

Reply to Pre-Proposal Queries held on 3/1/2018 for Expressions of Interest (EOI) of Assessment of Employability skills

S.No.	Clause No.	EOI	Reference/Subject	Clarification Sought	Response
1	Eligibility Criteria no. 11	Employability Skills Training & Assessment of Employability skills	Bank solvency certificate	Change the solvency certificate clause to 'Bidders should produce a Bank Guarantee (BG) of 50 Lakh within 10 days of allotment of work' also kindly consider to keep the BG value low i.e., around 5 – 10 Lakh	No Change. However, the criteria is modified as under : "Bidder must submit latest Bank solvency certificate (not exceeding six months before the date of notification) not less than of Rs. 10 Lakhs and clearly state that Banker shall be extending necessary financial support required for execution of the subject work".
2	General	Employability Skills Training & Assessment of Employability skills	General	Please also mention clearly that the training program needs to be delivered in workshop mode and also the duration so that bidders can propose accordingly. Also note that the effectiveness / costing will be totally dependent on these factor	The same shall be included in RFP
3	Eligibility Criteria no. 01	Assesment of Employability skills	In operation for minimum of 5 years as on 31.03.2018	In operation for minimum of 3 years as on 31.03.2018 proof Proof: Shop Act/ Certificate of incorporation. Giving a chance to medium size players to scale and deliver quality	To increase the competition and consider young entrepreneur and startups, the criteria is modified as under : "Service provider should be an organization/corporate/consultant agency/ institution of higher education and must be in operation for minimum 3 years as on 31.03.2017"

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4	Eligibility Criteria no. 03	Assesment of Employability skills	Executed employability skill testing solution for minimum of 30,000 graduating engineering students in last 3 financial years	Executed Employability skill testing solution for minimum of 10,000 engineering graduating students in last 3 financial years. Working in 20 engineering colleges, takes the figure maximum to 10,000 students (1000 students per college)	As requested by various prospective service providers and to increase the competition and consider young entrepreneur and startups, the criteria is modified as under : "Executed employability skill testing solution for minimum of 15,000 graduating engineering students in last 3 financial years".
5	Eligibility Criteria no. 04	Assesment of Employability skills	Executed employability skill testing solution for students of minimum 20 Engineering colleges in last 3 financial years	Executed Employability Skill development solution for students of minimum 20 engineering colleges, in last 3 financial years. Working in 20 engineering colleges, takes the figure maximum to 10,000 students (1000 students per college)	As requested by various prospective service providers and to increase the competition and consider young entrepreneur and startups, the criteria is modified as under : "Executed employability skill testing solution for students of minimum 10 engineering colleges in last 3 financial years".
6	Eligibility Criteria no. 06	Assesment of Employability skills	Organizations/corporates having financial and managerial capacity for setting up multiple centre for imparting training –	Can be removed- 1) Employability assessment is executed on the campus of engineering colleges and hence multiple centres may not be required 2) Companies should only have own servers sufficient to cater to needs	Eligibility Criteria no. 06 deleted

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7	Eligibility Criteria no. 07	Assesment of Employability skills	Minimum average turnover of Rs. 1cr per year from education related bussiness	<p>Minimum average turnover of Rs. 20 Lacs per year from training modules only. –</p> <p>1) Since tender is only for employability skill assessment, revenue should only be considered from assessment. Companies with very high turnover (from training modules, online learning, education related software, stationary, etc.) & very minor revenue from assessment become eligible as per current norms. Genuine players who are into assessment only as left out.</p> <p>2) Even if requirement of assessment in 10 engineering colleges in considered, one reaches 10,000 student maximum taking the appr turnover 20L maximum</p> <p>3) Revenue for those who are ‘only’ into assessment is less, effectively bank solvency should be less</p>	As requested by various prospective service providers and to increase the competition and consider young entrepreneur and startups, the criteria is modified as under : " The service provider should have a minimum average turnover of atleast Rs. 50 Lakhs per year for last 3yrs of operation from education related bussiness"
8	Eligibility Criteria no. 11	Assesment of Employability skills	To submit latest Bank solvency certificate of not less than Rs. 25 Lakhs	<p>To submit latest Bank Solvency Certificate of not less than Rs. 10 Lakhs. - 1) Since tender is only for employability skill assessment, revenue should only be considered from assessment. Companies with very high turnover (from training modules, online learning, education related software, stationary, etc.) & very minor revenue from assessment become eligible as per current norms. Genuine players who are into assessment only as left out.</p> <p>2) Even if requirement of assessment in 10 engineering colleges in considered, one reaches 10,000 student maximum taking the appr. turnover 20L maximum</p> <p>3) Revenue for those who are ‘only’ into assessment is</p>	As requested by most of the service providers and to increase the competition among the young entrepreneur and startups, the criteria is modified as under : " Bidder must submit latest Bank solvency certificate (not exceeding six months before the date of notification) not less than of Rs. 10 Lakhs and clearly state that Banker shall be extending necessary finanacial support required for execution of the subject work".

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9	Eligibility Criteria no. 03, 04, 07	Assesment of Employability skills	Eligibility Criteria no. 03, 04, 07	We are from "Society for Human development and Research". We are working in the field of education for more than 15 years. Sir we are very much interested in applying for this project. Kindly provide some relaxation in eligibility criteria on serial number 3, 4 & 7. Thanking you in anticipation.	Same is already considered. Please refer query no. 28, 29 & 31
10	Eligibility Criteria no. 03	Assesment of Employability skills	Executed Employability skill testing solution for a minimum of 30,000 Engineering graduating students in the last 3 financial years.	<p>This para needs to be made generic rather than specifying a particular number like 30,000 Engineering graduating students in last 3 FYs making it specifically to suit some specific organisation which is against the spirit of CVC guidelines and GFR rules. Therefore following correction may kindly be incorporated.</p> <p>‘Executed employability skill development solutions/testing for any trade of engineering/technical trade or technical education and training’</p> <p>Consortium should also be allowed considering the specific nature of the pan India project which requires expertise from consulting organisations to manage the project and technical organisations to handle the technical aspect of engineering college operations.</p>	The same criteria is suitably modified. Please refer query no. 28

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11	Eligibility Criteria no. 04	Assesment of Employability skills	Executed Employability skill testing solution for students of minimum 20 Engineering colleges in the last 3 financial years.	Skill development training in various trades gives an experience of conducting technical training in colleges and institutes and therefore, specifying 20 engineering colleges in 3 FYs may please be replaced by generic statement of execution experience of employability skill development solutions.	The same criteria is suitably modified. Please refer query no. 29
12	Eligibility Criteria no. 06	Assesment of Employability skills	Organizations/corporate having financial and managerial capacity of teams for catering to multiple centres for simultaneous testing	It appears to be out of place of the scope of work of NPIU which is required to implement the project in established engineering colleges only rather than setting up a new centre for imparting such training programmes. Therefore these eligibility criteria should also be dropped as the evaluation of employability skills of students is to be done in the engineering colleges itself	Eligibility Criteria no. 06 deleted
13	Eligibility Criteria no. 07	Assesment of Employability skills	The service provider should have a minimum average turnover of Rs 1 Cr per year for last three years of operation from education related business in India.	This should be amended to 1 Cr per year from delivery of skill assessments. Since there is an exclusive EOI for evaluating employability skills, it is important to limit the participation to players who are operating in this space.	This criteria is suitably modified. Please refer query no. 31
14	Eligibility Criteria no. 03	Assesment of Employability skills	Executed skill/ Employability skill testing solutions for a minimum of 30000 engineering students in last 3 financial years	This should be amended to 30000 paid tests to engineering students. The idea is to restrict the EOI to only players who operate and generate revenue in the employability assessment space.	This criteria is suitably modified. Please refer query no. 28

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15	General	Assesment of Employability skills	General	Validation of employability tests through documentary evidence of usage of skill assessments covering all employability skills by 5 -10 companies. It will be also useful if we could have a minimum turnover criteria and no of assessments delivered for companies for which certificates/ work orders need to be furnished. (Eg companies with turnover of 10-20 Cr and delivery of minimum 500 assessments for them).	No Change
16	3 Page, 2nd Para	Assesment of Employability skills	General	The assessments shall cover English usage, quantitative ability, analytical and logical ability, personality-psychometric evaluation, domain skills and any other area as identified by the service provider.	No Change

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17	General	Assesment of Employability skills	General	<p>It will help service providers if a list of skills is provided for which assessments need to be administered as the price of the test will depend on the numbers of skills being assessed. Our recommendation is as follows</p> <ul style="list-style-type: none"> o Cognitive skills – Quantitative and Logical ability o Soft skills – <ul style="list-style-type: none"> § English comprehension § Spoken English § Written English o Domain skills – <ul style="list-style-type: none"> § Domain modules (MCQ) for all engineering branches § Programming assessment for IT/ Computer Science o Personality-psychometric evaluation 	No Change
18	Eligibility Criteria no. 06	Employability Skills Training & Assesment of Employability skills	Organizations/corporates having financial and managerial capacity for setting up multiple centre for imparting training.	Change the evidence of having multiple centre clause to 'Bidders should have the capacity to setup multiple center within 60 days of allotment of work'	Eligibility Criteria no. 06 deleted