

Selection of Agency by Bihar Skill Development Mission (BSDM) for conducting "Sectoral Skill Gap and Youth Aspiration Mapping Study" in all 38 Districts of Bihar and the Job Market Study vide RFP No: BSDMSankalp-77/2023-01 Date: 26/10/2023 In view of Pre bid meeting dated 06.11.2023, wherein general queries of the prospective bidder were responded in detail and clarified

SN	Section as Referred by Bidder	Content of RFP requiring clarifications	Change/ Clarification requested	BSDM Response
1	A. Preliminary Eligibility Criteria SN 2 B. Technical Evaluation Criteria and Score SN 1, Page-20	Criteria The agency should have a minimum average annual turnover of INR 10 Crores and positive net worth in any 3 FY out of FY 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23. Financial Turnover The bidder should have average annual turnover (AT) of INR 10 Crores in any 3 years out of FY 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 • INR 10 Cr. => AT <= INR 15 Cr. Will obtain 5 marks • INR 15 Cr. > AT <= INR 20 Cr. Will obtain 10 marks • AT > INR 20 Cr. Will obtain 15 marks	To undertake such kind of short term but effort intensive assignments substantial financial strength is a necessity which would need higher financial soundness in order to mobilize the requisite subject matter expertise, ensure the quality of delivery and leverage a geographically extensive network & presence to realize the eventual objective thus in order to ensure quality higher weightage must be given to higher financial soundness. Accordingly following changes are proposed in the scoring under Serial No – 1 of the technical evaluation criteria should be modified as below: Financial Turnover The bidder should have average annual turnover (AT) of INR 10 Crores in any 3 years out of FY 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 • INR 10 Cr. => AT <= INR 50 Cr. Will obtain 5 marks • INR 50 Cr. > AT <= INR 100 Cr. Will obtain 10 marks • AT > INR 100 Cr. Will obtain 15 marks	No Change.
2	Criteria for Technical Evaluation Sr no. -2.1, Page 21	Specific experience of skill gap/youth aspiration study. The agency must have experience of conducting Exclusive assignments of skill gap study/demand-supply study/youth aspiration study/job market study/ evidence-based skill development requirement study at National / International level. • 1-2 assignments – marks • 3 assignments – 6 marks • 4 assignments – 10 marks • 5 assignments – 15 marks • 6 assignments – 20 marks • >6 assignments – 25 marks	We would request you to please modified the Technical Evaluation Criteria and Score SN 2.1 as below: On account of limited availability of industry and employment opportunities at the state level it is imperative to focus on the jobs that are in other states in India and various countries across Asia, Europe, Middle East, Canada etc. Therefore, a demand forecast at an International level will help us to plan the skill development training for International jobs so we propose to include the experience of conducting International Skill Gap Studies. The proposed criteria is as follows 2.1- "The agency must have experience of conducting Exclusive assignments of skill gap study/demand-supply study/youth aspiration study/job market study/ evidence-based skill development requirement study at National / International level." • 1-2 assignments – 5 marks • 3-4 assignments – 10 marks • 5 and above assignments – 15 marks Additional 1 mark for each assignment that involves study for a foreign country. Up to a maximum of 10 marks and "We request, please set the mark as below • 1-2 assignments – 10 marks and so on."	No Change.
3	A. Preliminary Eligibility Criteria: Point No-3, Page 20	The agency must have experience of skill gap study or skill demand-supply/ youth aspiration study/evidence-based skill development requirement study/ Job Market Study at National/ International Level directly awarded by Central/State Govt. departments/ Organizations / NSDC/SSCs/IFIs to the bidder. CA Certificate and work order / contract / performance certificate. (Both documents are mandatory) – Annexure IV	We request you to please exempt CA certificate for Annexure IV as a mandatory document as work order / contract / performance certificate will be able to establish the experience	No Change.
4	B. Technical Evaluation Criteria and Score Point No-2.2, Page-21	Skill Sector Experience: Skill Sector Project Experience (Minimum project value >= 2 crores) in the capacity of any Project Management role with any Central Govt/ State Govt./NSDC/ State Skill Development Mission/ Multilateral Funding Agency, in India. • Maximum 5 such project experience will be considered. • For each such project 3 marks will be awarded. • Assignments mentioned in CA certificate (Annexure V) will be considered for marking	We request you to please exempt CA certificate for Annexure V as a mandatory document as work order / contract / performance certificate will be able to establish the experience	No Change.

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SN	Section as Referred by Bidder	Content of RFP requiring clarifications	Change/ Clarification requested	BSDM Response
5	Tender Schedule/Timelines and Instructions. Page 5	Pt 5 27 11 2023 up to 15.00 Hrs	We request to kindly extend the bid submission date by at-least one week on account of the festivals in this period, and We request you to kindly consider date of proposal submission to be atleast 3 weeks from the date of release of response(09.11.2023) to the pre-bid queries.	Bid submission last date will be extended by one week. Updated last date of Bid submission will be 6th of December 2023 up to 15:00 Hrs.
6	Transfer of Intellectual Property (IP) Rights to the client Page 17	Intellectual Property Rights All data gathered under this assignment (i.e., under skill gap survey or otherwise) and the reports prepared therein whether draft or approved will be the exclusive property of BSDM and cannot be used/disclosed by bidder to anyone except with prior permission of BSDM. A non-disclosure and no-use agreement will be executed with BSDM. (Page 17)	We would request you to please revise the existing Intellectual Property Rights clause as "Bidder may use data, software, designs, utilities, tools, models, systems and other methodologies and know-how ("Materials") that Bidder own in performing the Services. Notwithstanding the delivery of any Reports, Bidder retain all intellectual property rights in the Materials (including any improvements or knowledge developed while performing the Services), and in any working papers that bidder compile and retain in connection with the Services (but not Client Information reflected in them). Upon payment for the Services, Client	No Change
7	Right to Terminate the Process and issue of Corrigendum and other Right Page 17	Inclusion (Page 18)	Please add the following termination provision also under the Right to Terminate the Process and issue of Corrigendum and other Right section: "Bidder may terminate this Agreement, or any particular Services, immediately upon written notice to Client if Bidder reasonably determine that bidder can no longer provide the Services in accordance with applicable law or professional obligations."	No Change
8	New Clause	(Page 18)	To be added below clause as Force Majeure to facilitate remote working: (i) To the extent that the provision of the Services is impacted by a pandemic (including COVID-19) and any reasonable concerns or measures taken to protect the health and safety interests of either Party's personnel, the Parties will work together to amend the Agreement to provide for the Services to be delivered in an appropriate manner, including any resulting modifications with respect to the timelines, location, or manner of the delivery of Services. (ii) Where bidder Personnel are required to be in present at Client's premises, bidder will use reasonable efforts to provide the Services on-site at [Client] offices, provided that, in light of a pandemic the parties agree to cooperate to allow for remote working and/or an extended timeframe to the extent (i) any government or similar entity implements restrictions that may interfere with provision of onsite Services; (ii) either party implements voluntary limitations on travel or meetings that could interfere with provision of onsite Services; or (iii) Bidder resource determines that he or she is unable or unwilling to travel in light of a pandemic-related risk.	No Change.
9	Other Terms of Reference Proposed Team Structure. Page No 16	All the key resources should be deployed on the project for full-time and they shall report to BSDM on regular basis	Given that the project requires some of the key expert resources during the study design, development of instruments and analysis and report development, and the other key resources to administer the survey and consultations across a wide range of stakeholders, we request you to consider need-based structuring of the presence of the key resources.	No Change.
10	2.4 Scope of work 2.4.3 Outcomes of study. Page No. 13	Note: It must be clearly understood that the scope of work is intended to give the bidder an idea about the order and magnitude of the work and is not in any way exhaustive and guaranteed by BSDM. The bidder shall carry out all the tasks in accordance with the requirement of the RFP and due diligence and it shall be the responsibility of the bidder to fully meet all the requirements of the RFP. If during the course of execution of the project, any revisions or additions to the work are to be made to meet the goals of BSDM or this RFP, all such changes shall be carried out within the contract price only.	It is requested to confirm that the amendments will be limited to the scope of this RFP - i.e. Demand and Supply Skill Gap study aspects in Bihar.	No Change.

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11	2.4 Scope of work - 2.4.4 Approach and Methodology. Page No. 14	Sample Size calculation for supply side- There are 38 districts, 101 subdivision, 534 blocks and more than 44000 villages. The sample size should take into account the total working age population as per recent census and may vary as per the population of each district. The minimum sample size for mapping the skill gap and youth aspiration may be 1000-1200 per district but may vary as per size of the district. Sample size must be approved through District Skill Committee (DSC). The bidder is strictly prohibited for concentrated sampling and should ensure fair share of rural and urban population under sampling.	We request for provision for bidders to propose scientifically calculated sample size with geographical coverage criteria prescribed to ensure coverage of all districts. Further our suggestion to keep the minimum sample size for mapping the skill gap and youth aspiration to 400 per district. We understand that approval from District Skill Committee (DSC)	No Change
12	2.4.4, Approach and Methodology. Page No. 14	After execution of agreement, there will be a kick-off meeting wherein approach and methodology will be finalized and same should also be finalized with District Skill Committee (DSC) of concerned District.	Keeping in view the resource constraint, we request that the approvals from District Skill Committee (DSC) of concerned District should be received through BSDM	No Change.
13	Technical Proposal. Relevant Experience of the Bidder. 2.1 Page No. 21	2.1 Specific experience of skill gap/youth aspiration study: The agency must have experience of conducting Exclusive assignments of skill gap study/demand-supply study/youth aspiration study/job market study/ evidence-based skill development requirement study at National / International level.	We request you to consider the following changes for Point 2.1 The agency must have experience of conducting Exclusive assignments of skill gap study/demand-supply study/youth aspiration study/job market study/ evidence-based skill development requirement study/Tracer study at National / International level.	No Change.
14	Annexure 1, Page No. 29	A Notarized Affidavit on non-judicial stamp paper of Rs. 1000/- by Authorized Representative of the applicant with his / her dated signature and enterprise seal	We request you to also consider the Declaration on the Company Letterhead.	No Change.
15	Annexure 1, Page No. 31	I/We, on behalf of (Name of the Agency), with its registered office at do hereby declare that the above-mentioned bidder is not under a declaration of ineligibility for corrupt and fraudulent practices or for any other reason, whatsoever and has not been blacklisted / debarred by the Government of India or any of its agencies, including public enterprises and or by any State Government or any of its agencies.	We request to align this section to Preliminary Eligibility Criteria no. 5 on Page No. 20 and add the phrase that "the declaration is as on the date of this Tender". Therefore, we request you to kindly update this section as under: I/We, on behalf of (Name of the Agency), with its registered office at do hereby declare that the above-mentioned bidder is not under a declaration of ineligibility for corrupt and fraudulent practices or for any other reason, whatsoever and has not been blacklisted / debarred by the Government of India or any of its agencies, including public enterprises and or by any State Government or any of its agencies as on the date of this Tender.	Changes will be included and the updated section will be as follows I/We, on behalf of (Name of the Agency), with its registered office at do hereby declare that the above-mentioned bidder is not under a declaration of ineligibility for corrupt and fraudulent practices or for any other reason, whatsoever and is not been blacklisted / debarred by the Government of India or any of its agencies, including public enterprises and or by any State Government or any of its agencies.
16	2.4.6. Duration of Assignment, Page No. 15 D. Proposed Team Structure. Page 16	The agency will have to submit its final report at the end of 7th month Duration of Engagement for Key Resources: 8 months	The final report to be submitted at the end of 7th month, while the duration of engagement for key resources is given for 8 months. We would like to request you to consider retaining the timeline of the deliverable and the overall duration of the engagement as 8 months. and "As per Page No. 15: 2.4.5 Key Deliverables and Timelines, the final report will be submitted at the end of the 7th month however the engagement of key experts is given as 8 months. Please clarify if it is okay to keep the engagement duration for the key experts at 7 months each. "	No Change.

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17	Page No. 4 Earnest Money Deposit (EMD)	An EMD of Rs. 2,00,000/- (Two Lakh) only, through e-payment mode (i.e. NEFT/RTGS/Credit Card/Debit Card) on E-Proc Portal, well before the last date/time for submission/ uploading of offer/Bid, failing which the bid will be rejected. This EMD will be non-interest bearing and refundable. If the selected bidder fails to submit the requisite performance guarantee or to execute the agreement, this EMD will be forfeited.	Kindly clarify if registered MSMEs are exempted from submitting the Earnest Money Deposit (EMD) And "Kindly allow EMD exemption for MSMEs"	No Change. Reason: As per revised FAQs in respect to Public Procurement Policy for MSEs Order, 2012-reg. issued vide F.No. 1(3)/2018-MA, Part III, Dated 27th January 2022 refer to the Question number 28 The Public Procurement Policy for MSEs Order, 2012 is applicable to Central Government Ministries/ Departments and CPSUs. This Policy of exemption of EMD for MSMEs are not applicable to State Government Ministries/ Departments/ PSUs.
18	(i) Page No. 21 Technical Evaluation Criteria – Specific Experience of skill gap/youth aspiration study (ii) Page No. 27 Tech 3 – b) Tenderer's Experience	(i) The agency must have experience of conducting Exclusive assignments of skill gap study/demand-supply study/youth aspiration study/job market study/ evidence-based skill development requirement study at National / International level. (ii) List only previous similar assignments successfully ongoing/completed in the last [5...] years as on 31.03.2023	In point (i), with reference to the specific experience of skill gap/youth aspiration study, there is no year cap for describing the agency's experience in the desired sector. However, in point (ii), with reference to Tech 3 – b) Tenderer's Experience, only previous similar assignments successfully ongoing/completed in the last 5 years as on 31.03.2023 are requested. Kindly clarify, if there are any year cap restrictions for describing similar assignments. Can we include previous similar assignments completed beyond the last 5 years?	No Change.
19	Page No. 21 Technical Evaluation Criteria - Skill Sector Experience	Skill Sector Project Experience (Minimum project value >= 2 crores) in the capacity of any Project Management role with any Central Govt/ State Govt. / NSDC/ State Skill Development Mission/ Multilateral Funding Agency, in India. • Maximum 5 such project experience will be considered. • For each such project 3 marks will be awarded. • Assignments mentioned in CA certificate (Annexure V) will be considered for marking	Requesting more clarity on "Skill Sector Project Experience in the capacity of any Project Management role" since experience relating to skill sector has already been requested in Page No. 21: Technical Evaluation Criteria – Specific Experience of skill gap/youth aspiration study And Kindly consider reducing the minimum project value to Rs. 25-50 lakhs to encourage participation by MSMEs or consider similar assignments. And We request you to set 15 marks for each such project . And We request the authority that this criterion of minimum project value >=2 crores be reduced to Minimum Project Value >=1 Crores.	No Change.
20	Page No. 14: 2.4.4 Approach & Methodology - Methodology	Phase wise data collection with a presentation of findings at every phase in consultation with district and state representatives approved through District Skill Committee of respective District. The Agency will be expected to start the work/ survey in all districts of Bihar simultaneously	Please advise if it is mandatory for the agency to begin work in all 38 districts simultaneously, or can the agency propose a phased data collection.	No Change Not mandatory.
21	Page No. 14: 2.4.4 Approach & Methodology – Methodology	As part of the technical proposal, the consultant may provide the details of the proposed research methodology, including but not limited to the following:	Please clarify if the agency needs to submit a written approach & methodology in Word/PDF along with the other documents of the Technical Proposal OR will the agency only do a presentation of the approach and methodology, as is indicated under (B) Technical Evaluation Criteria and Score, SN 4. Technical Presentation on page no. 21.	Agency needs to submit a duly signed and stamped written approach & methodology in PDF format along with the other documents of the Technical Proposal.
22	Page 16: 3. Other Terms of Reference – C. Bid Prices	The bidder shall indicate the price in accordance with format provided in the RFP (online format) and same will be used for evaluation of bids by BSDM.	A separate BOQ document is already attached in the e-procurement website (eproc2.bihar.gov.in) as part of the bid documents. Since, the Financial Bid format has already been given in Page 23 of the RFP document, kindly clarify which format is to be used for indicating the price. Or should the bidders have to submit both the formats? (the BOQ document in the website and the Financial Bid Format in the RFP)	The given financial bid format on page 23 is a tentative format only for your reference. The financial bid is to be submitted as per Online E-proc Method Only: No Hard Copy Submission is required.
23	1.1 Tender Schedule/Timelines and Instructions: Date, Time and Place of Pre-Bid Meeting Page number: 5	3. A Virtual Link will also be given on the E-mail address provided by interested bidders in the pre-bid format. Bidder may choose to join either physically or virtually.	Kindly share the Meeting link to participate in the pre-bid meeting virtually on the 6th of November And We request the authority that a virtual link to join the pre-bid meeting be provided to the intended participants.	Virtual Pre-bid Meeting link shared through mail on 6th of November at 11:16 am.

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24	6. Evaluation of Bids (A) Preliminary eligibility criteria	The agency must have experience of skill gap study or skill demand-supply/ youth aspiration study/evidence-based skill development requirement study/ Job Market Study at National/ International Level directly awarded by Central/State Govt. departments/ Organizations / NSDC/SSCs/IFIs to the bidder.	We have experience in other research studies like education finance market research, landscape study on agriculture commodities & public procurement opportunities being leveraged by SRLM promoted WLEs, evaluation studies on WASH & financial inclusion sector. Are we eligible for applying?	No Change.
25	6 Evaluation of Bids B Technical Evaluation Criteria Point 2.2	Skill Sector Project Experience (Minimum project value >= 2 crores) in the capacity of any Project Management role with any Central Govt/ State Govt. / NSDC/ State Skill Development Mission/ Multilateral Funding Agency, in India.	We have project experience in term of BSDM(KYP)Project, Manage Agriculture (ATABC) Program and DDUGKY Project. So can you consider in this point?	Yes.
26	1.1 Tender Schedule/Timelines and Instructions, Page No. 5	13. Bidding in Consortium/Joint Venture : NO	We would request the authority to allow Joint Venture/ Consortium to participate in this tender and the eligibility conditions to be fulfilled jointly by the partner firms of the Joint Venture/ Consortium.	No Change
27	2.4.6. Duration of Assignment, Page No. 15	BSDM is looking to complete this study within a period of 07 to 08 months from the accord of the approval wherein two Interim Reports will have to be submitted at the end of 4th and 6th month respectively.	Looking at the scope of work of this assignment, a period of 7 to 8 months looks lesser for effective implementation of this project. We would request the authority that the time period for extension of this assignment be increased to a duration of one year and payment schedules be revised accordingly.	No Change.
28	BSDM/Sankalp-77/2023-01, Section 6 (A) Preliminary Eligibility Criteria, Page No. 20	The agency should have a minimum average annual turnover of INR 10 Crores and positive net worth in any 3 FY out of FY 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23.	Request to consider relaxing the minimum average annual turnover requirement to INR 1 crore and positive net worth in any 3 FY out of FY 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23.	No Change.
29	Section 6 (A) Preliminary Eligibility Criteria, Page No. 20	The agency should be a company registered under Companies Act, Registered Society or Trust / Autonomous Body/ Registered Firm/Firm registered under Limited Liability Partnership Act (LLP) /Partnership firm in existence for the last 5 years before the last date of submission	Recommend changes as follows The agency should be a company registered under Companies Act, Proprietorship Firm , Registered Society or Trust / Autonomous Body/ Registered Firm/Firm registered under Limited Liability Partnership Act (LLP) /Partnership firm in existence for the last 5 years before the last date of submission.	Changes will be made as follows The agency should be a company registered under Companies Act, Proprietorship Firm , Registered Society or Trust / Autonomous Body/ Registered Firm/Firm registered under Limited Liability Partnership Act (LLP) /Partnership firm in existence for the last 5 years before the last date of submission.
30	Section 6 (B) Technical Evaluation Criteria and score. Point No. 2.1 Page No. 21	Specific experience of skill gap/youth aspiration study: The agency must have experience of conducting Exclusive assignments of skill gap study/demand-supply study/youth aspiration study/job market study/ evidence-based skill development requirement study at National / International level.	Recommend changes as follows Specific experience of skill gap/youth aspiration study: The agency must have experience of conducting Exclusive assignments of skill gap study/demand-supply study/youth aspiration study/job market study/ evidence-based skill development requirement study/ Impact assessment of social sector at National / International level.	No Change.
31	Clause 7 D Payment Terms, Milestone of Payment, Page 23	On Approval of Inception Report - 30% of the Project Cost	Request to revise the Clause as follows: Mobilisation Payment on submission of brief inception report - 10% @ 1 week Rest 20% on Approval of a detailed Inception report/Roadmap -	No Change.
32	Clause 3 . D. Other Terms of Reference, Bid Prices, Page 16	If during the course of execution of the project, any revisions or additions to the work are to be made to meet the goals of BSDM or this RFP, all such changes shall be carried out within the contract price only.	As the additional effort required is unknown at this point of time, it would be difficult to provide support for additional work within the contract price. It is proposed that a change management committee may be formed which can validate the estimation of effort required to undertake additional work in discussion with the bidder.	No Change.

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33	Clause 3 , I(2) Other Terms of Reference, Performance Guarantee. Page 17	If the bidder fails to perform satisfactorily as per terms of the agreement, BSDM reserves the right to cancel the selection and terminate the agreement and may forfeit the performance guarantee without assigning any reason.	Request to define satisfactory performance as well as provide provision for intimation to bidder in case of non-satisfactory performance and allow to undertaken corrective measure within 15 days.	No Change.
34	Clause 7 D. Payment Terms, Milestone of Payment, Page 23	Payments shall be made on approval of reports.	Request to clarify the approval meachism of Inception report, interim reports and the final report.	Already Explained in Pre-Bid meeting
35	Scope of work, Page 11	Data sources and availability	In case of data, we assume that during the project period Client will support in obtaining the required details and accurate information on State demographics, State vision and objective, institution database, etc. as per the project need. Please confirm	Client will support in obtaining any data available with Government however efforts will have to be made by the agency on it's own for data outside the purview of the Government.
36	Scope of work, Page 11 page 14	Digital survey app: During this assignment, the agency is expected to develop a digital app-based survey tool which will store the data captured during the study using the app, do the analysis and generate required reports. The study is required to be conducted on a digital survey application using smart phones and tablets. The application should work in online and offline modes to avoid connectivity issues in remote areas.	Request to provide clarification on the following: 1. What are the reports to be generated ? 2. Who will own this tool? 3. Are we developing this in-house or any sub con is involved to deliver this work ? 4. Is the cost of development factored within the overall project cost ?	Already Explained in Pre-Bid meeting