

**Government of Gujarat
The Gujarat Skill Development Mission
(GSDM) under the Labour, Skill
Development and Employment Department
(LSD & ED)**

**Request for Proposal
for Setting up of
Centre of Excellence (CoE)
in
Industrial Automation
(MEGA ITI Project) at
Industrial Training Institute (ITI),
Rajkot**

RFP NO: DET/MEGA ITI/CoE (01)-2023/07 01


(S. C. Radia)

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Abbreviations

RFP	Request for Proposal
EMD	Earnest Money Deposit
PBG	Performance Bank Guarantee
TVET	Technical and Vocational Education and Training
DET	Directorate of Employment and Training
LSD & ED	Labour, Skill Development and Employment Department
GSDM	Gujarat Skill Development Mission
EP	Execution Partner
OEM	Original Equipment Manufacturer
CoE	Centre of Excellence
JV	Joint Venture
AATO	Average Annual Turn-Over
EXP	Experience
CMC	Comprehensive Maintenance Contract
EWY	Extended Warranty
SWY	Standard Warranty
ToE	Team of Expert
DSC	Digital Signature Certificates
PKG	Package
FIN	Financial
INR	Indian Rupee

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Definitions and interpretation

In the invitation to tender, tendering condition, contract, general conditions of contract and special conditions of contract, unless the context otherwise requires the following interpretation shall be valid.

- **"Bid"** shall mean the quotation in response to the RFP submitted with EMD (wherever is applicable), if applicable and within the period mentioned in the RFP.
- **"Bidder"** means an individual, an Original Equipment Manufacturer (OEM) firm, or its authorized Execution Partner (EP), a company whether incorporated or not, an association of person or joint venture who has submitted a bid to execute the contract and shall be deemed to include his successors, heirs, executors, administrators and permitted assignees, as the case maybe.
- **"Consignee"** shall mean the authorized representative or officer of the purchaser at the site to whom the stores are required to be delivered in the manner indicated in the contract.
- **"Contractor"** means a successful bidder with whom a contract agreement has been entered to by the purchaser and shall be deemed to include his successors, heirs, executors, administrators and permitted assignees, as the case maybe.
- **"Contract"** or **"Purchase Order"** means and comprises of a letter or e-mail or ink signed or digitally signed document issued/sent by the purchaser conveying acceptance of bidder's/contractor's bid submitted in response to the invitation to tender, tendering conditions, general and special conditions of contract specified in the IFB within the validity of the bid and any subsequent amendments/alterations thereto made on the basis of mutual agreement.
- **"Delivery Date"** means date of completion of contract excluding warranty period and its obligations as stipulated in the contract.
- **"Mission Director,"** means the Mission Director, GSDM authorized in writing to execute the contract on behalf of the DSD/LSD&ED, GoG.
- **"Earnest Money Deposit (EMD)"** means the deposit made in the form and manner specified in the IFB by the participating bidder towards bid security.
- **"Team of Experts (ToE)/Inspectors"** means any officer nominated and deputed by the purchaser or their appointed consultants or quality surveillance agency or any other person authorized by the purchaser from time to time to act as his representative for the purpose of inspection of stores under the contract.
- **"Request for Proposal (RFP)"** means invitation to tender, tendering condition, general conditions of contract, special conditions of contract, additional conditions of contract, if any, and any other document mentioned thereto.
- **"Parties"** means the parties to the contract, i.e., the contractor and the purchaser named in the contract.
- **"Performance Bank Guarantee (PBG)"** means the deposit made in the form and manner specified in this document by the contractor towards satisfactory performance of the stores/plant supplied.
- **"Purchaser"** means Mission Director (MD), Gujarat Skill Development Mission (GSDM), Gandhinagar or any other authorized officer and includes his successor or assignees.

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Request for Proposal (RFP)

Notice Inviting Request for Proposal (RFP)

1. The MD, Gujarat Skill Development Mission (GSDM), Gandhinagar (herein after referred to as the Purchasers) has published this tender for **"Setting up of Centre of Excellence (CoE) in Industrial Automation under MEGA ITI Project at ITI Rajkot, Gujarat** with estimated budget of **Rs.1,50,00,000/- (One Crore Fifty Lacs Only)**
2. GSDM invite proposal from the **Original Equipment Manufacturer (OEM), Consortium of OEM & its Execution Partner (EP)** capable of providing end to end solution.
3. GSDM will provide basic infrastructure, like building, power, water, and basic amenities required for students and faculties like washrooms etc.
4. The tender document is available in the e-procurement portal. Bidder shall submit their bids on <https://tender.mprocure.com/> only. The proposals are to be submitted/uploaded online only. Proposals submitted in any other manner will not be accepted. Tenderers are required to obtain Level III digital signature from designated firms (available on eprocurement portal) and then register with the Government of Gujarat e-procurement platform and submit tenders by using their user ID and digital signature.
5. Right to reject any or all the tenders without assigning any reasons thereof are reserved by the Purchaser GSDM which will be binding to all bidders.
6. The bidders are advised to note the qualification criteria specified to qualify for award of the contract. The tenderers are required to submit/upload proposal consisting of Technical and Financial proposal. In two covers. The First cover i.e., **Technical Proposal** consisting of documents/information as specified and Second Cover i.e. **Financial Proposal** consisting of **Cost of setting up COE along with its operation and maintenance for five years and cost of training one hour per Batch not more than 24 trainees.**

Sd/-

Mission Director,

Gujarat Skill Development Mission

Gandhinagar, Gujarat

Gujarat Skill Development Mission

(Govt. of Gujarat)

Dr Jivraj Mehta Bhavan, Block No. 2, Third floor,
Gandhinagar-382010, Gujarat, India

Email: to-gsdm-gnr@gujarat.gov.in

Schedule of Tender:

Tenders for:	:	Setting up of Centre of Excellence (CoE) in Industrial Automation under MEGA ITI Project.
Tender reference	:	
Date of commencement of downloading of tender document	:	XX - XX - XXXX
Name of the Client	:	
Type of Tender	:	
Last date for downloading of tender document from the e-proc platform:	:	XX - XX - XXXX
Bidder shall submit their bids on https://tender.nprocure.com/	:	
Last date for uploading bids on https://tender.nprocure.com/	:	XX - XX - XXXX
Time and date of opening of first covers (technical tenders) of tenders	:	16.00 HRS XX - XX - XXXX
Time and date of opening of second covers (financial tenders) of tenders	:	15.00 HRS XX - XX - XXXX
Time and date of pre-bid meeting	:	16.00 HRS XX - XX - XXXX
Bid Processing Fee (non-refundable)	:	Non refundable Bid Processing Fees of Rs. 15,000/- (Rupees Fifteen Thousand Only)
Bid security/EMD.	:	Bid Security/ Earnest Money Deposit
Beneficiary Name:	:	(EMD) of an amount of INR
Account No:	:	xxxxxx.xx (Rupees only)
Bank Name:	:	must be submitted by the Bidder in
IFSC:	:	a form of a Bank Guarantee
Performance Bank Guarantee	:	10% of Bid Value for successful bidder (at the time of signing the contract agreement)
Method of selection	:	LCBS (Least Cost Based Selection)
Place of opening of tenders /pre-bid meeting & address for communication	:	

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Introduction

Background

The state of Gujarat in West Central India is situated at a key junction between India and the Middle East and has played a leading role in India's economic development. With an Ease of Doing Business (EoDB) Feedback score of 97.77%, Gujarat stands Second among all states and Union Territories in the EoDB Ranking. The rankings are based on the implementation of the business reform action plan (BRAP) 2020, conducted by the department for promotion of industry and internal trade (DPIIT). Gujarat is one of the two states in country which have displayed 100% adherence to the 301 reform points listed in BRA.

Despite having only 6% of the country's geographical area and 5% of the country's population, Gujarat share in the country's GDP is 8% and it contributes 18% of India's industrial output. About 100 of the Fortune 500 companies have their operations in Gujarat. However, foreign companies operating in Gujarat expressed a strong desire that the state's investment environment be improved, with particular concerns about the poor quality of education related to industrial skill development.

Technological Advancements and growth of businesses require highly skilled and competent technicians to compete in the world market. The output from the formal education and training institutions in general lack focused skills in terms of quality, quantity and relevance. The question is where is the skill empowered workforce going to come from? How to produce and nurture the talent pool which the Indian business eagerly awaits? To answer these questions effectively, the Government of Gujarat has set up an action plan for empowering the youth of Gujarat through improved skills and training making them ready to meet the industry needs.



Initiative for Setting up of Centre of Excellence in Skilling ecosystem

Skills and knowledge are the driving forces of economic growth and social development for any country. Countries with higher levels and better standards of skills adjust more effectively to the challenges and opportunities in domestic and international job markets. Center of Excellence (CoE) is a body that provides leadership, best practices, research, support, training of trainers and skill training for a specific sector/s. The literal meaning of a **Center of Excellence** is – **'A place where the highest standards are maintained.'**

Centre of Excellence in skilling ecosystem is envisioned to be one stop resource centre, established/working in partnership with industry to raise training standards, boost productivity, address emerging skill gaps and align training & research with industry needs. With the intent to overcome skill demand-supply mismatch, to have continuous supply of skilled workforce and disseminate best practices, "Centre of Excellence" is proposed to be recognized by the KSU. The initiative would encourage such bodies already engaged in research and development activities in the skilling domain and allied fields to work on key emerging areas where there is knowledge deficit or skill gap, so as to set up Centres of Excellence.

The proposed Centres of Excellence (CoE) under Mega ITI, will be set up to ensure **continuous supply of quality trainers in each sector**. Special training programmes would be designed & developed for training of trainers **meant for overseas employment**, including language training in collaboration with the concerned country. Moreover, appropriate training in the **latest technological developments for upgrading the technical skill of trainers**, as per the requirement of the present scenario by the industry will also be undertaken. Largely, three models are existing in the skilling ecosystem for operating- "Centre of Excellence".

Objectives:

- ★ Bridge the gap between Industry needs and the available set of skills through Industry oriented learning.
- ★ Enable ITIs to improve the quality of technical education & training in the region.
- ★ Provide state-of-the-art tools to match industry standards.
- ★ Student Training on live projects from the Industry.
- ★ Availability of learning modules with learner centric study material.
- ★ Reduce investment of time, effort and money by the industry in the training of the students.
- ★ Improve student employability.
- ★ Improve industry competitiveness globally.

The Major deliverables of the project

- 1- To set up CoE for the identified sector which includes setting up labs as per details in **Annexure II**.
- 2- To deploy/mobilize required technical experts to operate and maintain the labs of CoE.
- 3- To engage qualified Faculties and trainer to deliver **training for courses** as mentioned in annexure II
- 4- Capacity building of GSDM faculties and staff for future operation and maintenance.

Scope of Work

- 1- To set up COE which includes setting up labs as per details in **Annexure II**
- 2- GSDM is looking at end to end comprehensive solution that facilitates all aspects and technology related to COE including hardware, trainers, software of the same standard and precision that is used by Industry except cut outs models, e-learning material, and trainer which are necessary for conceptual understanding and practice.
1. Jointly develop curriculum as per the need of industry and training material for courses with **Kaushalya - The Skill University (KSU)**.
2. Collaborative efforts to facilitate interaction between industry for curriculum development, on the job training and placements.
3. To operate and maintain all facilities for **five years**. Engage suitable engineers, programmers and expert for it.
4. To engage qualified Faculties and trainer to deliver module wise training also need to modify as per industries need and approved with KSU courses as mentioned in annexure II.
5. Provide requisite raw material, spares and components for operation, training and practice.
6. Capacity building of faculties and staff of GSDM/DET/KSU for the operation, maintenance, and training.
7. Transfer the lab along with all equipment in good and usable condition at the end of the contract.
8. Provide requisite smart board, Projectors, classroom chair, table and furniture required for operation and training.

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Duration of Project

The duration of the contract will be **five years** and further extendable by another five years at similar terms.

Noncompliance/Penalty

Supply of all equipment and setting up CoE

All the items mentioned in the agreement should be supplied, delivered, and commissioned within the mentioned timelines. Any delay would attract a penalty. The applicable rate for liquidated damages for delay shall be:

- **0.1% per week** of the contract price for the first week
- **0.2% per week** of the contract price for the second and Third week
- **0.4% per week** of the contract price for the fourth week
- From 5th week onwards, **0.5% per week** for further 4 weeks

Deployment of manpower proposed for training and O&M of CoE

- Rs. 20,000/- per individual manpower / per week of delay.
- To be measured on pro-rata basis as per deployment of manpower.
- Delay more than 3 weeks will be sufficient to cause for termination of the contract. In that case the Performance Bank Guarantee of the bidder will be forfeited.
- The maximum amount of liquidated damages delay shall be: **10% of the contract price.**

Payment:

Sr.	Deliverable	Timeline	Payment
	A - Machinery Component including furniture		
1	On Successful Delivery, Installation, Testing, Integration, Commissioning	Within 4 months of the signing of contract	75% of the sum total of schedule A of financial proposal
2	On Completion of On-site Training and producing completion certification from competent authority at CoE	Within 2 months of completion of installation and commissioning	5% of the sum total of schedule A of financial proposal
	B - Training Component		
3	At commencement of training of each batch. <i>(Training sessions should commence within 30 days from the completion of installation & commissioning for the CoE)</i>	Within 30 days of commencement of training	30% of cost of training as per schedule B of financial proposal
4	On completion of on-the-job Training of each batch	Within 30 days of completion of OJT	30% of cost of training as per schedule B of financial proposal
5	On certification of each batch.	Within 30 days of certification.	20% of cost of training as per schedule B of financial proposal
6	On organizing placement fair	Within 60 days of certification	20% of cost of training as per schedule B of financial proposal
	Operation and Management		
7	5 Years AMC/warranty/O&M and Back-to-Back OEM support and operation costs	5 years.	Will be divided and paid in equal Quarterly Installments after the end of each quarter (3 months) + 1% of Machinery cost

Note: No Advanced Payment will be given to the selected bidder.

The Key Features, Functions and expected Outcomes of CoE

The idea of setting up of a state-of-art Industry Linked Centre of Excellence (CoE) at **ITI Rajkot in Industrial Automation** originated from the need to align the engineering education with the latest industry trends and practices, better vocational training / interaction with industry, upgradation of tools, laboratories and faculty skills as well as the inclusion of latest engineering concepts into the academic curriculum structure.

The CoE will be set up in a specific technical domain (selected based on training and industry needs in the state) in partnership with a leading industry demonstrating the required technical and training capabilities and high commitment to the partnership and skilling agenda in the state of the State and the vision of LSD & ED and DET. The CoE is proposed to be setup for **Industrial Automation in ITI Rajkot** in partnership with a leading industry leader in Manufacturing Technology and the space available for CoE is approximately **340 SQMT** detailed in **Annexure -1**. The CoE is expected to generate and roll-out 400-600 highly skilled manpower annually, trained in modules as per industry and market requirements. The target beneficiaries shall include all Trainees of technical institutions in the state and also the technical workforce in Gujarat and nearby states.

The agreement will be for a period of 5 years reviewed and further extendable by another five years at similar terms. The extension of the agreement will be based on performance of CoE. The assessment and evaluation on parameters including student turnout, industry response in terms of employment, upskilling and growth etc will be considered while revising the MoU.

In the long run, the aim is to make the CoE autonomous and self-governing under the State Govt. For this, the partnership plan with industry will include a gradual transfer of knowledge and capacity building required to make the CoE self-sustainable. The core functions of CoE should focus on areas like:

- ★ To **conduct high Quality Training** in specific sectors with **special focus on emerging technologies**.
- ★ To develop **association between academia and industry** for the benefit of the skill development sector.
- ★ To **conduct Research and Development** in related fields and disseminate the results of the R&D and other activities through **filling of patents and transforming them into sustainable business proposals/ solutions**.
- ★ To **upgrade the Centre's technical capacity**, information architecture.
- ★ To support **creative and innovative** proposals in terms of functions and facilities.
- ★ To **foster relations across countries**, between governments, workers, chambers of commerce, academia, industry and other Industrial associations in **establishing collaborations** of various projects of Institute/Organizations.
- ★ To create network of nearby institutes for **capacity building and mentoring support**.
- ★ To preferably establish an **Entrepreneurship and Innovation Cell**.
- ★ To conduct high Quality Training in the Manufacturing technology with special focus on upskilling ITI pass-outs preferably covering the World Skills recognised courses.
- ★ To develop association between academia and industry for the benefit of the ITIs in the long run.

- ★ To develop trades specific micro training modules for ITI Trainees and conduct ToTs in the respective trades. A complete learning solution that will build specific skills set and equip students with employable skills in manufacturing and allied sectors.
- ★ Stand as an inspiration to all the ITI Trainees to be skilled for international standards and act as a finishing school for ITI graduates and mid-career professionals in technically advanced job roles.
- ★ To foster relations across countries, industry and other Industrial associations in establishing collaborations for placements of trained candidates in reputed Organizations.

Broad outline for Scope of work for bidder:

The proposed CoE under MEGA ITI project is envisioned as a world-class Research, Innovation & Advance training institution in the said field of Emerging Technologies. The planned institution would be a knowledge hub for industry experts and researchers at Institute's facilities, as well as a consultancy wing, in conjunction with leaders of various manufacturing related emerging technologies. The DET through GSDM, Gandhinagar, Gujarat is inviting **Expression of Interest (Eoi) and/or Request for Proposal (RFP)** from leading Technology Providers, Industry Partners and Institutions to setup a Center of Excellence (CoE). The CoE shall be setup in the available building details as in **annexure 1**. It is a turnkey project where the Technology Provider (TP) will be responsible for the supply of the technological product / lab Hardware and software, commissioning of it and should run the lab along with the institute faculty for a **period of five (05) Years**. It must be state-of-the-art and industry relevant and should cater to the current and futuristic requirements of the industry. **The COE will be under the overall administration of DET/GSDM**. The DET will provide infrastructure to setup the Center of Excellence. The Technology Partner once selected must sign a **Memorandum of Agreement (MOA) and/or a Concession Agreement**. The services proposed in the CoE can be provided directly by the Technology Partner or through their authorized **Execution Partner(EP)**. The **Center of Excellence** should meet the demands of the industries' ever-changing processes and help build skills around collaboration and innovation. The center should leverage the Technology Partner's capability to draw upon the expertise from various areas and provide its partners with knowledge and tools. The center aims to focus on Research and Development and bridge the skill gap of students vis-à-vis today's industry needs and impart state-of-the-art industry-oriented training. The mission of this CoE should be to promote advancement and implementation of advanced digitalization in manufacturing concepts through research and education partnership with the industry.

The COE should bridge the skill gap of students vis-à-vis industry needs and impart state-of-the-art industry-oriented training to help foster significant innovation and learning in technical education. The center is aimed at Industry connected skill development programs and hence the proposal should also have a MoA with leading Technology Company. **The CoE should be on Build, Operate and Transfer Mode, however, the Industry/Technical Partner may suggest better PPP model in their Technical proposal**. All the Hardware/Software should be of industrial standards. The software should not be restricted to educational limits. Should be provided with industrial features allowing the CoE to offer Industrial consultancy and research as well, apart from the skill development. The Technology Partner can depute their authorized **Execution Partner(EP)** for executing the CoE in terms of supply and running the center. However, the proposal should have a clear information on who is the Execution Partner and who is the Technology Partner.

Role and Responsibilities of Successful Bidder (Technical/Industry Partner)

- + The selected Agency would be responsible for setting up Centre(s) of innovation, research & development on advanced technologies as per Industrial Standards including advanced futuristic labs and making the centre self-sustainable by proposed operations. The Agencies may opt for any of the PPP models. The agency would operate the established Centre(s) on self-sustaining mode.
- + End to end Project management for setting up of Centre of Innovation, Research & Development on Advanced Technology including advanced futuristic Labs/Workshops. Design and setup the entire Lab including, civil works, electrical works, mechanical works and any other work required in the space allotted. Advise, Supply and install the required hardware with latest Technology for the courses.
- + Provide trained manpower to deliver the training for the duration of the partnership and capacity building of the trainers to takeover training thereafter (will be reviewed and revised accordingly in line with the progress and performance of CoE from year 2 onwards)
- + Centre Management and handling day-to-day operations of the Centre. Regular maintenance and upgradation of the COE hardware and software versions (if any) as and when they get enhance upto 5 years.
- + Recruitment & Deployment of required manpower as per **Annexure - IV**
- + Be the technology partner for the project advising and offering the course curriculum to design and conduct various short- and long-term certificate/diploma/degree courses in coordination with DET. Identify and formulate training programs to develop skills in futuristic/ disruptive technologies and associated skill sets that are lacking in the sector. Conducting Training of Trainers (ToT) and Faculty Development Programs (FDP). To conduct assessment & certification also.
- + Assessment and industry-recognised certification of the trainees in these technologies.
- + Conducting promotional activities for: (a) Offered Programs and Courses, (b) Industry Facility Centre, (c) Research & Development.
- + Technical advisory support on: Research & Development, Technical incubation, Boot camps on domain for potential start-ups, Capacity building.
- + Content Development for the courses including e-learning courseware.
- + Designing of Revenue structure for making Institute self-sustaining.
- + Conducting Training, Research & Consultancy
- + Employability assistance/ support to the trainees. Selected Agency will explore industry linkages for apprenticeship and on-the-job training programs. To impart high-end skills (and not generic skills) to unemployed individuals and employed individuals (looking to upskill / reskill themselves)
- + Ensuring end-to-end activities of a training life cycle
- + Driving Technology Consulting for Industries & Institutions
- + Foreign Collaborations for Certification & Research
- + Arrangement for conducting periodic audits and submission of compliance reports to DET/GSDM.

The above specified works are indicative in nature. The actual scope may differ from this.

DET/GSDM will provide the following to the selected agencies:

1. Land & building (area of operation) on lease for specified span of time as per the approved project proposal
2. Basic amenities such as electricity, water, building equipment etc. as per norms.
3. Recurring expenditure with respect to maintenance of land & building.
4. Promotional support to promote Institute of Advance Learning
5. Affiliation from KSU / GCVT
6. The courses offered will be NSQF level 4 to NSQF level 8.

The participating agencies are expected to provide following details in response to this EoI/RFP:

- * Introduction of the agency
- * Overview of Sector/ Labs opted
- * Rational on Technology Opted
- * Key Initiatives/ Excellence
- * Mode of PPP and Rational
- * Business Plan and Proposal
- * Execution Plan
- * Human Resource Deployment Plan/ Project team
- * List of Facilities, equipment, necessary hardware, software etc. (indicate requirement from DET/GSDM)
- * Project Delivery Plan (Gantt Chart)
- * Project Financials
- * Special Considerations, if any
- * Complete Requirement & Plan of Execution (including the mode of PPP engagement) to Setup Centre of Innovation, Research & Development on Proposed Technology
- * Proposed furnished area (in sq. ft.) required for establishment of labs, staff room, classroom, and requirements in terms of infrastructure.
- * Detail of instrument/ Software/ tools to be setup in the centre(s)
- * Name of Courses/ Programs and type of courses to be offered – certificate/diploma/degree or others
- * Requirement of Tie-up with University
- * Equipment the bidder would install and expectation/ assistance from DET/GSDM
- * Investment the bidder intends to make, and investment required from DET/GSDM, if any
- * Details of all Parameters/ Key Consideration Areas as specified
- * Other Requirements if any

The selected bidder/s are expected to maintain **quality of service (QOS)** for all the deliverables. They are required to incorporate amendments and enhancements in the lab instruments and material as per changes in technology and market requirement during the

contract period. Any alteration shall be intimated to DET/GSDM well in advance with justification and to be approved.

The bidder shall appoint sufficient staff at CoE **Rajkot** to operate and maintain the Centre(s) of Innovation, Research & development of their respective Advanced Technology for which they are responsible.

In case any course requires exposure visits to industries for better understanding, the same should be encouraged by the selected agency.

The performance of the agency may be evaluated annually based on training courses designed/conducted, research journals published, number of Industries supported, number of participants trained, faculty deployed, feedback from students, number of research undertaken etc. The agency may be required to enter into SLA (Service Level Agreement)/ MoU / concession agreement with DET/GSDM before initiation of the work.

The CoE Partnership Model Proposed under CoE, Mega ITI Project

The CoE shall be established in a joint partnership of State Govt. and a leading industry player in a selected sector. The potential Industry/Technical partner in the CoE shall play a leading role in the design, setup and operationalization of the CoE; this includes selection of training modules, curriculum design, conduct of trainings and industry-recognized certifications. The Directorate of Employment & Training (DET) and/or GSDM under the Labour & Employment and Skill Department of Skill Development and Employment shall provide the physical infrastructure (in the form of bare shell) and oversee the overall finance and administration of the proposed CoEs. While day to day technical and training operations shall be handled by the industry partner, the overall administration of the CoE shall be led by Principal of the respective Govt. ITI where the CoEs shall be established. Since the role of industry partner is diverse and crucial, an Industry leader with equal commitment, proven overall capability and reputation will be preferred for the partnership. Based on initial interactions with leading industries, it is very encouraging that the global industry leaders have shown great willingness to contribute their technical expertise as well as shown interest in sharing the capital cost in establishment of such proposed CoEs.

Under the proposed PPP arrangement, the private sector is expected to design, Build, Operates/Maintain and Transfer (DBOT) the futuristic innovation, research & development centre.

Eligibility of Bidders

For determining the eligibility of the Bidders to participate in this RFP, the following stipulations **Pre-Qualification Criteria shall apply/must fulfil** the following pre-requisites:

#	Pre-Qualification Criteria	Required documentary evidence to be submitted
I	The Technical Partner (TP) should be either an Original Equipment Manufacturer (OEM), Consortium of OEM & its Execution Partner (EP) . If an Execution Partner is submitting the bid on behalf of the OEM, the bidder can provide OEM credentials as evidence.	In the case of consortium, each member should satisfy this requirement. Copy of Certificate of Incorporation/ Registration/MoU as applicable
II	TP should have been in existence for at least 5 years.	Copy of Incorporation of Business
III	The minimum financial performance (Average Annual Turnover – AATO) of the OEM in any three (03) of last five audited Financial Year starting from 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23, should not be less than One Hundred Crore (100 Crore) .	CA certificate mentioning turnover from the said business of OEM
IV	The bidder must have positive net worth and should be Profit making in any three of last five audited financial years ending on 31st March, 2023	Certified Balance Sheet and Profit/Loss Account of last 3 Financial Years should be enclosed. CA certificate mentioning net profit of the bidder should be enclosed
V	The TP / Consortium Partner must have experience of setting up CoE's similar to the scope of this RFP. The TP should have established a minimum of two (02) such CoE's within India during last 5 years	Sales documents/MOU/Contract Document / any other verifiable documents
VI	The bidder should not have been Black-listed or proceeding underway by Government of India / Government of Gujarat/ any other state	An undertaking to this effect in the company's letterhead signed by authorized signatory to be submitted
VII	The TP or its Execution Partner (EP) should have authorized, and duly certified Trainers/ Installation & Commissioning Engineers, on pay role of the OEM	Undertaking Letter upon Confirmation on OEM Letterhead. Profile of such qualified and certified Trainers/Installation & Commissioning Engineers

In the case of a consortium the lead bidder should satisfy the above requirements.
Not more than five members including the lead bidder are allowed in a consortium.

To be eligible for evaluation of the Bid, a Bidder shall fulfil the following **threshold conditions of eligibility**.

The bids submitted by the interested parties who clear the pre-qualification round only will be evaluated as per the criteria provided below. Evaluation Criteria (100 points)

Sr. No.	Parameter	Criteria	Document Required	Max Marks
1	Financial Turnover	The minimum financial Turnover of the OEM in any three (3) out of last five (5) financial years starting from FY 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 should be more than 100 Cr. If the turnover is A. Between 100 to 199 Cr – (15 marks) B. Between 200 to 299 Cr – (18 marks) C. More than 300 Cr – (20 marks)	- CA certified statement for any three of last five audited Financial Year starting from 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 of OEM.	20
2	Contractual Experience	The TP should have established a minimum of two (02) such CoE's within India during last 5 years (with a minimum of One CoEs for Government customer) A. Established Two CoEs (15 Marks) B. Established Three CoEs (18 Marks) C. Established more than three CoEs (20 Marks)	- Copy of Purchase Order/Work Order with Completion Letter/Certificate or any other verifiable documents issued by the client in the name of either of the consortium partners and/or technical partner.	20

100

3	Training & Services	<p>The TP or its Execution Partner (EP) should have authorized, and duly certified Trainers/ Installation & Commissioning Engineers, on pay role of the OEM.</p> <p>A. If documentary evidence provided for 5 certified Trainers (15 Marks)</p> <p>B. If documentary evidence provided for 6 and more certified Trainers (20 Marks)</p>	<ul style="list-style-type: none"> - Undertaking Letter upon Confirmation on OEM Letterhead. - Profile of such qualified and certified Trainers/Installation & Commissioning Engineers 	20
4	Presentation by Bidder	<p>The bidder shall make a presentation before the tender evaluation committee covering their plan and vision to collaborate with GoG including.</p> <ol style="list-style-type: none"> 1) Plan of setting up Various Labs, major technology that will be incorporated, machinery and equipment planned to be installed and plan for integration of all sub systems, Deployment of Furniture and fixture. 2) Details of pre-requisite as regards to site preparation. 3) 3D walks over of the proposed Labs. 4) Details of their marketing plan for Industry Institute engagement. 5) Details about the business clients (national and international) that the TP is closely engaged with in various capacities in the different Industries. 6) Details of curriculum with complete details of its 3 best training programs with a clear indication of modules that are taught practically. Should include details such as the job profile, number of trainees trained, employed and relevance of the courses. 7) Details about the existing training infrastructure available 		40

		<p>A. Marks would be distributed as per the approach and methodology, past experiences and credentials presented by the B. bidder. – (30 marks)</p> <p>B. Marks would be awarded superiority in terms of technical specifications & capacity of the solutions as proposed by the bidder. (10 marks)</p>		
Total				100

Minimum Qualification – 75 Marks, less than this will be considered as Technically disqualified.

Bidders are required to submit all the relevant proofs under each of the above parameters to claim any score (as per above Table). Bidders should also note that, if need be, the Authority may call for additional information/details at any stage during the bidding process. For existing partnerships, copies of MoUs are to be submitted. Proposed academic and industry partnerships for CoE would be considered based on submission of letter of intent / MoUs pertaining to the same.

Project Financials

Project has mainly three components.

- A- **Setting up Industrial Automation COE** as enlisted in scope of work. Cost should include everything that needs for setting up the lab including Machinery, equipment, tools, accessories, networking, programming and integrating all sub system to make it fully functional Lab. It also includes furniture, classroom aids like smart boards, projectors, necessary partitioning, dust proofing, etc. for all the labs listed in the scope of work to offer courses as per Annexure-2 and Annexure-3.
Final cost arrived for all the labs has to be quoted against this head.
- B- **Cost of training one batch** on any of the one module listed in Annexure-2 per Hour basis. Batch of students may vary from 15-20. Depending on the hours of the course cost of training will be paid. Cost of training shall include cost on trainer, faculties, raw material and consumables, training material.
- C- **Cost of Operation and Maintenance** of the Facility including personnel for the same per year. This includes maintaining the whole facilities through out the year with minimum availability of all machinery and equipment to 98% of the total facilities. This

[Signature]

includes facility management including spares and preventive maintenance, breakdown maintenance, over all supervision and up keeping.

Bid evaluation methodology

- i) The technical bids shall be evaluated by a duly constituted Tender Evaluation Committee (TEC).
- ii) The first process for the TEC is to examine the eligibility of the bidders as per the tender specifications. Bids of the bidders, not satisfying the eligibility criteria shall be rejected. No document other than those submitted along the bid shall be used to determine the eligibility under this clause.
- iii) Only those proposals meeting the pre-qualification criteria as specified in bid document will be evaluated as per the parameters mentioned above.
- iv) If there is only one bid, GSDM reserves the right to process the single bid or take recourse to the process of re-tendering.
- v) On request from the TEC, the bidders may have to submit additional information to substantiate claims made in technical bid. However, that would not entitle the bidder to change or cause any change in the substance of the tender submitted.
- vi) During evaluation of proposals, GSDM, may, at its discretion, ask the bidders for written clarification of their Technical Proposals.
- vii) The TEC shall call the eligible bidders for a presentation of the projects handled by them. The time limit, in which the bidders' have to submit the additional information or present their projects, will be decided by the TEC and its decision will be final in this regard. Bidders failing to adhere to the specified time limit will be rejected.

The bid will be evaluated based on Least Cost based Selection (LCBS).

Warranty – **60 months** from the date of commissioning.

Performance Guarantee - A performance security in the form of **Bank Guarantee for 10%** of the Bid Value to be submitted on receipt of the Contract Order (LoA). The Bank Guarantee will be valid for 60 months.

Proposal Validity The offer submitted by the Bidders shall be valid for a minimum period of **180 days** from the date of submission of the proposals.

FORMATS:

Pre-Qualification (PQ)

1) Format PQ_1: Incorporation of Firm, Legal Entity - Required documents:

- Copy of Certification of Incorporation
- Copy of PAN
- Copy of Registration Certificate with the GST Authorities
- Certified true copy of balance sheet and Profit & Loss statement for last 5 years (FY 2017-18, 2018-19, 2019-20, 2020-21, 2021-22)

2) Format PQ_2: Financial Strength

Required document: Audited financial statements for the last three financial years (2020-21, 2021-22, 2022-23)

(Certificate from the Statutory Auditor*)

Sr. No.	Particulars	Details to be furnished
	Turnover of Bidder in consultancy business (in Rs. crore)	
a.	FY 2020-21	
b.	FY 2021-22	
c.	FY 2022-23	

This is to certify that (name of the Bidder) has received the payments shown above against the respective years on account of professional fees.

Name of the audit firm:

Seal of the audit firm with date:

(Signature, name and designation of the authorized signatory)

*In case the Bidder does not have a statutory auditor, it shall provide the certificate from its chartered accountant that ordinarily audits the annual accounts of the Bidder.

3) Format PQ_3: Net worth of the bidder

Required document: Certificate from the Auditor or the Chartered Accountant clearly stating the net worth.

(Certificate from the Statutory Auditor*)

Sr. No.	Particulars	Details to be furnished
	Net worth (in Rs. crore)	
a.	FY 2020-21	
b.	FY 2021-22	
c.	FY 2022-23	

This is to certify that (Name and address of the bidder) has a net worth as shown above against the respective years. The net worth shall mean (Subscribed and Paid-up Equity+ Reserves) less (Revaluation Reserves+ miscellaneous expenditure not written off).

Name of the Chartered Accountant / audit firm:

Seal of the audit firm with date:

(Signature, name and designation of the authorized signatory)

*In case the Bidder does not have a statutory auditor, it shall provide the certificate from its chartered accountant that ordinarily audits the annual accounts of the Bidder.

4) Format PQ_4: Number of clients served every year

Copy of purchase order to be attached- -----

Sr No	Name Of Client	Category of Industrial Automation COE Project Executed
2020-21		
2021-22		
2022-23		

5) Format PQ_5: Non-Blacklisting

(On company's letterhead) Date:

To,

Director,

Gujarat Skill Development Mission,

I have carefully gone through the Terms & Conditions contained in the Document for <name of the document>.

I / We hereby declare that presently our Company/firm is having

unblemished record and is not declared ineligible for corrupt and fraudulent practices either indefinitely or for a particular period of time by any University/ Education Institute State/Central Government/PSU.

We further declare that present your company/firm is not

blacklisted and not declared ineligible for reasons other than corrupt and fraudulent

practices by any University/ Education Institute State/Central Government/PSU on the date of Bid Submission.

If this declaration is found to be incorrect then without prejudice to any other action that may be taken, my/our security may be forfeited in full and the tender if any to the extent accepted may be cancelled.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the Bidder)



Format for submitting financial proposal

Financial Document including price breakup

Sr No	Description	Cost in Rs.
A.	Cost of Setting up CoE in the mentioned sector with Machinery/Equipment, software, networking, and integrating all systems and subsystems including furniture, and five years of maintenance.	
B.	Cost of Training per batch per hour as per Annexure-II	

One batch may consist of not more than 24 trainees. Payment will be made based on the earlier mentioned price breakup as per payment terms.

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Floor plan of the second floor. The plan includes the following rooms and areas:

- PROPOSED I-TOT. FABRICATION: 17.55 x 17.66 sqm
- PROPOSED I-TOT. FABRICATION: 17.55 x 17.66 sqm
- CLASS ROOM: 11.85 x 6.25 sqm
- CLASS ROOM: 11.85 x 6.25 sqm
- REST ROOM
- LOBBY
- STAIRS
- LANDING
- INDUSTRY AUTOMATION (PLC): 7.36 x 6.25 sqm
- INDUSTRY AUTOMATION (PLC): 7.36 x 6.25 sqm
- ENTRY

Govt. I.T.I. – RAJKOT AVTS Building Ground Floor Plan

Annexure II A –Major Areas of COE

Sr No	Sector	Sub sector	Course/Module	Course Content
1	Industrial Automation	Automotive	Automation Technology- Basic Level	Module1: Programmable Logic Controllers Outcome: PLC Programming Module2: Basic and Electro hydraulics Outcome: Operation of Electro hydraulic devices Module3: Basic and Electro pneumatics Outcome: Operation of Electro Pneumatic Devices Communication Skill(Optional) Outcome: will be able to communicate with clients & colleagues clearly. IT Skill(Optional) Outcome: will be able to record information and can share information thru emails.
		Electronics & HW	Automation Technology- Advance Level	Module1: Programmable Logic Controllers Outcome: PLC Programming Module2: Basic and Electro hydraulics Outcome: Operation of Electro hydraulic devices Module3: Basic and Electro pneumatics Outcome: Operation of Electro Pneumatic Devices

Annexure II B –Major Areas of COE

Sector	Sub-Sector	Suggested courses	NSQF LEVEL	Duration in Hrs.
Industrial Automation	Instrumentation and Automation	PLC Technician	4 or 5	500
	MANUFACTURING PROCESS CONTROL AND AUTOMATION	MANUFACTURING PROCESS CONTROL AND AUTOMATION TECHNICIAN	4	390
	Instrumentation and Automation	HMI/SCADA Programmer and Troubleshooter	4	420
	Electronics and Automation	Advanced Diploma - PLC/SCADA/DCS Engineer	7	480
	Electronics and Hardware	PLC Programmer and Trouble shooter	4	450
	Capital Goods & M/T	Master Certificate course in Mechatronics	6	780
	Mechatronics	Advance Certificate in Mechatronics	6	800
	Mechatronics	Mechatronics Designer and System Integrator	6	870
	Mechatronics	Mechatronics Maintenance Specialist	5	720
	Mechatronics	-Mechatronics Operator	4	550

Annexure III- list of major machinery to be supplied/installed.

The specifications of items and related details are as follows:

INDUSTRIAL AUTOMATION

LIST OF MINIMUM MAJOR MACHINERIES TO BE SUPPLIED

The specifications of items and related details are as follows:

1. Advanced Pneumatic, Electro-pneumatic, PLC based Training System with Components and Software

Application:

- The training system should be suitable for imparting training on basic and advanced pneumatic components and systems for enhancing the knowledge and skills of trainees in the relevant field.
- The system should be suitable for trainees to have hands-on experience in rigging pneumatic and electro-pneumatic circuits and wiring components to PLCs and their programming.
- The system should also provide a simulation software package for the trainees to simulate pneumatic and electro-pneumatic circuits for the quick learning of concepts.

Key Features and Technical specifications of the Training system are as follows:

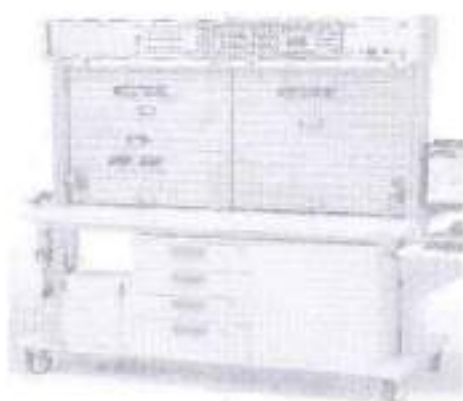


Figure 1

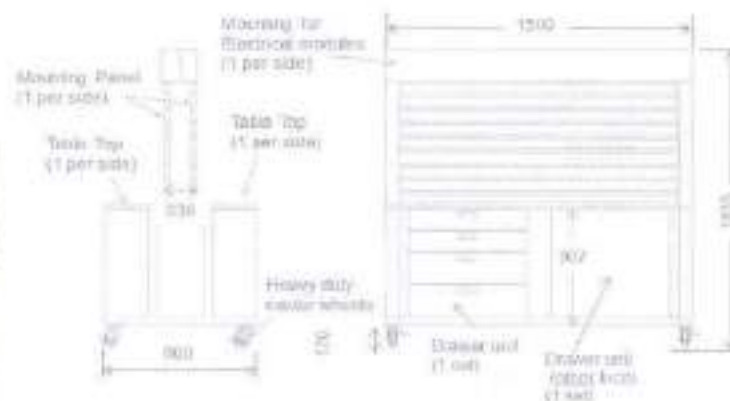


Figure 2

Sr. No	Description			Quantity
1	Supply, installation, and commissioning of Pneumatic, electro-pneumatic, and PLC-based training system with workstation and components, each consisting of the following items:			04 Nos

1	<p>The Training System is to be used from both sides with high strength metallic (aluminum) profile legs with four heavy-duty lockable castor wheels, MDF or waterproof wooden work surface, grey in colour, and two fixed pedestal drawer units and each drawer unit having at least four drawer inserts for the storage of components, each with handles and individual locks, on metallic full panel drawer slides, and mounting frames with matching dimensions to be attached to each side of the workstation for firmly holding electrical/electronic modules.</p> <p>Accessories such as storage plate for placing compressor, cable guides for keeping laboratory cables, and brackets/supports for attaching profile plates, component mounting frames, etc.,</p> <p>Dimensions (Approx.)</p> <ul style="list-style-type: none"> Work Table – Size (approx.) Length 1500 mm X Width 800 mm X Overall height 1800 mm Drawer – Overall size of Drawer unit (Approx.) Length 470 mm X Height 780 mm X Depth 590 mm Mounting frame for electrical components – 1500 mm wide 	01	
2	<p>Profile plate with grooves on both sides with overall dimensions of 1100mm x 700mm (approx.), made of anodized aluminium, and grid size 50 mm for mounting pneumatic/electro-pneumatic valves and components.</p> <p>The profile plate should be of high quality and rust-proof and securely screwed in a vertical position to the mounting frame structure.</p> <p>The pneumatic/electro-pneumatic components with high-quality connecting mechanisms should fit quickly, securely, and safely into the grooves.</p> <p>The item is to be provided with plug-in adapter set for securing components with plug-in feet to the profile plate.</p>	01	
3	<p>Compressor, oil-lubricated, extremely silent, power supply: 230V, 50 Hz, AC, power rating: 1HP (minimum), Pressure rating: 8 bar, tank capacity: 50 liters with pressure regulator, pressure gauge, and water separator, power cable.</p> <p>Note: The compressor must be suited for use in classrooms</p>	01	
4	Pneumatic Component set consisting of the following:	01	set
	<ul style="list-style-type: none"> Compressed Air Service unit (FR unit) complete with hand slide, Shut-off pneumatic valve 	2	
	<ul style="list-style-type: none"> Manifold with 1 input and 8 output connections with self-locking push-in couplings 		
	<ul style="list-style-type: none"> Single-acting cylinder with elastic end-position cushioning rings, 20 mm bore x 50 mm stroke with a cam to actuate sensors 	4	
	<ul style="list-style-type: none"> Double Acting Cylinder, Bore: 20 mm, Stroke: 100 mm with adjustable end-position cushioning, magnetic piston with trip cam to actuated sensors and signal generators 	4	
	<ul style="list-style-type: none"> 3/2-way valve, pushbutton actuated, spring return, normally closed (NC) type 	4	
	<ul style="list-style-type: none"> 3/2-way valve, pushbutton actuated, spring return, Normally Open (NO) type 	2	

	• 3/2-way valve with detent switch, NC type	2		
	• 3/2-way valve, roller lever left actuated, spring return, NC type	4		
	• 3/2-way valve, roller lever right actuated, spring return, NC type	4		
	• 3/2-way valve, pneumatically actuated, spring return, NC type	2		
	• One-way flow control valve, adjustable	8		
	• 5/2-way valve with detent switch	2		
	• 5/2-way valve, pneumatically actuated, spring return	2		
	• 5/2-way valve, pneumatically actuated on both sides	8		
	• Shuttle valve	4		
	• Two-pressure valve	4		
	• Quick-exhaust valve	4		
	• Pneumatic time delay valve, NC type	2		
	• Pressure sequence valve (0.5-10 bar)	2		
	• Pneumatic preset counter	2		
	• Tee joint	40		
	• Plastic tubing 6 mm OD	45		
		meter		
5	Electro-Pneumatic Component set consisting of the following:		01 set	
	• Power supply unit, Input voltage: 85 – 265 V AC, Output voltage: 24 V DC, Output current: approx. 4.5 A, short-circuit-proof.	2		
	• Electrical limit switch with a change-over contact, left actuated	4		
	• Electrical limit switch with a change-over contact, right actuated	4		
	• Proximity sensor, inductive with protection against polarity reversal, overload and short circuit, 10 – 30 V DC, sourcing (PNP) type, sensing distance of 0 – 4 mm	2		
	• Proximity sensor, capacitive with protection against polarity reversal, overload and short circuit, 10 – 30 V DC, sourcing (PNP) type, sensing distance of 0 – 4 mm	2		
	• Proximity sensor, optical, with protection against polarity reversal, overload and short circuit, 10 – 30 V DC, sourcing (PNP) type, sensing distance of 70 – 300 mm (adjustable)	2		
	• Proximity switch, reed contact, for mounting on a cylinder, operating voltage 0 – 30 V, with attachment and connecting cable	8		
	• Pressure sensor with LCD display	2		
	• 3/2-way solenoid valve with LED, spring return, 24 V DC	2		
	• 5/2-way single solenoid valve with manual override and LED, 24V DC	4		
	• 5/2-way double solenoid valve with manual override and LED, 24 V DC	6		
	• Timer box with an on-delay timer and an off-delay timer, each with 2NO+2NC contact sets, delay time adjustable from 0.5 – 10 sec. (or more), Current rating - 5 A	2		
	• Predetermining counter	2		
	• Emergency Stop Push Button	2		
	• Set of laboratory cables (4 mm) with banana connections and safety plugs at both ends in red and blue colours in the following lengths and quantities (in brackets): <ul style="list-style-type: none"> • Red colour cables: 1500 mm (02 No), 1000 mm (10 Nos), 500 mm (20 Nos), 300 mm (40 Nos), and 50 mm (20 Nos), • Blue colour cables: 1500 mm (02 No), 1000 mm (10 Nos), 500 mm (10 	01 set		