

REPLY TO PRE-BID QUERIES

Sub: Request for Proposal (RFP) for Setting up Innovation cum Incubation Hub under RAMP Scheme

Ref: 1) NIT No.CSIDC/IPDD/2026-27/04/26 dated 18/09/2026
2) Pre-bid Meeting dated 28/09/2026

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 28/09/2026 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.	Clause 2, (15) & (16)- Page No 11	With reference to the above tender, request to kindly allow exemption from EMD Fee for eligible MSME bidders, as per the applicable Government procurement policy. The RFP currently specifies an EMD of ₹4,00,000/- and Processing Fee of ₹5,900/-. Request to kindly consider the applicable MSME exemption and issue necessary clarification/corrigendum, if required, to enable eligible MSME bidders to participate in the tender.	
2.	Clause 1.2, Page 7	The RFP provides for establishment of an Innovation-cum-Incubation Hub in an Aspirational District. Kindly clarify: - How many Innovation-cum-Incubation Hubs are required to be established under the assignment and in how many Aspirational Districts? - In case a single Hub is envisaged, whether the Aspirational	- One Innovation cum Incubation Hub to be established - Proposed by Selected Agency

		District/location will be identified by CSIDC or is to be proposed by the selected agency? Whether the premises/building for establishment and operation of the Hub will be provided/facilitated by CSIDC/District Administration or is required to be arranged by the selected agency?	Its to be proposed by Agency
3.	Clause 2 (14), Page no 10	The RFP indicates an estimated project cost of ₹4.00 crore. In this regard, kindly clarify: Whether ₹4.00 crore represents the total project ceiling inclusive of GST, Hub infrastructure, laboratory/machinery and equipment, financial assistance to selected startups, manpower, operational expenditure, digital platform and other project-related costs.	RFP is self explanatory
4.	Clause 2 (14), Page No. 10	Project Tenure and Financial Provisions As mentioned in the RFP, the initial project tenure is one year, followed by an additional three years of operation by the selected organisation. However, the financial allocation of ₹4 crore appears to be for the initial one-year period. We request clarification on the financial provisions for the subsequent three years. Will a separate budget be allocated for these years, or will the selected organisation be required to manage the operations within the existing budget?	The buget allocated in 1 st year is for entire duration of 4 years and in addition to grant provided, agency has to propose its own sustainable model for entire 4 years and beyond.
5.	Clause 1.2, Page 7 & Clause 5, Page 21-28	Infrastructure Support: Will the Government provide the necessary infrastructure, including space and basic facilities, for establishing the Innovation-cum-Incubation Hub? Alternatively, will the selected organisation be responsible for identifying,	It is to be responsibility of the selected organisation.

		arranging, and maintaining the required infrastructure?	
6.	Clause 5, Page 21-28	Procurement of Laboratory Equipment Will the selected organisation be permitted to procure the required laboratory equipment through its own procurement or tendering process, in accordance with applicable guidelines? Alternatively, will the Government provide a list of approved vendors or undertake the procurement centrally?	It is to be procured by the selected organisation.
7.	Clause 1.2, Page no. 7	Geographical Coverage of the Incubation Centre: The RFP refers to the establishment of the Innovation-cum-Incubation Hub in an aspirational district, while other sections refer to aspirational districts in the plural. We request clarification on whether the project involves establishing a single incubation centre in one designated aspirational district or establishing centres across multiple districts. Kindly clarify whether the selected agency will be required to establish multiple physical facilities or operate a single Hub with outreach across districts.	One Innovation-cum-Incubation Hub is to be established in an aspirational district
8.	8.1 Eligibility Criteria – S. No. 4: Experience: The bidder must have at least 5 years of experience in startup incubation, innovation ecosystem development, MSME support, acceleration programs, or incubation centre management." Documents Required: "• Work Order / Contract; and • Experience / Completion Certificates"	Request to replace the requirement of 5 years of experience with a minimum work order value of INR 2 Crore, to include entrepreneurship and MSME programmes among the qualifying areas, and to accept any one of the listed documents as evidence. Justification: As stated in Section 1.1 of the RFP, the RAMP Programme was launched by MoMSME after the COVID-19 pandemic as a Post-COVID Resilience and Recovery Programme, and the State's Strategic Investment Plan was sanctioned only on 29 October 2024. Structured Government programmes for incubation, entrepreneurship and MSME support of this kind	As per RFP

		have therefore been implemented mainly during 2024 and 2025, and very few firms would have five years of such experience. A five-year condition would restrict competition to a handful of bidders, whereas a value-based criterion of INR 2 Crore will still ensure that only firms with substantial and relevant experience qualify. Section 1.2 itself invites firms experienced in incubation, MSME support and entrepreneurship development. Suggested amendment: Criteria: "The bidder must have experience in startup incubation, innovation ecosystem development / MSME support / entrepreneurship / MSME / acceleration programs or incubation centre management, with work order(s) of a cumulative value of not less than INR 2 Crore." Documents Required: "Work Order / Contract / Experience / Completion Certificates"	
9.	8.1 Eligibility Criteria – S. No. 5: Existing Ecosystem Presence: At least one operational incubation center/startup program managed in last 5 years" Documents Required: "Documentary evidence"	Request to include MSME and entrepreneurship programmes along with incubation centres and startup programmes under this criterion. Justification: Section 1.2 of the RFP envisages the Hub as a platform for entrepreneurship, enterprise development, mentoring, market linkage and capacity building for entrepreneurs, startups, MSMEs, SHGs, artisans and women, with focus on traditional and local sectors such as minor forest produce, handicrafts and handlooms. MSME and entrepreneurship development programmes involve exactly these functions, so experience of managing them is directly relevant. Since operational incubation centres are few, particularly in aspirational and tribal districts, this inclusion will widen fair competition without diluting the requirement	As per RFP

		of at least one managed programme. Suggested amendment: "At least one operational incubation centre/ MSME / Entrepreneurship / startup program managed"	
10.	8.1 Eligibility Criteria – S. No. 6: Manpower Availability "Minimum dedicated incubation team comprising CEO/ Manager, Startup Mentor, Industry Expert and Administrative Staff" Documents Required: "CA Certificate from a Practicing Chartered Accountant (with UDIN)"	Request to allow the dedicated team to comprise the CEO/Manager along with any of the Startup Mentor, Industry Expert, Administrative Staff, MSME Expert, Entrepreneurship Expert or Training Expert. Justification: The Hub's mandate under Section 1.2 covers skill development, capacity building, mentoring, product improvement, branding and market linkage for MSMEs, SHGs, artisans and first-generation entrepreneurs, and the RAMP interventions in the State include entrepreneurship and capacity building programmes such as CEPI and LEAP (Section 1.1). MSME, entrepreneurship and training experts are therefore essential to deliver these outcomes. The flexibility will allow bidders to deploy a team best suited to the focus sectors, while the CEO/Manager remains mandatory for accountability. Suggested amendment: "Minimum dedicated incubation team comprising CEO/Manager, Startup Mentor/ Industry Expert/ Administrative Staff/ MSME Expert/ Entrepreneurship Expert/ Training Expert"	As per RFP
11.	8.2 Technical Bid Score Matrix – A. Bidder's Experience, S. No. 1 experience in startup incubation, innovation	Request to include MSME and entrepreneurship programmes in this marking criterion, with the marking slabs remaining unchanged.	As per RFP

	ecosystem development, MSME support, acceleration programs, or incubation centre management. Marking Criteria: • 1 Project: 5 marks • 2-3 Project: 10 marks • More than 3 project: 20 marks"	Justification: This amendment is consistent with our request at SI. No. 1 for Eligibility Criterion S. No. 4, as the same experience heads should apply for eligibility and marking. Section 1.2 of the RFP itself invites firms experienced in incubation, MSME support and entrepreneurship development, and since RAMP-type programmes have been implemented mainly in 2024-25, recognising MSME and entrepreneurship assignments will ensure a fair and meaningful evaluation of relevant experience. Suggested amendment: "experience in startup incubation / innovation ecosystem development / MSME support / MSME / Entrepreneurship / acceleration programs, or incubation centre management. Marking Criteria: • 1 Project: 5 marks • 2-3 Project: 10 marks • More than 3 project: 20 marks"	
12.	8.2 Technical Bid Score Matrix – A. Bidder's Experience, S. No. 3: Number of Startups Supported- "Number of Startups Supported Marking Criteria: -25-50: 5 marks -51-100 projects: 7.5 marks -Above 100: 10 marks"	Request to count entrepreneurs and MSMEs supported, along with startups, under this criterion, with the marking slabs remaining unchanged. We understand that "support" shall mean facilitation of financial funding (grant, equity, loan or credit linkage), ISO certification, commercialisation of products / services, statutory registrations and compliances, MSME (Udyam) registration, or ZED certification under the QCI-implemented MSME Sustainable (ZED) Certification Scheme. Kindly confirm our understanding. Justification: As per Section 1.2 of the RFP, the Hub is meant to serve	As per RFP



		entrepreneurs, startups, MSMEs, SHGs, artisans and women from traditional and local sectors, and the State's RAMP interventions include entrepreneurship programmes such as CEPI and LEAP (Section 1.1). Counting only startups would exclude the Hub's primary beneficiaries, and a clear definition of "support" will ensure objective and verifiable marking. Suggested amendment: "Number of Startups / Entrepreneurs / MSMEs Supported Marking Criteria: -25-50: 5 marks -51-100 projects: 7.5 marks -Above 100: 10 marks"	
13.	8.2 Technical Bid Score Matrix – A. Bidder's Experience, S. No. 4: Successful Startup Outcomes- "Successful Startup Outcomes Marking Criteria: -5 Startup Funded / Commercialised: 5 marks -6-10 Startup Funded / Commercialised: 7.5 marks -Above 10 Startup Funded/ Commercialised: 10 marks	Request to include MSMEs and entrepreneurs, along with startups, under this criterion, with the marking slabs remaining unchanged. We understand that a successful outcome shall include facilitation of financial funding, ISO certification, commercialisation, statutory registrations and compliances, MSME (Udyam) registration, or QCI ZED certification. Kindly confirm our understanding. Justification: Section 1.1 of the RFP lists improving access to credit, enhancing market access and greening of MSMEs as core RAMP objectives. For MSMEs and entrepreneurs in the Hub's focus sectors, the measurable outcomes are precisely credit and funding linkage, commercialisation, quality certifications such as ISO and ZED, and formalisation through statutory and Udyam registration. Recognising	As per RFP

		these outcomes aligns the marking with the objectives of the RAMP Scheme. Suggested amendment: "Successful Startup / Entrepreneur / MSME Outcomes Marking Criteria: -5 Startups / Entrepreneurs / MSMEs Funded / Commercialised / Certified: 5 marks -6-10 Startups / Entrepreneurs / MSMEs Funded / Commercialised / Certified: 7.5 marks -Above 10 Startups / Entrepreneurs / MSMEs Funded / Commercialised / Certified: 10 marks"	
14.	8.2, S.No. 2 Turnover slabs: Rs. 4 Cr = 5, >4-8 Cr = 10, >10 Cr = 15 marks.	Turnover between Rs. 8-10 Cr is not covered; kindly revise (e.g., >8 Cr = 15 marks).	Read "> 10 Cr" as "> 8 Cr."
15.	8. Eligibility Criteri- 3.2 IV (e)-(h); Form 4, point 2- Manpower availability to be supported by a CA Certificate.	Kindly allow an HR/authorised signatory declaration with CVs and payroll/appointment proof as an alternative, as a CA may not be competent to certify professional qualifications.	As per RFP
16.	3. Submission of Bid- 3.2 IV (e)-(h); Form 4, point 2- Conflict of interest provisions; declaration of no prior/ongoing engagements with CSIDC.	Kindly clarify whether agencies currently engaged with CSIDC under other RAMP contracts (PMU, MSME Facilitation Centres, CEPI/LEAP, etc.) are eligible to bid.	Refer to 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>.

(Approved by MD, CSIDC)


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