

## **NOTICE INVITING**

### **Expression of Interest (Eoi)**

for

### **Empanelment of Training Partners for NUA Odisha Scheme**

EOI Notice No. DSDE/EOI/2/24-25

Dated 04 August 2024

#### **Issuer:**

Directorate of Skill Development and Employment

Unit 3, Sriya Square, Bhubaneswar 751001

Email id: [rfp.osda@gmail.com](mailto:rfp.osda@gmail.com)

Website: <https://skillodisha.gov.in/>

#### **Address for Communication & Submission of Documents During Tender Period**

Directorate of Skill Development and Employment

Unit 3, Sriya Square, Bhubaneswar 751001

Email id: [rfp.osda@gmail.com](mailto:rfp.osda@gmail.com)

Website: <https://skillodisha.gov.in/>

## Contents

<b>1. Background</b> .....	5
<b>2. Objective</b> .....	5
<b>3. Instruction to Bidders/Applicants</b> .....	6
3.1 Proposal .....	6
3.2. Documents .....	6
3.3 Communications .....	7
3.4 Submission of Proposal .....	7
3.5 Proposal Validity Period .....	7
<b>4. Terms of Reference</b> .....	8
4.1 Targeted Sectors .....	8
4.2 Scope of Work .....	8
4.3 Target Beneficiaries .....	8
4.4 Geographical Coverage .....	8
4.5 Deliverables .....	8
4.5.1 Mobilization of Trainees .....	8
4.5.2 Training Centre Readiness .....	9
4.5.3 Training .....	9
4.5.4 Trainers .....	9
4.5.5 Assessments & Certification .....	10
4.5.6 Placement .....	10
4.5.7 Post Placement Tracking .....	10
<b>5. Evaluation Criteria</b> .....	11
5.1 Pre - Qualification Criteria .....	11
5.2 Technical Evaluation Criteria .....	15
5.2.1 Educational Institutions .....	15
5.2.2 Private Institutions (Training Partners) .....	17
5.2.3 Overseas Placement Organization .....	19
5.2.4 Start-ups or MSME .....	21
5.2.5 Industry Association or Partners .....	23
5.2.6 Digital Skilling Partners .....	25
5.2.7 Captive Employers .....	28
5.3 Financial Proposal Evaluation .....	30
<b>6. Selection Process</b> .....	30
<b>7. Proposal Ownership</b> .....	31

## **Disclaimer**

The Expression for Interest (EOI) document is neither an agreement and nor is an offer to the prospective bidder/applicant. The purpose of this EOI document is to provide prospective bidder/applicant information that may be useful to them in the formulation to their bid/application for qualification pursuant to this EOI document. The assumption, assessments, statements, and information contained in this EOI document may not be complete, accurate, adequate, or correct. Each bidder/applicant should, therefore, conduct its own investigation and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements, and information contained in this EOI document and obtain independent advice from appropriate sources. Information provided in this EOI document to the bidders/applicants is not intended to be an exhaustive account of statutory requirement and should not be regarded as a complete or authoritative statement of law.

Directorate of Skill Development and Employment, Bhubaneswar accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein. Directorate of Skill Development and Employment, Bhubaneswar or its employees or representatives make no representation or warranty and shall have no liability to any bidder/applicant, under the law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost, or expense which may arise from or be incurred or suffered on account of anything contained in this EOI document. Directorate of Skill Development and Employment, Bhubaneswar also accepts no liability of any nature whether resulting from negligence or otherwise, howsoever caused arising from reliance of any bidder/applicant upon the statement contained in this EOI document. It may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI documents. The issue of this document does not imply that Directorate of Skill Development and Employment, Bhubaneswar is bound to select and to appoint the selected bidder/applicant for restructuring and reviewing of its courses. Directorate of Skill Development and Employment, Bhubaneswar reserves the rights to rejects all or any of the bids without assigning any reason whatsoever.

The empanelment of any applicant/bidder shall be at the sole discretion of the Directorate of Skill Development and Employment, Bhubaneswar and no applicant/bidder shall have any claim for being empaneled. In the event of any furnished information is found to be incorrect or misleading or deceptive or if there is any breach of the terms and conditions at any time by the empaneled applicants/bidder, the empanelment may be terminated summarily without any notice.

### Factsheet

S. No.	Milestone	Date
1	Submission of Proposal	Proposals are welcome throughout the year, and they will be taken up for screening in a phased manner. Submission from 1 <sup>st</sup> to 15 <sup>th</sup> of each month
5	Funding Pattern	a) Training Cost - As per the Common Cost Norms, in case of NSQF aligned courses and in case of Non-aligned courses (as approved by Steering Committee on case-to-case basis b) Capex cost
6	Proposal Validity Period	180 days
7	Mechanism of Approval of Proposal	1. Desk Verification (as per pre-qualification criteria) 2. Evaluation of proposals by Executive Committee 3. Presentation to the EC by the applicant, if required 4. Approval by Steering Committee 5. Signing of Agreement
8	Proposal Submission	a) Proposal can be submitted online on <a href="https://skillodisha.gov.in/become-a-partner/Proposal">https://skillodisha.gov.in/become-a-partner/Proposal</a> by 7 <sup>th</sup> of each month. b) The hardcopy of the complete proposal should reach by the 15 <sup>th</sup> day of each month at the mentioned address in point 9 of this table.
9	Contact Details	<b>Proposal under NUA Odisha Scheme</b> Directorate of Skill Development and Employment Unit 3, Sriya Square, Bhubaneswar 751001 Email id: <a href="mailto:rfp.osda@gmail.com">rfp.osda@gmail.com</a> Website: <a href="https://skillodisha.gov.in/">https://skillodisha.gov.in/</a>

**Note:**

- i. Directorate of Skill Development and Employment, Bhubaneswar reserves the right to change any schedule. Please visit the website mentioned in the EOI document regularly for the same.

## 1. Background

The Nutana Unnata Abhilasha (NUA) Odisha scheme is designed to empower the youth of Odisha through continuous opportunities for skilling, reskilling, and upskilling. Covering all 30 districts, with a particular focus on Aspirational, Tribal, and remote areas, the scheme addresses the specific skill development needs of marginalized and vulnerable groups. Implemented collaboratively by the Directorate of Skill Development & Employment, Directorate of Technical Education & Training, and the World Skill Centre, the initiative leverages both existing and new skilling institutions and industry partnerships to deliver comprehensive training.

The training program encompasses a spectrum of offerings, from foundational skill development for youth to supplementary courses and digital education options for higher education students. Key components of the scheme involve setting up state-of-the-art laboratories, providing incentives to training providers, developing curriculum frameworks, and enhancing trainer capabilities. The NUA Odisha scheme underscores the state's dedication to fostering inclusive growth through skill enhancement, integrating advanced technologies with traditional sectors to forge a robust and sustainable future.

## 2. Objective

This EOI aims to broaden the scope of the NUA Odisha scheme by engaging new training partners (Skill Development agencies, industry partners, educational institutes, Government organizations, skill institutes, start-ups, MSMEs, industry associations etc.). The scheme prioritizes delivering high-quality training, fostering industry partnerships, and improving employability skills in the new age sectors. Additionally, it aims to address skill gaps in the application of modern technologies within traditional sectors such as handicrafts, handlooms, and agriculture. DSDE, Bhubaneswar intends to leverage the existing infrastructure of ITIs, governmental and private educational institutions, skill institutes, and industry to provide cutting-edge facilities for practical training in advanced technologies to youth of Odisha. This EOI aims to invite proposals from organizations to be empaneled for setting up training facilities and delivering training under the NUA Odisha scheme, addressing the skilled manpower requirements across various sectors in the state of Odisha.

The objectives are:

- To undertake project-based skilling interventions, primarily to meet the skilling needs of marginalized or vulnerable groups (to mean hereafter such as Scheduled Castes and Tribes, transgender, persons with disabilities, any other category which identifies as marginalized/vulnerable and is so considered/recognized by Government of India) which may not meet all the parameters of a Standardized training program due to special circumstances.
- To undertake special projects covering short-term skilling initiatives undertaken by reputed industry bodies offering captive placements opportunities; projects with innovative strategies; and/or projects assuring international placements.
- To undertake training in new age technologies, emerging trades, due to the rapid changes in the future of work, and to promote training in Future Skills.

### 3. Instruction to Bidders/Applicants

Proposals shall be accepted year-round and will be reviewed in a phased approach. Applicants may submit their proposals between the 1st to 15th of each month, after which they will be screened on a periodic basis.

**Any changes** shall be uploaded on the website of DSDE, Bhubaneswar ([www.skillodisha.gov.in](http://www.skillodisha.gov.in)). However, there shall be no further newspaper advertisement with respect to the EOI process. Hence applicants should regularly visit the above-mentioned website and keep themselves updated on the EOI process and any communication made in relation to the EOI process.

#### 3.1 Proposal

- i. Agencies are hereby invited to submit their Expression of Interest (EOI) for providing their services to Directorate of Skill Development and Employment, Bhubaneswar. Proposal so submitted shall form the basis for future discussion and ultimately an agreement between the selected Agency and Directorate of Skill Development and Employment, Bhubaneswar.
- ii. **List of Courses (National Skill Qualification Framework (NSQF) and Non-NSQF) which** can be offered by the applicant may be furnished in annexure 1. The list of NSQF trades New Age Skilling trades and Traditional trades can be accessed with the sources provided in schedule B. This list is indicative. Any other industry relevant courses linked to placement can be proposed.
- iii. A description of the assignment, terms of reference and its objectives are given in this document.
- iv. Please note that the expenditure incurred towards cost of preparing the proposal and negotiating the contract, including the site visits, are not reimbursable as a direct cost of the assignment.
- v. Directorate of Skill Development and Employment, Bhubaneswar is not bound to accept any of the proposals submitted. Directorate of Skill Development and Employment, Bhubaneswar may reject any and / or all the proposals without assigning any reasons thereof.
- vi. Any proposals containing vague and indefinite expressions will not be considered.
- vii. Applicants are requested to go through the EOI document carefully before preparing and submitting their proposal.

#### 3.2. Documents

- i. The EOI document shall be available on the website <https://skillodisha.gov.in/>
- ii. Bidders are advised to submit their proposal in the appropriate formats specified in this document online at <https://skillodisha.gov.in/become-a-partner/Proposal>.
- iii. At any time before the submission of proposals, Directorate of Skill Development and Employment, Bhubaneswar may, for any reasons, whether at its own initiative or in response to a clarification requested by an invited Bidder, modify the document by

amendment. The amendment will be notified on the website <https://skillodisha.gov.in/> and revised documents / clarification if any, shall also be uploaded on the website.

### 3.3 Communications

Bidders are advised to submit their queries addressed to the Director, Directorate of Skill Development and Employment, Bhubaneswar. Queries could be mailed to [rfp.osda@gmail.com](mailto:rfp.osda@gmail.com) from 1st – 4th of every month. Bidders are requested to give **proper contact details with an assigned SPOC name and designation** in the proposal and the mails for queries. The responses to the queries shall be sent through email.

All communications including the submission of Proposal should be addressed to:

To,  
The Director,  
Directorate of Skill Development and Employment,  
Unit 3, Sriya Square, Bhubaneswar 751001  
Email id: [rfp.osda@gmail.com](mailto:rfp.osda@gmail.com)  
Website: <https://skillodisha.gov.in/>

Applications are welcome throughout the year, and they will be taken up for screening from time to time.

### 3.4 Submission of Proposal

- i. First an online submission of the proposal form (annexure 1) shall be submitted on at <https://skillodisha.gov.in/become-a-partner/Proposal> which is the designated portal along with all the supporting documents by the 7<sup>th</sup> day of the month.
- ii. Secondly the complete proposal along with all the required documents should be submitted through Speed Post/ Registered Post / Courier only. The complete proposal hardcopies should reach by 15<sup>th</sup> day of the month.
- iii. Proposals submitted through Telex / Telegraphic / Fax / Email / by hand will not be considered and shall be summarily rejected.
- iv. Directorate of Skill Development and Employment, Odisha will not be responsible for loss of proposal or for delay in transit.
- v. Proposals shall be submitted in prescribed proforma along with other documents and placed in sealed cover addressed to the Director in the address as mentioned in this document in Section – 3.3.

### 3.5 Proposal Validity Period

The proposals shall be valid for acceptance by for a period of 180 days from the Bid Due Date.

## 4. Terms of Reference

### 4.1 Targeted Sectors

Sectors with **new age trades** Viz. Electrical Vehicle, Drone Technologies, Artificial Technologies, Database Administration, IoT, Software Development, Robotics, Industry 4.0, Manufacturing Technologies, AutoCAD, Agri Tech, Cloud Computing, 3D Printing, Cyber Security, etc. As well as trades that integrate new technologies into traditional sectors (such as handicrafts, handlooms, and agriculture).

Sectors such as automotive, telecom, IT-ITES, electronics, hospitality, BFSI, and food processing that focus on future skills trades that address the evolving demands of Industry 4.0 and Web 3.0, catering to the changing landscape of work and labor market needs. A reference to such trades has been provided in schedule B.

### 4.2 Scope of Work

- Provide training in new-age technologies and various emerging trades to meet market demand.
- Democratize skilling by offering high-end courses to youth in educational and skilling institutions, improving their employability.
- Address the skilling needs of marginalized communities (SC, STs, PwDs, Girls) and the traditional sector for inclusive skilling.
- Establish state-of-the-art training centers with equipped labs, train the trainers, and develop curriculum for an enabling skilling ecosystem.
- Foster effective industry collaboration through a differential approach and suitable incentives to enhance training quality and outcomes.
- Providing employment opportunities to the candidates through captive employments and placements.

### 4.3 Target Beneficiaries

The scheme will be open for any youth interested in skilling and possessing the required qualification as prescribed in the specific Job Role. Focus will be on including girls, PwDs, Transgenders and youth from the SC, ST, Minority communities.

### 4.4 Geographical Coverage

The scheme will be implemented across the state covering all the 30 districts. Special emphasis will be given to Aspirational, Tribal, and remote districts.

### 4.5 Deliverables

#### 4.5.1 Mobilization of Trainees

- a) Agency to mobilize candidates.
- b) Mobilization should be accompanied with counselling wherein empaneled agency/applicant is expected to provide candidates with all possible information on the nature of work in the sector/trade, availability of jobs, potential pay and entitlements,



growth prospects and risks involved, with the aim of helping candidates and their families make informed choices.

- c) Registration of trainees must be linked to their Aadhaar identity, which the Empaneled agency/applicant are expected to facilitate before registration of trainee.

#### 4.5.2 Training Centre Readiness

- a) Training can be residential, non-residential.
- b) Training can be digital or phygital or facilitator led in nature.
- c) Applicant are required to have dedicated training centers for skill training.
- d) Training centers must be verified and approved by DSDE, Bhubaneswar prior to initiation of training.
- e) Each training center must be equipped with the infrastructure prescribed under the relevant Qualification Pack by the concerned Sector Skill Council for the NSQF aligned job roles in which training will be imparted. For the Non- NSQF aligned job roles, the training center shall be as per the industry skilling standards.
- f) Training center infrastructure (land and building) may be owned or hired.
- g) Aadhar Enabled Biometric Attendance System (AEBAS) is mandatory for trainees and trainers during skill training,
- h) Training infrastructure should be available as per the NSQF norms. While for non-NSQF trades, centers shall be as per industry standards.
- i) All training centers must be established as per the center specification norms set by NSDC/ concerned SSC and as prescribed for the relevant Qualification Pack/s by the concerned Sector Skill Council for the job roles in which training will be imparted.

#### 4.5.3 Training

- a) Agency must create a batch size of not less than 15 and not more than 30 trainees for conduct of skill development training.
- b) Agency is not allowed to provide training through a franchisee arrangement. No part of training center or training shall be sub-let to any agency/individual in any form.
- c) Empaneled agency shall be responsible for all aspects of the training including center readiness, providing lodging and boarding facilities to the trainees in case of residential training, quality of training delivery, assessment and certification, and outcomes required from the training.

#### 4.5.4 Trainers

- a) The instructors/faculty/trainers must be mandatorily a certified Training of Trainer (ToT) with relevant experience in the said job roles/sector as per NSDC norms.
- b) Persons deployed as trainers by the Agency must be competent instructors in possession of requisite Qualification, Certification, Knowledge, Skills, and Experience in their domain.
- c) Trainers for non-NSQF job roles must possess industry certification for the said job roles.

#### 4.5.5 Assessments & Certification

- a) After completion of training, trainees would be assessed and certified by Sector Skill Council or SCTEVT or any other reputed agency for NSQF Job roles as decided by DSDE, Bhubaneswar
- b) For non-NSQF job roles, assessment, and certification to be conducted by a recognized body, industry, or institution specific to that job role.
- c) Agency should also conduct regular internal assessment in the form of quizzes, assignments, and tests to develop the learning habit among trainees.
- d) For Non-NSQF job roles, assessment and certification plan must be provided by the respective training partner in the proposal itself.

#### 4.5.6 Placement

- a) Achievement of outcomes, in terms of number of candidates placed in the job roles in which they are trained from each batch and receiving at least minimum guaranteed wages of the state where the candidates are placed, shall be a crucial element for assessing the performance of agency. Other indicative parameters for assessing the performance of Empaneled PIAs shall be enlisted in the agreement/MoU.
- b) Payment to Agency, in line with the notified Common Norms, shall also be linked to achievement of envisioned outcomes, as detailed in **Schedule–A**.
- c) The agency would provide up to three placement opportunities to all the eligible trainees to ensure placement of all candidates.

#### 4.5.7 Post Placement Tracking

- a) To ensure sustained benefits from training, agency is required to track and report successfully placed candidates for a period of 12 months. The formats and periodicity of reporting shall be mentioned in the terms of work provided in the Agreement/ MoU.
- b) For candidates provided with wage employment in any industry, information like appointment letter, bank statements, etc. must be maintained and submitted per terms of the agreement of the MoU.
- c) Contact details of successful trainees should be passed on to DSDE, Bhubaneswar for sample checking.
- d) All records including but not limited to attendance, class progress, assessment, certification, and training outcomes, must be maintained both manually (hard copies submitted to DSDE as per agreement signed between DSDE and Empaneled PIAs) and should be uploaded on to [www.skillhub.skillodisha.gov.in](http://www.skillhub.skillodisha.gov.in), the state's Skill Management Information System. Likewise, attendance of trainees and trainers must be maintained both in the form of hard copies and through biometric records to be uploaded on [www.skillhub.skillodisha.gov.in](http://www.skillhub.skillodisha.gov.in).

## 5. Evaluation Criteria

### 5.1 Pre - Qualification Criteria

Category	Type	Institutions	Document Required
I	Educational/ Technical Institutions (Government & Private)	<p>a) Schools, Colleges, Technical and Professional Institutes, Higher Educational Institutes, Universities.</p> <p>b) Should have at least 2 years of experience in skill training.</p> <p>c) Registered legal entity in India.</p>	<ul style="list-style-type: none"> <li>• Certificate of Registration /Incorporation/Deed</li> <li>• Copy of PAN</li> <li>• Copy of GST Certificate</li> <li>• Copy of agreement/work orders</li> <li>• MoUs signed with the clients.</li> <li>• Project details in the Proforma (annexure 11)</li> </ul>
II	Private Institutions or Company	<p>a) Registered legal entity in India under company act, Partnership, Proprietorship, Private Limited, Society, Trust, Association, etc. and operational in the last 5 years as on March 31, 2024. Should have a valid GST registration and PAN number.</p> <p>b) The applicant should be an NSDC Partner with a B and above rating or MoRD Partner/ any other Ministry/ Department/State Government</p> <p>c) The applicant should have at least 5 years of experience in skill training.</p> <p>d) Should not have been blacklisted, suspended, or terminated by any agency of the Central Government, PSUs or by any department of State Government of India.</p>	<ul style="list-style-type: none"> <li>• Certificate of Registration /Incorporation/Deed</li> <li>• Copy of PAN</li> <li>• Copy of GST Certificate</li> <li>• Copy of agreement/work order</li> <li>• MoUs signed with the client.</li> <li>• Project details in the Performa (annexure 11)</li> <li>• Documentary evidence of NSDC and rating, partnership with MoRD/other ministries/department/ state government</li> <li>• Affidavit of INR 100 or above Non-Judicial Stamp Paper – for not been blacklisted (annexure 6)</li> </ul>
III	Overseas Employers	<p>a) Organization registered as Recruitment Agent under Ministry of External Affairs (RA License) or authorized by MEA to work in international workforce mobility, or A Sending Organizations empaneled under NSDC.</p> <p>b) Registered office in India</p>	<ul style="list-style-type: none"> <li>• Certificate of Registration /Incorporation/Deed and copy of registered RA.</li> <li>• Certification of empanelment with NSDC</li> <li>• Copy of RA License</li> <li>• Copy of PAN</li> <li>• Copy of GST Certificate</li> <li>• Documentary proof of placed candidates of 3 years - MoUs signed with</li> </ul>

		<p>c) More than 200 overseas placements annually in the last 3 years</p> <p>d) Overseas registered office where candidates are placed.</p>	<p>the client and demand/offer letter.</p> <ul style="list-style-type: none"> <li>• Certificates of Registration, Certificate of Incorporation, Registration for GST, and PAN for all offices.</li> </ul>
IV	MSME and Start-ups	<p>a) Registered legal entity in India and operating in India for the last 2 years as on 31 March 2024. The bidder must have a valid GST registration and PAN number.</p> <p><b>b) MSME - MSME Udyam registration</b></p> <p><b>c) Start-ups - Registration on DPIIT as a Start-up</b></p> <p>d) Must have a valid GST registration and PAN number.</p> <p>e) Should have at least 2 years of experience in skill training or domain specific training.</p> <p>f) Should not have been blacklisted, suspended, or terminated by any agency of the Central Government, PSUs or by any department of State Government of India.</p>	<ul style="list-style-type: none"> <li>• Certificate of Registration /Incorporation/Deed</li> <li>• Copy of Udyam registration</li> <li>• Copy of DPIIT registration</li> <li>• Copy of PAN</li> <li>• Copy of GST Certificate</li> <li>• Copy of agreement/work order</li> <li>• MoUs signed with the client.</li> <li>• Project details in the Proforma (annexure 11)</li> <li>• Affidavit of INR 100 or above Non-Judicial Stamp Paper – for not been blacklisted (annexure 6)</li> </ul>
V	Industry association or partners	<p>a) Registered legal entity in India and operating in India for the last 5 years as on 31 March 2024. The bidder must have a valid GST registration and PAN number.</p> <p><b>b) Industry association - Minimum 50 member organizations</b></p> <p><b>c) Industry partner - Minimum 20 crores turnover in the previous year 23-24</b></p> <p>d) Should have at least 5 years of experience in skill training or domain specific training.</p> <p>e) Should not have been blacklisted, suspended, or terminated by any agency of the Central Government, PSUs or by any department of State Government of India.</p>	<ul style="list-style-type: none"> <li>• Certificate of Registration /Incorporation/Deed</li> <li>• Copy of PAN</li> <li>• Copy of GST Certificate</li> <li>• Copy of agreement/work order</li> <li>• MoUs signed with the client.</li> <li>• A certificate from a practicing Chartered Accountant confirming the Organization's average annual turnover from training, education, skill development, and other programs conducted in the last financial year (annexure 8)</li> <li>• Project details in the Proforma (annexure 11)</li> <li>• Affidavit of INR 100 or above Non-Judicial Stamp Paper – for not been blacklisted (annexure 6)</li> </ul>

			<ul style="list-style-type: none"> <li>• Membership Certificate: Certificates or formal documentation issued to member organizations</li> </ul>
VI	Digital Skilling partners	<p>a) Registered legal entity in India and operating in India for the last 5 years as on 31 March 2024. The bidder must have a valid GST registration and PAN number. <i>(In case for start-ups 2 years operational)</i></p> <p>b) Have minimum turnover of INR 25,00,000 in India during last financial year ending March 31, 2023-24 (under the domain vertical)</p> <p>c) <b>Should be original service provider or its authorized sub-dealer/ reseller/ subsidiary unit.</b></p> <p>d) Should not be blacklisted by the State/ Central Government /State PSU as on bid submission date.</p> <p>e) Should have at least 2 years of experience in skill training or domain specific advanced IT/ITES training.</p>	<ul style="list-style-type: none"> <li>• Certificate of Registration /Incorporation/Deed</li> <li>• Copy of PAN</li> <li>• Copy of GST Certificate</li> <li>• Copy of agreement/work order</li> <li>• MoUs signed with the client.</li> <li>• A certificate from a practicing Chartered Accountant confirming the Organization's average annual turnover from training, education, skill development, and other programs conducted in the last financial year (annexure 8)</li> <li>• Project details in the Proforma (annexure 11)</li> <li>• Affidavit of INR 100 or above Non-Judicial Stamp Paper – for not being blacklisted (annexure 6)</li> <li>• Certificate of service provider or its authorized sub-dealer/ reseller/ subsidiary unit or such association in case if the applicant is not an OLP</li> </ul>
VII	Captive Employers	<p>a) Registered legal entity in India and operating in India for the last 5 years as on 31 March 2024. The bidder must have a valid GST registration and PAN number.</p> <p>b) Should not have been blacklisted, suspended, or terminated by any agency of the Central Government, PSUs or by any department of State Government of India.</p> <p>c) <b>Provided employment to 500 or more jobs in own or subsidiary agencies/ companies, during the last</b></p>	<ul style="list-style-type: none"> <li>• Certificate of Registration /Incorporation/Deed</li> <li>• Copy of PAN</li> <li>• Copy of GST Certificate</li> <li>• Copy of agreement/work order</li> <li>• MoUs signed with the client.</li> <li>• A certificate from a practicing Chartered Accountant confirming the Organization's average annual turnover from training, education, skill development, and other programs conducted in the</li> </ul>

		<p><b>three years</b> (FY 2021-22, 2022-23, 2023-24)</p> <p>d) Should have domain specific training experience for minimum period of two year.</p>	<p>last financial year (annexure 8)</p> <ul style="list-style-type: none"> <li>• Documentary proof such as ESI or EPF of hiring of 500 personnel in own or subsidiary company.</li> <li>• Affidavit of INR 100 or above Non-Judicial Stamp Paper – for not been blacklisted (annexure 6)</li> <li>• Project details in the Performa (annexure 11)</li> </ul>
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## 5.2 Technical Evaluation Criteria

### 5.2.1 Educational Institutions

<b>Evaluation Criteria for Bidder (Maximum of 100 Marks)</b>		
<b>S. No.</b>	<b>Parameter</b>	<b>Maximum Marks</b>
<b>Part A: Technical Proposal</b>		<b>60</b>
<b>A.1</b>	<b>Technical Qualifications – Experience</b>	<b>Max. Marks: 50</b>
a)	<p><b>Skill training conducted in the last 2 financial years</b> across all sectors (FY – 2022-2023 and 2023-2024)</p> <p>Scoring: Candidates trained cumulatively in the last 2 financial years. 1000 &amp; above – 15 marks 501 - 999 – 10 marks 300 - 500 – 5 marks</p> <p>Supporting documents as indicated in annexure 7</p>	15
b)	<p><b>Additional marks for experience in skill training in LWE/Backward/Aspirational Districts</b></p> <p>Scoring: 5 or more than 5 projects – 10 marks Between 3 – 4 projects – 7 marks Between 1 – 2 projects – 5 marks</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	10
c)	<p><b>Additional marks for experience in skill training in new age technologies/emerging trades/ establishing, operationalizing, and functioning COEs or dedicatedly conducted skill training for special category such as PwDs, women, minority, etc.</b></p> <p>Scoring: More than 5 projects – 15 marks Between 3 – 4 projects – 10 marks Between 1 – 2 projects – 5 marks</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	15
d)	<p><b>Number of trainees placed post skill training &amp; certification across all sectors.</b></p> <p>Scoring: Placement numbers against the number of trainees certified: 70% &amp; above – 10 marks 50% - 69% placed – 7 marks. 40% - 49% placed – 5 marks.</p>	10

	Supporting documents as indicated in annexure 7	
<b>A.2</b>	<b>Financial Qualifications</b>	<b>Max. Marks: 10</b>
a)	<p><b>Average annual turnover in past 5 years</b></p> <p><b>For educational institutions only</b> (revenue generated)  More than 40 crores: 10 marks  Between 30 to 39 crores: 7 marks  Between to 21 to 29 crores: 5 Marks</p> <p>Supporting document: CA certificate as indicated in annexure 8</p>	10
<b>Part B: Proposal Strength</b>		<b>40</b>
<b>B.1</b>	<b>Trainer Qualifications</b>	<b>Max. Marks: 40</b>
a)	<p>Number of trainers with recognized <b>SSC certification</b> (for NSQF job roles) or recognized industry certification (for non-NSQF job roles) with relevant qualification &amp; minimum of 3 years of work/training experience for proposed qualification pack/ job role</p> <p>Scoring:  90% &amp; above of the trainers – 5 marks.  Less than 90% - 3 marks</p> <p>Supporting document: List of trainers with years of experience, qualification and copy of certification (annexure 10)</p>	5
b)	<p><b>Special projects:</b> Training target for vulnerable groups/ women/ PVTGs/ STs/ minorities/PwD/ transgender candidates</p> <p>Scoring  50% or more - 5  30% - 49% - 3</p>	5
c)	<p><b>Bidder's capability to provide placement opportunities to trained candidates.</b></p> <p>Scoring:  <b>Placement tie-ups</b>  LoI for 2 times of the target: 10 marks  LoI equal to the proposed target: 5 marks  (Details to be shared on the Letter Head of Recruiting Organization, Bidder must attach the Supporting documents for Placement Tie-ups/ Letter of Intent)</p> <p>Supporting document as indicated in annexure 9</p>	10
d)	<p><b>Approach and methodology for the assignment</b></p> <p>a) Approach to achieve project goals within desired Parameters.  b) Methodology adopted for the completion of each activity.  c) Key milestone of the project  d) Prospective timeline for each activity and completion of target  e) Strategies for accomplishing the project within timelines.</p>	20



	<p>f) Partnership with national and international assessment bodies for assessment of NSQF and non-NSQF job roles.</p> <p>g) Partnership with national and international certifying agency for certification of and non-NSQF job roles.</p>	
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### 5.2.2 Private Institutions (Training Partners)

<b>Evaluation Criteria for Bidder (Maximum of 100 Marks)</b>		
<b>S. No.</b>	<b>Parameter</b>	<b>Maximum Marks</b>
<b>Part A: Technical Proposal</b>		<b>60</b>
<b>A.1</b>	<b>Technical Qualifications – Experience</b>	<b>Max. Marks: 50</b>
a)	<p><b>Skill training conducted in the last 5 financial years</b> across all sectors (FY – 2019-2020, 2020-2021, 2021-2022, 2022-2023 and 2023-2024)</p> <p>Scoring: Candidates trained cumulatively in the last 5 financial years. 5000 &amp; above – 15 marks 3000 - 4999 – 10 marks 1000 - 2999 – 5 marks</p> <p>Supporting documents as indicated in annexure 7</p>	15
b)	<p><b>Additional marks for experience in skill training in LWE/Backward/Aspirational Districts</b></p> <p>Scoring: More than 5 projects – 10 marks Between 3 – 4 projects – 7 marks Between 1 – 2 projects – 5 marks</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	10
c)	<p><b>Additional marks for experience in skill training in new age technologies/emerging trades/ establishing, operationalizing, and functioning COEs or dedicatedly conducted skill training for special category such as PwDs, women, minority, etc.</b></p> <p>Scoring: More than 5 projects – 10 marks Between 3 – 4 projects – 7 marks Between 1 – 2 projects – 5 marks</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	10

d)	<p><b>Number of trainees placed post skill training &amp; certification across all sectors.</b></p> <p>Scoring:  Placement numbers against the number of trainees certified:  70% &amp; above – 15 marks  50% - 69% placed – 10 marks.  40% - 49% placed – 5 marks.</p> <p>Supporting documents as indicated in annexure 7</p>	15
<b>A.2</b>	<b>Financial Qualifications</b>	<b>Max. Marks: 10</b>
a)	<p><b>Average annual turnover in past 5 years</b></p> <p>Scoring:  More than 10 crores: 10 marks  Between 5 to 9.9 crores: 7 marks  Between to 3 to 4.99 crores: 5 Marks</p> <p>Supporting document: CA certificate as indicated in annexure 8</p>	10
<b>Part B: Proposal Strength</b>		<b>40</b>
<b>B.1</b>	<b>Trainer Qualifications</b>	<b>Max. Marks: 40</b>
a)	<p>Number of trainers with recognized <b>SSC certification</b> (for NSQF job roles) or recognized industry certification (for non-NSQF job roles) with relevant qualification &amp; minimum of 3 years of work/training experience for proposed qualification pack/ job role</p> <p>Scoring:  90% &amp; above of the trainers – 5 marks.  Less than 90% - 3 marks</p> <p>Supporting document: List of trainers with years of experience, qualification and copy of certification (annexure 10)</p>	5
b)	<p><b>Special projects:</b> Training target for vulnerable groups/ women/ PVTGs/ STs/ minorities/PwD/ transgender candidates</p> <p>Scoring  50% or more - 5  30% - 49% - 3</p>	5
c)	<p><b>Bidder's capability to provide placement opportunities to trained candidates.</b></p> <p>Scoring:  <b>Placement tie-ups</b>  LoI for 2 times of the target: 10 marks  LoI equal to the proposed target: 5 marks  (Details to be shared on the Letter Head of Recruiting Organization, Bidder must attach the Supporting documents for Placement Tie-ups/ Letter of Intent)</p> <p>Supporting document as indicated in annexure 9</p>	10
d)	<b>Approach and methodology for the assignment</b>	

	<ul style="list-style-type: none"> <li>a) Approach to achieve project goals within desired Parameters.</li> <li>b) Methodology adopted for the completion of each activity.</li> <li>c) Key milestone of the project</li> <li>d) Prospective timeline for each activity and completion of target</li> <li>e) Strategies for accomplishing the project within timelines.</li> <li>f) Partnership with national and international assessment bodies for assessment of NSQF and non-NSQF job roles.</li> <li>g) Partnership with national and international certifying agency for certification of and non-NSQF job roles.</li> </ul>	20
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### 5.2.3 Overseas Placement Organization

<b>Evaluation Criteria for Bidder (Maximum of 100 Marks)</b>		
<b>S. No.</b>	<b>Parameter</b>	<b>Maximum Marks</b>
<b>Part A: Technical Proposal</b>		<b>65</b>
<b>A.1</b>	<b>Technical Qualifications – Experience in India</b>	<b>Max. Marks: 55</b>
a)	<p><b>No. of projects with government organization or department completed in last 5 financial years</b> across all sectors (FY – 2019-2020, 2020-2021, 2021-2022, 2022-2023 and 2023-2024)</p> <p>Scoring: Projects completed in the last 5 financial years. More than 5 projects - 10 marks Less than 5 projects – 5 marks</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	10
b)	<p><b>Number of candidates placed internationally in the last 5 financial years, across all sectors.</b></p> <p>Scoring: More than 3000 – 20 marks Between 1000 – 2999 – 10 marks Between 500 – 999 – 5 marks</p> <p>Supporting document: Details of candidates placed on the letter head of the employer, MoU signed with employer/client</p>	20
c)	<p><b>Collaboration with overseas employers</b></p> <p>Scoring: 50 – 100 – 10 marks 25 – 50 – 5 marks</p>	10

	Supporting document: Copy of agreement/work order and MoUs signed with the client.	
d)	<p><b>International presence by having registered offices in proposed countries.</b></p> <p>Scoring:  Yes – 15 marks.  No – 0</p> <p>Supporting document: Certificates of Registration, Certificate of Incorporation, Registration for GST, and PAN for all centers</p>	15
<b>A.2</b>	<b>Financial Qualifications</b>	<b>Max. Marks: 10</b>
a)	<p><b>Average annual turnover over past 5 years</b></p> <p>Scoring:  INR 3 crores and above: 10 marks  Between 2 to 2.99 crores: 7 marks  Between to 50 lakhs to 1.99 crores: 5 Marks</p> <p>Supporting document: CA certificate as indicated in annexure 8</p>	10
<b>Part B: Proposal Strength</b>		<b>35</b>
<b>B.1</b>	<b>Certified Trainers</b>	<b>Max. Marks: 35</b>
a)	<p>Number of trainers with recognized <b>SSC certification</b> (for NSQF job roles) or recognized industry certification (for non-NSQF job roles) with relevant qualification &amp; minimum of 3 years of work/training experience for proposed qualification pack/ job role (for domain training and language training (where applicable))</p> <p>Scoring:  90% and above – 5  Less than 90% of the proposed trainers – 3</p> <p>Supporting document: List of trainers with years of experience, qualification and copy of certification (annexure 10)</p>	5
b)	<p><b>Demand received</b></p> <p>Scoring:  More than 1500 – 10 marks  Between 1000 – 1500 – 7 marks</p> <p>Supporting document as indicated in annexure 9</p>	10
c)	<p><b>Approach and methodology for the assignment</b></p> <p>a) Approach to achieve project goals within desired Parameters.  b) Methodology adopted for the completion of each activity.  c) Key milestone of the project  d) Prospective timeline for each activity and completion of target</p>	20

	e) Strategies for accomplishing the project within timelines. f) Pre-departure orientation training for candidates g) Post- arrival orientation training for candidates	
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#### 5.2.4 Start-ups or MSME

<b>Evaluation Criteria for Bidder (Maximum of 100 Marks)</b>		
<b>S. No.</b>	<b>Parameter</b>	<b>Maximum Marks</b>
<b>Part A: Technical Proposal</b>		<b>60</b>
<b>A.1</b>	<b>Technical Qualifications – Experience</b>	<b>Max. Marks: 45</b>
a)	<p><b>Skill Development training conducted in the last 2 financial years</b> across all sectors (FY – 2022-2023 and 2023-2024)</p> <p>Scoring:            Candidates trained cumulatively in the last 2 financial years.            More than 1000 – 15 marks            Between 500 - 999 – 10 marks            Between 200 - 499 – 5 marks</p> <p>Supporting documents as indicated in annexure 7</p>	15
b)	<p><b>Additional marks for experience in skill training in LWE/Backward/Aspirational Districts</b></p> <p>Scoring:            More than 5 projects – 10 marks            Between 3 – 4 projects – 7 marks            Between 1 – 2 projects – 5 marks</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	10
c)	<p><b>Additional marks for experience in skill training in new age technologies/emerging trades/ establishing, operationalizing, and functioning COEs or dedicatedly conducted skill training for special category such as PwDs, women, minority, etc.</b></p> <p>Scoring:            More than 5 projects – 10 marks            Between 3 – 4 projects – 7 marks            Between 1 – 2 projects – 5 marks</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	10

d)	<p><b>Number of trainees placed post skill training &amp; certification across all sectors.</b></p> <p>Scoring:  Placement numbers against the number of trainees certified:  70% &amp; above – 15 marks  50% - 69% placed – 10 marks.  40% - 49% placed – 5 marks.</p> <p>Supporting documents as indicated in annexure 7</p>	15
<b>A.2</b>	<b>Financial Qualifications</b>	<b>Max. Marks: 10</b>
a)	<p><b>Average annual turnover in past 2 years</b></p> <p>Scoring:  41 lakhs and above - 10 marks  Between 31 – 40 lakhs: 7 marks  Between 20 – 30 lakhs: 5 marks</p> <p>Supporting document: CA certificate as indicated in annexure 8</p>	10
<b>Part B: Proposal Strength</b>		<b>40</b>
<b>B.1</b>	<b>Trainer Qualifications</b>	<b>Max. Marks: 40</b>
a)	<p>Number of trainers with recognized <b>SSC certification</b> (for NSQF job roles) or recognized industry certification (for non-NSQF job roles) with relevant qualification &amp; minimum of 3 years of work/training experience for proposed qualification pack/ job role</p> <p>Scoring:  90% &amp; above of the trainers – 5 marks.  Less than 90% - 3 marks</p> <p>Supporting document: List of trainers with years of experience, qualification and copy of certification (annexure 10)</p>	5
b)	<p><b>Special projects:</b> Training target for vulnerable groups/ women/ PVTGs/ STs/ minorities/PwD/ transgender candidates</p> <p>Scoring  50% or more - 5  30% - 49% - 3</p>	5
c)	<p><b>Bidder's capability to provide placement opportunities to trained candidates.</b></p> <p>Scoring:  <b>Placement tie-ups</b>  LoI for 2 times of the target: 10 marks  LoI equal to the proposed target: 5 marks  (Details to be shared on the Letter Head of Recruiting Organization, Bidder must attach the Supporting documents for Placement Tie-ups/ Letter of Intent)</p> <p>Supporting document as indicated in annexure 9</p>	10

d)	<b>Approach and methodology for the assignment</b> <ul style="list-style-type: none"> <li>a) Approach to achieve project goals within desired Parameters.</li> <li>b) Methodology adopted for the completion of each activity.</li> <li>c) Key milestone of the project</li> <li>d) Prospective timeline for each activity and completion of target</li> <li>e) Strategies for accomplishing the project within timelines.</li> <li>f) Partnership with national and international assessment bodies for assessment of NSQF and non-NSQF job roles.</li> <li>g) Partnership with national and international certifying agency for certification of and non-NSQF job roles.</li> </ul>	20
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### 5.2.5 Industry Association or Partners

<b>Evaluation Criteria for Bidder (Maximum of 100 Marks)</b>		
<b>S. No.</b>	<b>Parameter</b>	<b>Maximum Marks</b>
<b>Part A: Technical Proposal</b>		<b>60</b>
<b>A.1</b>	<b>Technical Qualifications – Experience</b>	<b>Max. Marks: 50</b>
a)	<b>Skill Development training conducted in the last 5 financial years</b> across all sectors (FY – 2019-2020, 2020-2021, 2021-2022, 2022-2023 and 2023-2024)  Scoring: Candidates trained cumulatively in the last 5 financial years. More than 5000 – 15 marks Between 3000 - 4999 – 10 marks Between 1000 - 2999 – 5 marks  Supporting documents as indicated in annexure 7	15
b)	<b>Additional marks for experience in skill training in LWE/Backward/Aspirational Districts</b>  Scoring: More than 5 projects – 10 marks Between 3 – 4 projects – 7 marks Between 1 – 2 projects – 5 marks  Supporting document: Copy of agreement/work order and MoUs signed with the client.	10
c)	<b>Additional marks for experience in skill training in new age technologies/emerging trades/ establishing, operationalizing, and functioning COEs or dedicatedly conducted skill training for special category such as PwDs, women, minority, etc.</b>	10

	<p>Scoring:  More than 5 projects – 10 marks  Between 3 – 4 projects – 7 marks  Between 1 – 2 projects – 5 marks</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	
d)	<p><b>Number of trainees placed post skill training &amp; certification across all sectors.</b></p> <p>Scoring:  Placement numbers against the number of trainees certified:  70% &amp; above – 15 marks  50% - 69% placed – 10 marks.  40% - 49% placed – 5 marks.</p> <p>Supporting documents as indicated in annexure 7</p>	15
<b>A.2</b>	<b>Financial Qualifications</b>	<b>Max. Marks: 10</b>
a)	<p><b>Average annual turnover in past 5 years</b></p> <p>Scoring:  <b>Industry partners</b>  INR 40 crores or above: 10 marks  Between 30 to 39 crores: 7 marks  Between to 21 to 29 crores: 5 Marks</p> <p><b>For Industry associations only</b> (No. of member organization)  More than 500 – 10 marks  Between 250 - 499 – 7 marks  Between 51 – 249 – 5 marks</p> <p>CA certificate as indicated in annexure 8 (for Industry partners) and Membership Certificate: Certificates or formal documentation issued to member organizations</p>	10
<b>Part B: Proposal Strength</b>		<b>40</b>
<b>B.1</b>	<b>Trainer Qualifications</b>	<b>Max. Marks: 40</b>
a)	<p>Number of trainers with recognized <b>SSC certification</b> (for NSQF job roles) or recognized industry certification (for non-NSQF job roles) with relevant qualification &amp; minimum of 3 years of work/training experience for proposed qualification pack/ job role</p> <p>Scoring:  90% &amp; above of the trainers – 5 marks.  Less than 90% - 3 marks</p> <p>Supporting document: List of trainers with years of experience, qualification and copy of certification (annexure 10)</p>	5
b)	<p><b>Special projects:</b> Training target for vulnerable groups/ women/ PVTGs/ STs/ minorities/PwD/ transgender candidates</p>	5



	Scoring 50% or more - 5 30% - 49% - 3	
c)	<b>Bidder's capability to provide placement opportunities to trained candidates.</b>  Scoring: <b>Placement tie-ups</b> LoI for 2 times of the target: 10 marks LoI equal to the proposed target: 5 marks (Details to be shared on the Letter Head of Recruiting Organization, Bidder must attach the Supporting documents for Placement Tie-ups/ Letter of Intent) Supporting document as indicated in annexure 9	10
d)	<b>Approach and methodology for the assignment</b> a) Approach to achieve project goals within desired Parameters. b) Methodology adopted for the completion of each activity. c) Key milestone of the project d) Prospective timeline for each activity and completion of target e) Strategies for accomplishing the project within timelines. f) Partnership with national and international assessment bodies for assessment of NSQF and non-NSQF job roles. g) Partnership with national and international certifying agency for certification of and non-NSQF job roles.	20

#### 5.2.6 Digital Skilling Partners

<b>Evaluation Criteria for Bidder (Maximum of 100 Marks)</b>		
<b>S. No.</b>	<b>Parameter</b>	<b>Maximum Marks</b>
<b>Part A: Technical Proposal</b>		<b>65</b>
<b>A.1</b>	<b>Technical Qualifications – Experience</b>	<b>Max. Marks: 55</b>
a)	<b>Number of candidates trained in last 2 financial years in digital domain/advanced IT-ITES skilling across all sectors (FY – 2022-2023 and 2023-2024)</b>  Scoring: Candidates trained cumulatively in the last 2 financial years. Online courses More than 10000 – 10 marks Between 5001 - 10000 – 7 marks Between 2000 - 5000 – 5 marks	10

	<p>Facilitator led training.  Above 1000 – 10 marks  Between 500 – 999 – 7 marks  Between 50 – 500 – 5 marks</p> <p>Supporting documents as indicated in annexure 7</p>	
b)	<p><b>Number of trainees placed post skill training &amp; certification in the last 2 financial years, across all sectors.</b></p> <p>Scoring:  Above 2000 – 10 marks  Between 1001 – 2000 – 7 marks  Between 500 – 1000 – 5 marks</p> <p>Supporting documents as indicated in annexure 7</p>	10
c)	<p><b>Association with Government or Central Government Department for digital domain skilling</b></p> <p>Scoring:  More than 5 projects – 10 marks  Between 1 – 4 projects – 5 marks</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	10
d)	<p><b>Association with recognized universities/ educational institutes/ colleges for digital domain skilling for candidate</b></p> <p>Scoring:  7 and above projects – 10 marks  Between 1 – 6 projects – 5 marks.</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	10
e)	<p><b>Association with Industry/Company/PSUs for digital domain skilling</b></p> <p>Scoring:  7 and above projects – 15 marks  Between 4 – 6 projects – 10 marks  Between 1 – 3 projects – 5 marks</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	15
<b>A.2</b>	<b>Financial Qualifications</b>	<b>Max. Marks: 10</b>
a)	<p><b>Average turnover in past 5 years from training, education skill development and other training programs conducted.</b></p> <p>Scoring:  More than 5 crores – 10 marks  Between 1 – 4.99 crores – 7 marks</p>	10

	<p>Between 25 – 99 lakhs – 5 marks</p> <p>If any start-up is doing digital skilling, then the financials qualifications are that which are indicated <b>in section 5.2.5 (A.2)</b></p> <p>Supporting document: CA certificate as indicated in annexure 8</p>	
<b>Part B: Proposal Strength</b>		<b>35</b>
<b>B.1</b>	<b>Trainer Qualifications</b>	<b>Max. Marks: 35</b>
a)	<p>Number of trainers with recognized <b>SSC certification</b> (for NSQF job roles) or recognized industry certification (for non-NSQF job roles) with relevant qualification &amp; minimum of 3 years of work/training experience for proposed qualification pack/ job role</p> <p>Scoring:  90% &amp; above of the trainers – 5 marks.  Less than 90% - 3 marks</p> <p>Supporting document: List of trainers with years of experience, qualification and copy of certification (annexure 10)</p>	5
b)	<p><b>Bidder's capability to provide placement opportunities to trained candidates.</b></p> <p>Scoring:  <b>Placement tie-ups</b>  LoI for 2 times of the target: 10 marks  LoI equal to the proposed target: 5 marks  (Details to be shared on the Letter Head of Recruiting Organization, Bidder must attach the Supporting documents for Placement Tie-ups/ Letter of Intent)</p> <p>Supporting document as indicated in annexure 9</p>	10
c)	<p><b>Approach and methodology for the assignment</b></p> <ol style="list-style-type: none"> <li>a) Approach to achieve project goals within desired Parameters.</li> <li>b) Methodology adopted for the completion of each activity.</li> <li>c) Key milestone of the project</li> <li>d) Prospective timeline for each activity and completion of target</li> <li>e) Strategies for accomplishing the project within timelines.</li> <li>f) Partnership with national and international assessment bodies for assessment of NSQF and non-NSQF job roles.</li> <li>g) Partnership with national and international certifying agency for certification of and non-NSQF job roles.</li> </ol>	20

## 5.2.7 Captive Employers

<b>Evaluation Criteria for Bidder (Maximum of 100 Marks)</b>		
<b>S. No.</b>	<b>Parameter</b>	<b>Maximum Marks</b>
<b>Part A: Technical Proposal</b>		<b>55</b>
<b>A.1</b>	<b>Technical Qualifications – Experience</b>	<b>Max. Marks: 45</b>
a)	<p><b>Domain Training/Skilling projects conducted in the last 2 financial years</b> across all sectors (FY – 2022-23 and 2023-24)</p> <p>Scoring: Candidates trained cumulatively in the last 2 financial years. 1500 or above – 15 marks 1000 - 1499 – 10 marks 500 - 999 – 5 marks</p> <p>Supporting documents as indicated in annexure 7</p>	15
b)	<p><b>Undertaken training - cum -placement linked project of the Central/ State Government in the last five years along with assessment &amp; certification of trained candidates.</b></p> <p>Scoring: For each project 5 marks</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	15
c)	<p><b>Skill development training as Captive Employer in the last 5 years</b></p> <p>Scoring: Yes – 15 marks. No - 0 marks.</p> <p>Supporting document: Copy of agreement/work order and MoUs signed with the client.</p>	15
<b>A.2</b>	<b>Financial Qualifications</b>	<b>Max. Marks: 10</b>
a)	<p><b>Average annual turnover in past 5 years</b></p> <p>Scoring: INR 50 crores or above: 10 marks Between 40 to 49 crores: 7 marks Between 30 to 39 crores: 5 marks</p> <p>Supporting document: CA certificate as indicated in annexure 8</p>	10
<b>Part B: Proposal Strength</b>		<b>45</b>
<b>B.1</b>	<b>Trainer Qualifications</b>	<b>Max. Marks: 45</b>
a)	<p>Number of trainers with recognized <b>SSC certification</b> (for NSQF job roles) or recognized industry certification (for non-NSQF job roles) with relevant qualification &amp; minimum of 3 years of work/training experience for proposed qualification pack/ job role</p>	5

	<p>Scoring:  90% &amp; above of the trainers – 5 marks.  Less than 90% - 3 marks</p> <p>Supporting document: List of trainers with years of experience, qualification and copy of certification (annexure 10)</p>	
b)	<p><b>Special projects:</b> Training target for vulnerable groups/ women/ PVTGs/ STs/ minorities/PwD/ transgender candidates</p> <p>Scoring  50% or more - 5  30% - 49% - 3</p>	5
c)	<p><b>Bidder's capability to provide placement opportunities to trained candidates.</b></p> <p>Scoring:  Captive requirement twice of the training target proposed: 15 marks.  Captive requirement equal to the training target proposed – 10 marks.</p> <p>(Details to be shared on the Letter Head of Recruiting Organization, Bidder must attach the Supporting documents for Placement Tie-ups/ Letter of Intent)</p> <p>Supporting document as indicated in annexure 9</p>	15
d)	<p><b>Approach and methodology for the assignment</b></p> <ol style="list-style-type: none"> <li>a) Approach to achieve project goals within desired Parameters.</li> <li>b) Methodology adopted for the completion of each activity.</li> <li>c) Key milestone of the project</li> <li>d) Prospective timeline for each activity and completion of target</li> <li>e) Strategies for accomplishing the project within timelines.</li> <li>f) Partnership with national and international assessment bodies for assessment of NSQF and non-NSQF job roles.</li> <li>g) Partnership with national and international certifying agency for certification of non-NSQF job roles.</li> </ol>	20

### 5.3 Financial Proposal Evaluation

The financial proposal shall be prepared in consideration of the following factors:

- a. Training cost will include course fees, remuneration of trainers, course handbooks, raw materials, training aid, maintenance of tools, infrastructure wear & tear, training of trainers, industry visit expenses, consumables, electricity expenses, counselling expenses, supervisory & housekeeping, mobilization, assessment cost, rewarding cost, post certification monitoring etc.
- b. Cost of the training will be primarily based on the extant Common Norms notified by Ministry of Skill Development & Entrepreneurship (MSDE), Government of India.
- c. The competitive rates submitted for non-NSQF categories is subject to approval of Steering Committee.
- d. For non-NSQF job roles assessment and certification plan must be provided by training partners in the proposal itself, from reputed industries/bodies.
- e. Given the special nature of the scheme, the training cost or the opex will be decided with the approval of the Steering Committee based on the course to be offered (NSQF and Non-NSQF) which can be offered by the applicant may be furnished in Form 2,3, and 4 duration of training, infrastructure requirement, location of training and other associated factors.
- f. Capex cost under the scheme will be utilized towards capital costs for establishing the state-of-the-art labs, augmenting existing labs, getting requisite equipment for training, refurbishing of training centers, etc. wherever felt feasible or in cases where the state already does not have such exiting labs or infrastructure or equipment, which will become the property of Directorate of Skill Development and Employment.

The financial proposal shall be evaluated on a case-to-case basis. Proposal to be submitted in the format annexure 2, 3 and 4. The executive committee shall deliberate and approve proposals as per the provisions of the scheme and present them to the steering committee for final approval.

Funds shall be released to the implementing agencies based on the projects approved by the Steering Committee of NUA Odisha.

### 6. Selection Process

- a) Proposals will be accepted year-round and will be reviewed in a phased approach. Applicants may submit their proposals between the 1st and 15th of each month, after which they will be screened on a periodic basis.
- b) The eligible agency/applicant will be onboarded by DSDE, Bhubaneswar after a thorough evaluation of the proposal and obtaining necessary approvals from competent authorities.
- c) Proposals will undergo two step approval: 1<sup>st</sup> level by the executive committee and at the 2<sup>nd</sup> level by the steering committee for review & final approval.
- d) The proposal will undergo initial scrutiny based on eligibility criteria. Eligible proposals will then be evaluated according to the parameters outlined in section 5.2. This evaluation process will take place from the 16th to the 24th of each month.
- e) The applicants shall be shortlisted based on the evaluation criteria mentioned in this document which are aligned with program requirements.
- f) The shortlisted proposal will be presented to the Executive Committee.

- g) Applicant may be invited to make a presentation to the executive committee during this period.
- h) Approved proposals by EC shall be put up to steering committee for approval during the subsequent scheduled meeting after the 25th of each month.
- i) The Steering Committee will provide the final approval for the proposal.
- j) The approval process shall take about 45 to 50 days. Once completed, the agreement will be signed.

## **7. Proposal Ownership**

All proposals submitted to DSDE, Bhubaneswar shall become the property of DSDE, which shall not be liable to be returned to the proposer. DSDE shall, however, maintain confidentiality of the information contained within the proposals. DSDE shall be entitled to share the proposals and the information contained therein with the agencies and individuals involved in the process of evaluation and its advisors, consultants, lawyers etc. and as may otherwise be required to be disclosed under law.

## Schedule A: Placement

The outcomes expected under the Project, guided by the Common Norms, are as given below:

- a) Providing wage employment on a batch-to-batch basis to at least 40% of the successfully certified trainees within three months of completion of training.
- b) It is mandatory for the training partners to ensure placements of the trained youth in the relevant jobs vis-à-vis the job roles they were trained in.
- c) The salaries of the candidates should be equal or above the minimum wages of the state where the candidates are placed.
- d) The payment to the PIA shall be made on fulfillment of the following criteria.

Installment	Percentage of Training Cost	Remarks
First	30	On commencement of training*
Second**	40	On successful completion of training and certification of trainees.
Third	30	On 70% verified placement on outcome as follows: a) Applicable for fresh training. b) The 2nd tranche will be calculated based on total cumulative 70% payment for candidates certified. c) The dropouts will not be considered for 2nd and 3rd tranche. The 1st tranche payment of the dropouts will be adjusted in next tranche.

\*On commencement of the training, the 30% of batch cost shall be released after submission of equal or more amount of Bank Guarantee for that batch.

\*\*The Training Partner can also opt for directly 70% of the batch cost (First and second instalment together) at once on successful completion of training and certification of the candidates.

**Note: 1.** For all the above-mentioned claims or payments, the training partner shall raise its invoice in the e-payment gateway of DSDE, Bhubaneswar.



## Schedule B: List of Trades

Bidders prioritizing training and placements in contemporary/emerging/new-age job roles, future skills, or traditional sectors, will receive preference.

As per guideline the scheme focuses to foster sectors with **new age trades** Viz. Electrical Vehicle, Drone Technologies, Artificial Technologies, Database Administration, IoT, Software Development, Robotics, Industry 4.0, Manufacturing Technologies, AutoCAD, Agri Tech, Cloud Computing, 3D Printing, Cyber Security, etc. As well as trades that integrate new technologies into traditional sectors (such as handicrafts, handlooms, and agriculture).

Sectors such as automotive, telecom, IT-ITES, electronics, hospitality, BFSI, food processing and **any other sectors** that focus on **future skills trades** that address the evolving demands of Industry 4.0 and Web 3.0, catering to the changing landscape of work and labor market needs.

The list of trades that aligns with the cost categories prescribed in the Common Norms notified by the Ministry of Skill Development and Entrepreneurship can be access from the sources mentioned below.

- i. National Qualification Register (<https://www.nqr.gov.in/>)
- ii. Specific Sector Skill Council Websites
- iii. Latest notification on common cost norms from the Ministry of Skill Development and Entrepreneurship website (<https://www.msde.gov.in/en/reports-documents/980/archived>)

### List of Sector Skill Councils

(1. Aerospace and Aviation 2. Agriculture 3. Apparel Made-Ups & Home Furnishing 4. Automotive 5. Beauty & Wellness, 6. BFSI 7. Capital Goods 8. Construction 9. Domestic Workers 10. Electronics 11. Food Industry 12. Furniture & Fittings 13. Gem & Jewelry 14. Handicraft, 15. Healthcare, 16. Hydrocarbon 17. Indian Iron and Steel 18. Infrastructure, 19. Instrumentation Automation Surveillance & Communication, 20. IT-ITes, 21. Leather, 22. Life Sciences, 23. Logistics, 24. Management & Entrepreneurship and Professional, 25. Media & Entertainment, 26. Power, 27. Retailers Association's, 28. Rubber, Chemical & Petrochemical, 29. Green Jobs, 30. Mining, 31. Persons with Disability, 32. Sports, Physical Education, Fitness & Leisure, 33. Telecom, 34. Textile, 35. Tourism & Hospitality 36. Water Management & Plumbing Skill Council)

## Annexure 1: Format for Submission of Proposal

Format for Submission of Proposal						
PIA Details						
1	Name of the PIA					
2	Type of Entity	Government		Private		
3	Annual Turnover (Rs in crore)					
4	Registered Office Address					
Proposal Details						
5	Title of the Proposal					
6	Type of Training Proposed	Captive Employment		Regular Short Term		
		Digital Skilling		Special Project		
		Overseas Employment		Training of Trainers		
7	Trades Proposed	List of NSQF aligned Trades			List of Non NSQF Trades	
		a		a		
		b		b		
		c		c		
		d		d		
8	No of Individuals to be Skilled	Male		Female		Total
9	Proposed Location of training					
10	Training Centre Identified	SDC/ SDEC		ITI/ Polytechnic		
		Rented Centre		Own Premise		
11	Project Duration					

12	Amount Sought * (Rs in Lakh)	Capex		Opex		Total	
13	Proposal in Brief (Salient Features only)	<ul style="list-style-type: none"> <li>• Details of job roles proposed – QPs, Training hours, Curriculum, OJT, if any.</li> <li>• Job role wise targets with timelines for being trained.</li> <li>• Minimum age and qualifications required for each job role.</li> <li>• Location of training</li> <li>• Letter of Intents for placements, captive placements</li> <li>• Expected Average salary under each job role, stipend during OJT.</li> <li>• Post placement tracking and student welfare.</li> <li>• In case of overseas placements, kindly include all legislative requirements, VISA, and other supports.</li> <li>• Details of assessment and certification</li> <li>• Targeted beneficiary details</li> <li>• Rational for choosing the selected job roles.</li> </ul>					
14	Support sought under the Scheme from the Government						

**Annexure 1A: Format for Covering Letter**

To,  
The Director,  
Directorate of Skill Development and Employment,  
Unit 3, Sriya Square, Bhubaneswar 751001

Dear Sir/Ma'am,

**Subject: Proposal for Empanelment of Training Partner for NUA Odisha**

This is in response to the EOI issued by the Directorate of Skill Development and Employment, Odisha (Ref No. ....) dated .....We ..... (*Name of the Bidder*) are keen to get Empaneled with DSDE as Training Partner and hereby express our interest in being considered for the same.

Please find enclosed our Proposal.

We hereby confirm that:

- a. The EOI is being submitted by ..... which is the "Bidder" in accordance with the conditions stipulated in the EOI.
- b. We have examined in detail and have understood the terms and conditions stipulated in the EOI issued by DSDE and in any subsequent communication sent by DSDE. We agree and undertake to abide by all these terms and conditions. Our proposal is consistent with all the requirements of submission as stated in the EOI or in any of the subsequent communications from DSDE.
- c. The information submitted in our proposal is complete and correct to the best of our knowledge and understanding. We would be solely responsible for any errors or omissions in our proposal. We acknowledge that DSDE will be relying on the information provided in the proposal and the documents accompanying such proposal for the empanelment of training partners to implement NUA Odisha scheme, and we certify that all information provided in the application is true and correct; nothing has been omitted which renders such information misleading; and all documents accompanying such proposal are true copies of their respective originals.

- d. We acknowledge the right of DSDE to reject our proposal without assigning any reason or otherwise and hereby waive, to the fullest extent permitted by applicable law, our right to challenge the same on any account whatsoever.
- e. We declare that we satisfy all legal requirements and meet all the eligibility criteria laid down in the EOI.
- f. This proposal is unconditional, and we hereby undertake to abide by the terms and conditions of the EOI.
- g. We understand that any work sanctioned in pursuance to the empanelment process detailed in this EOI shall be on the terms and conditions specified in the Letter of Award / Work Order / Agreement/ MoU pertaining to such work, which shall be thoroughly reviewed and accepted by us before undertaking such work.
- h. We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice, or restrictive practice.

For and on behalf of:

Signature:

Name:

Designation:

(Company Seal)

(Authorized Representative and Signatory)

*Note: The Covering Letter is to be submitted by Company Secretary / Authorized Representative and Signatory on the organization's letterhead with his/her dated signature and seal.*

**Annexure 2: Training Cost (Job Role Details)**

Name of the Course	NSQF Aligned (Y/N)	Total Training Hours	Training hours per day	Residential cost per day per candidate (A)	No of Candidates to be trained	Per Candidate Training Cost (B)	Assessment Cost (C)	Total Cost (A+B+C)

**NB:**

1. In case of NSQF aligned courses, kindly give QP details, cost category.
2. In case of NSQF aligned courses, the cost shall be as per Common Cost Norms.
3. In case of non-NSQF aligned courses, kindly provide the details such as: Total Training hours, training hours per day, OJT if any (separate from training hours)

**Annexure 3: Budget - Operation Expense (Opex) (Furnish Year wise details)**

**Operation Expense (Opex)**

S. No	Job Roles	Training Cost per hour/ per candidate	Number of candidates to be proposed	Total Training Cost for number of candidates proposed	Residential cost (if any)	Assessment Cost (if any)	Total Number of candidates	Amount Requested
		<b>Total</b>						

**NB:**

1. If there are any other cost involved such as transportation, uniform etc. then those should be included as well.
2. In case, the candidate doesn't clear the assessment in first go, then the reassessment shall be the responsibility of the training partner.
3. The taxes should be mentioned separately.

#### **Annexure 4: Budget - Capital Expenditure (Furnish Year wise details)**

##### **Capital Expenditure**

S. No.	Particulars	Quantity	Unit Cost	Total Cost	Amount Requested
1	Lab 1				
2	Equipment 1				
3	Equipment 2				
4	Lab 2				
5	Equipment 1				
6	Equipment 2				

No. of labs and equipment shall depend on the job roles selected by the applicant.

##### **NB:**

1. Mentioned detailed year wise break-up including the list of equipment.
2. The taxes should be mentioned separately.
3. The implementing agency shall adhere the guidelines for procurement of goods and services, as per the extant provisions of OGFR, DFPR and instructions issued by the Finance Department, Government of Odisha from time to time.



## Annexure 5: Format – Organization’s Details

*(To be provided by Company Secretary or Authorized on letterhead with his/her dated signature and company seal)*

<b>S. No.</b>	<b>Description</b>	<b>Details</b>
1	Name of the Organization	
2	Status / Constitution of the Bidder	
3	Name of Registering Authority	
4	Registration Number	
5	Date of Registration	
6	Place of Registration	
7	Full Address	
8	Contact Person’s Details (email and mobile number)	
9	Legal Status of the Organization	
10	PAN	
11	GST	
12	Type of Organization (Indian/Foreign Company)	
13	Date & Place of Incorporation	
14	Total Number of Employers	

For and on behalf of:

Signature:

Name:

Designation:

Mobile No.

Date:

(Company Seal)

(Authorized Representative and Signatory)

Note: Copy of appropriate registration/ incorporation certificate along with a copy of PAN card should be appended as a part of this form. Copies of all documents should be appended in the same order as mentioned in the table.

**Annexure 6: Format - Affidavit confirming not being blacklisted**

1. I, the undersigned, do hereby certify that all the statements made in the required attachment are true and correct and if found fake/forged, the undersigned will be liable for infliction up on the FIR and lawful punishment as well as blacklisting.
2. The undersigned also hereby certifies that neither our firm M/s ..... has been blacklisted nor has abandoned any work in any government department, India nor any contract awarded to us for such works have been rescinded, during last five years prior to the date of this bid.
3. The undersigned hereby authorize and request(s) and bank, person, firm, and corporation for furnish pertinent information deemed necessary and requested by the department to verify this statement or regarding my (our) competence and general reputation.
4. The undersigned understand and agrees that further qualifying information may be required and agrees to furnish any such information at the request of the department project implementing agency.

(Signed by an Authorized Signatory of the Firm)

Title of Officer:

Name of Firm:

Date:

**Annexure 7: Format Training and Placement Record**

**(i) Training and Placement Record**

Name of Sector	Details	Total Number of Candidates Trained	Total number of candidates certified	Total number of candidates placed	Average Salary range of the placed candidates
Sector A	Program A				
	Program B				
	Program C				
	<b>Total</b>				
Sector B	Program A				
	Program B				
	Program C				
	<b>Total</b>				
Total all Sectors.					

*Note: Bidders are requested to submit the details in an Organized manner in the above format. Please insert additional rows and columns if you need to fill more data.*

For and on behalf of:  
 Signature:  
 Name:  
 Designation: Date:  
 (Company Seal)  
 (Authorized Representative and Signatory)

**Note:**

- The onus of providing adequate and verifiable supporting evidence (of numbers of trainees trained and placed) lies upon the Bidder. Detailed candidate-wise data may be provided, if required.*
- Supporting evidence must be provided as below:*

Trained Candidates	Self-attested copies of any of the following: <ul style="list-style-type: none"> <li>Work Order for each program accompanied by Certificate of Completion / Proof of Final Payment from Government bodies indicating the number of candidates trained in the sector; or</li> </ul>
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	<ul style="list-style-type: none"> <li>• Printouts of verifiable information from Government MIS systems showing the number of candidates trained.</li> </ul>
Placed Candidates	<p>Self-attested copies of any of the following:</p> <ul style="list-style-type: none"> <li>• Proof of placement-related payment from Government bodies indicating the number of trainees placed after skill training; or</li> <li>• Printouts of verifiable information from Government MIS systems showing the number of candidates placed; or</li> <li>• Letter from employers confirming employment of Trainees from the institute or agency clearly indicating the date of recruitment, numbers recruited and sector/category of work</li> </ul>

**(ii) Trainee-wise information for all placed trainees in the following format:**

<b>S. No.</b>	<b>Name of Trainee Placed</b>	<b>Contact No. of Trainee</b>	<b>Email Id of Trainee</b>	<b>Name of Employer</b>	<b>Contact No. of Employer</b>	<b>Email id of the employer</b>	<b>Salary at which placed</b>

Note: The document to be self-attested.

## Annexure 8 - Format – Financial Capability Statement

*(Duly signed by the Authorized Representative and certified by a Chartered Accountant on CA's letterhead)*

On the basis of audited financial statements, I/We hereby submit that ..... (Name of Bidder), having registered office at ....., has annual turnover, and annual turnover from skill development activities, in the past one/two/three/four/five (whichever is applicable based on entity – refer to section 5.2) consecutive financial years (2019-2020, 2020-2021, 2021-2022, 2022-2023 and 2023-2024) as follows:

S. No.	Financial Year	Average Annual Turnover (In lakhs/ Cr)	Annual Turnover from Skill Development Programs, (if applicable)
1			
2			
3			
4			
5			
	Average turnover		

For and on behalf of:

Signature:

Name:

Designation: Date:

(Company Seal)

(Authorized Representative and Signatory)

**Note:**

- 1. Bidder is required to submit the audited financial statements for the past one/two/three/four/five (whichever is applicable based on entity) years (FY – 2019-2020, 2020-2021, 2021-2022, 2022-2023 and 2023-2024)*
- 2. All supporting documents should be duly certified by a Chartered Accountant and self-attested by the bidder.*

**Annexure 9: Format for Lol**

*(On the letterhead of the employer)*

Date:

Registered head office address of the employer:

1. Name of the applicant organization
2. Validity of LOI
3. Preferred sector
4. Proposed designations
5. Proposed number to be employed
6. Proposed Locations:
6. Proposed Gross Salary or CTC (in Rs.) at entry level

Signature of competent person:

Seal of the company: Date: \_\_\_\_\_ Place: \_\_\_\_\_

Contact Details of the Employer: Official company email address and landline phone number.

**Annexure 10: Format for Trainer Qualification**

<b>S. No.</b>	<b>Name of the Trainer</b>	<b>Qualification</b>	<b>Selected for which job role</b>	<b>Years of Experience</b>	<b>Certification Number</b>	<b>Validity of the Certificate</b>	<b>Certifying Agency</b>
1							
2							
3							
4							
5							
6							

For and on behalf of:

Signature:

Name:

Designation: Date:

(Company Seal)

(Authorized Representative and Signatory)

*Note:*

- 1. Bidder is required to submit the certification copy of all the trainers along with this annexure.*

### Annexure 11: Project Details

<b>S. No.</b>	<b>Type of Training</b> (Digital, phygital, residential, non-residential)	<b>Organization that issued the work order or with which the MoU is signed</b>	<b>Target</b>	<b>Sector and job role</b>	<b>Duration of the project</b>	<b>Cost of the Project</b>	<b>Location of the Project</b> (If applicable)
1							
2							
3							
4							
5							
6							

For and on behalf of:

Signature:

Name:

Designation: Date:

(Company Seal)

(Authorized Representative and Signatory)