: none"> - 15-20 years: 5 marks - 20-25 years: 7 marks - Above 25 years: 10 marks 	<p>It is humbly requested that the marking criteria may kindly be revised to begin from 5 years of operation instead of 15 years.</p> <p>Suggested revision:</p> <ul style="list-style-type: none"> ● 5-10 years: 5 marks ● 10-15 years: 7 marks ● Above 15 years: 10 marks <p>This modification would allow emerging but experienced organizations with proven project implementation</p>	As per the RFP

			capacity to compete fairly, while still rewarding long-standing institutions. It would enhance wider participation without compromising on quality or institutional stability.	
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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>.

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