Request for Expression of Interest (REOI)

Empanelment of agencies to onboarding Tech partners for support Implementation of Health Intervention Pilot under the Skill Impact Bond



REOI/R&I/2024/29

Department- Research & Impact

Important Dates:

Date of commencement of REoI	21 th October, 2024
Receipt of queries by email to procurement@nsdcindia.org	25 th October, 2024
Last Date and Time of Receipts of Eol	08 th November, 2024
Place of Submission and Opening of Eol	https://nsdc.eproc.in/

- 1. Introduction: National Skill Development Corporation (NSDC) is a not-for-profit public limited company incorporated under section 25 of the Companies Act, 1956 (corresponding to section 8 of the Companies Act, 2013). NSDC was set up by the Ministry of Finance as Public Private Partnership (PPP) model. The Government of India through Ministry of Skill Development & Entrepreneurship (MSDE) holds 49% of the share capital of NSDC, while the private sector has the balance 51% of the share capital.
 - NSDC is a one of its kind, Public Private Partnership in India. It aims to promote skill development by catalyzing the creation of large, quality, for-profit vocational institutions. It provides funding to build scalable, for-profit vocational training initiatives. Its mandate is also to enable support systems such as quality assurance, information systems and train the trainer academies either directly or through partnerships and setting up Sector Skill Councils.
- 2. Objective of empanelment: NSDC is inviting Expression of Interest to empanel eligible firms for providing technical solutions as per the Terms of Reference mentioned in this REOI at *Annexure-V*. Interested Firms should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.
- **3.** Interested firms are required to furnish the information/documents as per the format given under *Annexure-I* (Eligibility Criteria)
- **4. Duration**: Empanelment of firms is for a period of 01 years from the date of issuance of letter of empanelment. However, the duration can be reduced or extended based on the performance of firms. More firms can be added to the empaneled list provided they meet the conditions set out under this EOI.
- 5. Firms will be empaneled based on meeting eligibility criteria under this EOI. For any assignment, NSDC will share SOWs/RFPs separately to empaneled firms to seek quotation/proposal. Evaluation and selection criteria shall be mentioned in specific SOWs/RFPs. Empaneled firms which will be selected under each assignment may be issued PO/Contract.
- **6.** Empanelment does not guarantee that work will be assigned to each of the empaneled firms.
- 7. During the empanelment period, firms must inform NSDC when firms undergo material changes (internal or external) which can impact the obligation.
- **8.** NSDC reserves the right to reject any or all the proposals submitted in response to this EOI document at any stage without assigning any reasons whatsoever. NSDC also reserves the right to hold or withdraw or cancel the process at any stage under intimation to the applicants who submit the response to EOI.
- **9.** Firms who fulfil all the eligibility criteria as mentioned in *Annexure-I* and interested in this assignmentas per Terms of Reference may submit their application in the prescribed format along with relevant documents on NSDC E-proc Portal (https://nsdc.eproc.in/) on or before last date and time of submission.
- 10. No Courier/Hand Delivery of physical documents is allowed.
- **11. Participation Clause:** NSDC reserves the right to cancel the Empanelment of the agency in case of agency do not participate in tender or for any event raised by NSDC team more than 5 times.

Eligibility Criteria:

SN	Criteria	Documents
a)	The Applicant must be a registered legal	-Certification of Incorporation
	entity in India; and in existence from at least	-PAN
	past 5 years from date of publishing of this	-GST
	REOI.	
b)	The bidder should have an average annual	CA Certificate with UDIN No
	turnover of Rs 05 Cr in the last three financial	
	years (2021- 22, 2022-23 & 2023-24).	
c)	Technical Capability of the Business	The Bidder must provide all answers as requested
	Entity:	in <i>Annexure-III,IV</i> demonstrating their capability
		to meet the project requirements
	team of professionals with relevant	
		An organogram with the details of these resources,
		and their highest educational qualification and
		experience to be submitted by the bidders.
d)	Experience:	The bidders should provide proof of experience by
	The Bidder must have successfully	giving work order, payment receipt proof for the
	completed at least three projects of similar	work experience, along with mandatory
	nature and scope within the last five years	declaration.
e)	The Bidder should have a robust financial	Self-Certified letter by the authorized signatory
	management system in place, evidenced by	
	audited financial statements for the last	
	three years namely FY 2023-24, 2022-23	
	and 2021-22.	
F)	Blacklisting:	Self-Certified letter by the authorized signatory
	Self-certified letter by the authorized	
	signatory of the bidder that the bidder is not	
	blacklisted by any Government	
	Organizations, Public Sector Undertakings	
	or Public Limited Companies and is not	
	under a declaration of ineligibility for corrupt	
	or fraudulent practices in the last three years	
	as on the date of submission of bids.	

Submission of all the valid/legal documents in context to the above table is mandatory.

Only those agencies whose proposals meet all the eligibility criteria will be shortlisted for empanelment.

Organization Details [On the letter head of firm]

Name of the Firm:	
Date of Incorporation of Firm (DD/MM/YY):	
Place of Incorporation:	
PAN Card No.	
(Copy of PAN card to be attached)	
GSTIN	
(Copy of GST certificate to be attached)	
Registered Address:	
	2023-24- INR
Turnover of past 3 financial years:	2022-23- INR
	2021-22- INR
Telephone:	
Website:	
Concerned person's Name and	
Designation:	
Mobile No:	
Email ID:	

Organization Experience:

Does your organization have in experience in healthcare technical advisory and implementation of large-scale public health projects?	Yes/No
If yes, how many years of experience does your organization have in healthcare technical advisory and implementation of large-scale public health projects?	
Does your organization have experience in working in public health projects focussed on adolescent and women health in skilling or allied sectors?	Yes/No
Please share the team composition, team structure and existing expertise relevant for the health pilot implementation	
Does your organization have experience in working with SIB consortium members (as mentioned in the introduction to SIB section of this REOI document)?	Yes/No

 If your organization has experience in healthcare technical advisory and implementation of large-scale public health projects, please provide details on your past relevant projects.

Mandatory Responses required in the REOI:

Have you carefully gone through the pilot design and proposed solutions as detailed in <i>Annexure-VI</i> ?	Yes/No
Does your organization have the pertinent expertise to undertake the assignment as per the draft scope of work detailed in <i>Annexure-VI</i> of this REOI?	

Please submit a proposal covering your approach for making the proposed solutions implementable. Please limit your response to 5 pages. The proposal should cover the following: Approach - Elaborate on key steps and high-level strategies you plan to use to ensure successful execution, for example how do you plan to identify and engage key health vendors, how you envision the engagement of training partners and the beneficiaries with the vendors and services etc. Also cover any changes to design that might be needed for successful implementation.

Key risks and mitigation plan - Provide an evaluation of the potential risks associated in implementing the proposed solutions. Elaborate on any financial, operational, or strategic risks that might arise during implementation. Additionally, provide details on how you plan to identify, assess, and mitigate these risks. Further, provide insights on any contingency plans or risk management strategies you have in place to ensure the project's success despite potential challenges.

MEL - Elaborate on your approach towards Monitoring, Evaluation, and Learning for the health pilots. Provide details on your approach towards monitoring, evaluation of proposed pilots. Please include examples of evaluation framework you have developed in your past public health assignments. (2000 words) (Please attach any supporting document to elaborate your approach forimplementing the solutions.

Experience Details:

This needs to be submitted in an excel sheet only and as a part of Eligibility Criteria clause (d)

Assignment No:1	
Name of Client:	
Brief of Services Provided:	
Achieved outcomes in assignment	
(Max 500 words):	
Name of Project:	
Year:	
Project Duration:	
Project Value In INR:	
Email id and contact detail of client	
Assignment No:2	
Name of Client:	
Brief of Services Provided:	
Achieved outcomes in assignment	
(Max 500 words):	
Name of Project:	
Year:	
Project Duration:	
Project Value In INR:	
Email id and contact detail of client	
Assignment No:3	
Name of Client:	
Achieved outcomes in assignment	
(Max 500 words):	
Location and Country:	
Name of Project:	
Year:	
Project Duration:	
Project Value In INR:	
Email id and contact detail of client	
Assignment No:4	
Name of Client:	
Achieved outcomes in assignment	
(Max 500 words):	
Location and Country:	
Name of Project:	
Year:	
Project Duration:	

Project Value In INR:	
Email id and contact detail of client	

NOTE: Evidence/proof needs to be provided for information mentioned Annexure IV. These official documents/ proofs should be authorized by the concerned authority.

Please add more rows if required.

Terms of Reference

Empanelment of Agencies for onboarding technical partner to support Implementation of Health Intervention Pilot under the Skill Impact Bond

1. <u>Introduction</u>

1.1. Introduction to Skill Impact Bond

The Skill Impact Bond (SIB) is India's first ever Impact Bond in the skilling ecosystem backed through investment by National Skill Development Corporation and Michel and Susan Dell Foundation and funded by Children's Investment Innovation Fund, HSBC, Jindal Steel Works and Dubai Cares.

Launched in 2021 with the objective of shifting the focus of short-term skilling programs in India from outputs (enrolment and certification) to meaningful livelihood outcomes (placement and retention), to date, SIB has connected over 22,000 individuals with employment opportunities, with 80% of these beneficiaries' retaining jobs for at least three months. Further, SIB has maintained a very strong, intentional, gender focus, with c. 70% of SIB beneficiaries being women. The implementation of SIB was divided across 8 cohorts. SIB is currently in its sixth cohort.

By the end of the eight cohort, in 2026, SIB is expected to reach over 50,000 candidates across India and employ and retain over 30,000 candidates in formal employment for a period of at least three months.

1.2. Introduction to Healthcare Intervention Pilot under the Skill Impact Bond

To reduce candidate dropouts during the training and job retention phases, the Risk Investors of SIB (NSDC and MSDF) commissioned a design study to further explore the interplay between candidate health and candidate skilling outcomes. The objective of the study was to identify key drivers of health-related dropouts and then design solutions aimed at improving candidate health, which would in turn also and reduce associated dropouts across the skilling value chain.

Based on the results of the design study, implementation of a pilot project is expected to start under SIB from January 2025 onwards.

1.3. Purpose of the Request of Expression of Interest (REoI)

The National Skill Development Corporation invites the eligible bidders to submit their Expression of Interest (EOI) for engagement as Technical (Healthcare) Partner for the implementation of Health Pilot under the Skill Impact Bond.

The purpose of this REoI is to shortlist reputed organization with expertise in implementation and evaluation of public health projects in skilling and allied sectors. The Technical (Healthcare) partner will be onboarded for pilot implementation to provide overall implementation support, sectoral expertise and guidance in the design of implementation plans of training partners and support with evaluation of the pilot intervention.

The objective of the document is to provide indicative information on Health Pilot under Skill Impact Bond and the scope of work of the Healthcare Technical Advisor. The detailed scope of work, terms and conditions and parameters for selection of the bidder will be provided in the

Request for Proposal. This will be provided to only those firms shortlisted as per the selection parameters provided in this REOI.

1.4. Key Information on Submission of Expression of Interest (REoI)

- (a) Interested Agencies are advised to study the pilot design and proposed solutions carefully before submitting their proposals. The pilot design approach, proposed solutions, and implementation roadmap are detailed in *Annexure-VI* of this REOI document.
- (b) Interested agencies are required to furnish all required information as per the prescribed format of this REOI document.
- (c) Agencies which fulfill all the eligibility criteria as mentioned in <u>Annexure-I</u> (Eligibility Criteria) and are interested in this assignment may submit their application in the prescribed format to https://nsdc.eproc.in/ on or before last date and time of submission.
- (d) Submission of a proposal in response to this notice shall be deemed to have been done after careful study and examination of this document with full understanding of its terms, conditions and implications.
- (e) NSDC reserves the right to reject any or all the proposals submitted to this REOI document at any stage without assigning any reasons whatsoever. NSDC also reserves the right to hold or withdraw or cancel the process at any stage under intimation to the applicants who submit the response to REOI

Scope of Work

Healthcare Intervention Pilot under the Skill Impact Bond

1. Context:

Learning and Mainstreaming was embedded as a key priority of the Skill Impact Bond. In addition to improvement in skilling outcomes, SIB's learning agenda seeks to explore targeted avenues to improve social and financial outcomes of candidates.

To reduce candidate dropouts owing to poor health, the Risk Investors (NSDC and MSDF) commissioned and design study to further explore the interplay between candidate health and skilling outcomes and design solutions aimed at improving candidate health and reduce associated dropouts across the skilling value chain.

Analysis of skilling performance of Training Partners under SIB showcased high correlation between candidate health and dropout rates across the value chain. Health-related challenges are a significant factor in trainee dropouts, particularly when they begin working. Health reasons account for 20% of the total dropouts at each stage of the value chain. Further, poor health disproportionately impacts skilling outcomes post-placement with almost 64% of all health dropouts occurring during the first three months of employment.

To reduce candidate dropouts owing to poor health, the Risk Investors (NSDC and MSDF) commissioned and design study to further explore the interplay between candidate health and skilling outcomes and design solutions aimed at improving candidate health and reduce associated dropouts across the skilling value chain.

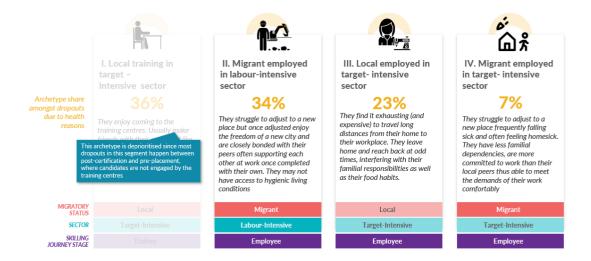
The design study was conducted by Dalberg Advisors. The study led to identification of key issues and drivers pertaining to candidate health and prioritized solutions aimed at improving candidate health during training and first three months of employment, thereby reducing dropouts pertaining to poor health.

2. Pilot Design:

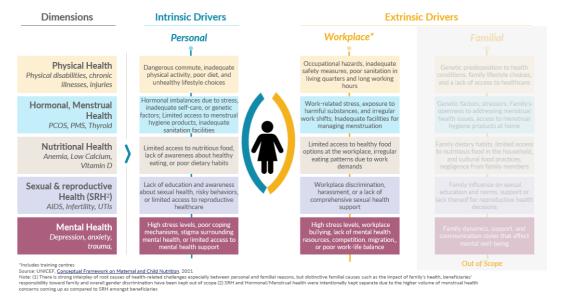
2.1. <u>Design Research Methodology:</u> The research was conducted using a mixed-method approach, combining primary, secondary and Human-Centered Design research methods.



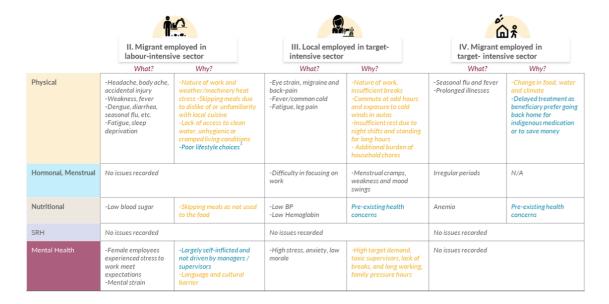
2.2. Target Beneficiaries for the pilot: The pilots are aimed at SIB candidates enrolled in labour-intensive sectors such as manufacturing and construction with migratory employment and target intensive sectors such as Apparel, and services sector. These candidates account for almost 60% of the SIB cohort size.



2.3. <u>Issue Identification and Solutioning:</u> Given the disproportionate impact of health on female candidates, a comprehensive framework on Maternal and Child Nutrition was used to guide discussions and pinpoint issue areas and root causes



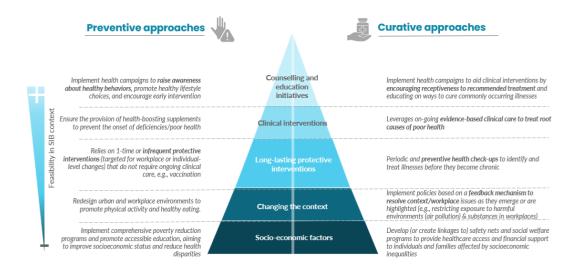
 Physical health issues recorded through HCD were migraine, body ache driven by nature of work while mental health challenges were also overwhelmingly observed amongst women



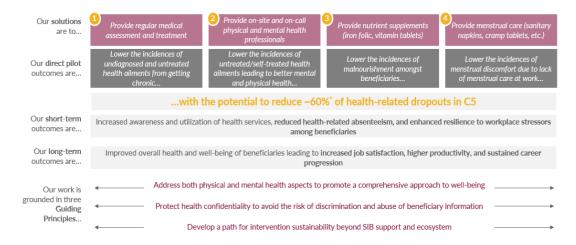
• Of the issues observed, four stood out in terms of occurrence and impact



 Inspiration was drawn from the health impact pyramid to guide our solutions, spanning from advocacy for systemic changes to addressing symptomatic issues



2.4. Proposed Health Pilots: 4 health pilots were subsequently designed by prioritizing a long list of potential solutions basis impact, feasibility, and interest from the SIB consortium. The 4 health pilots focus on both physical and mental health to drive improved skilling outcomes



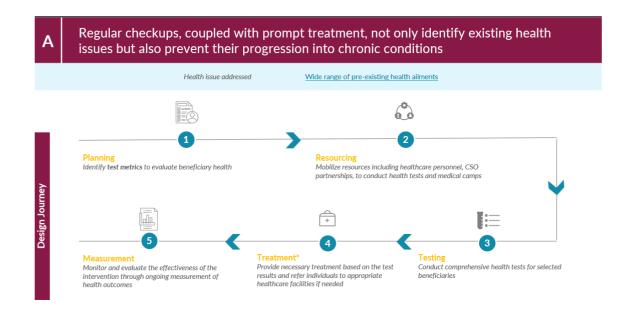
Solution 1: Provide regular medical assessment and treatment throughout an individual's skilling and placement journey

The challenge:

- Limited knowledge regarding the specific health issues (e.g., what is the driver for feelings of fatigue, weakness, irregular periods, etc.) faced by beneficiaries is further compounded by beneficiary neglect, lack of awareness about healthcare resources, and barriers to accessing such facilities
- As a result, untreated illnesses can progress into chronic conditions over time, negatively affecting their overall well-being and work performance

The Opportunity: To help prevent long-term health implications and resulting dropouts, SIB can do two things -

- Offer comprehensive diagnostic services to employees on basic health metrics
- Provide personalized treatment for beneficiaries at risk of diseases that can be treated/prevented in the short-term, with the potential to influence their workplace performance



Solution 2: Presence of onsite and on-call physical and mental health professionals to provide continuous, easily accessible healthcare support

The challenge:

- Physical: Beneficiaries resort to self-treatment of commonly occurring illnesses, i.e., headache, backache, body ache, migraine, etc. due to lack of proximity to doctors, fear of associated expenses, and concerns about missing a day's work
- Mental: Mental health concerns arising from work pressure was a common theme amongst
 many apparel industry women, also amongst migrants struggling to adjust to new
 workplace but they had no professionals to turn to in a safe and confidential manner
- As a result, illnesses can progress into chronic conditions over time, negatively affecting their overall well-being and work performance

The Opportunity: To help prevent long-term health implications and resulting dropouts, SIB can do two things –

• Establish on-site and on-call health services, and implement flexible scheduling to ensure convenient access to healthcare without compromising work commitments

• **Providing financial incentives or subsidies,** and educating beneficiaries to ensure appropriate usage of the services available



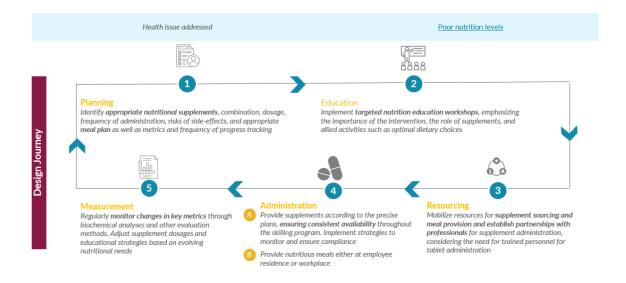
Solution 3: (3A) Provision of nutrient supplements and (3B) Provision of nutritious meals to tackle deficiencies and improve resilience to illnesses

The challenge:

- Given the demographic SIB works with, many beneficiaries come with pre-existing health ailments such as anaemia, low BP, low blood sugar levels, etc. stemming from nutritional deficiencies
- These deficiencies manifest into symptoms (fatigue, blurry vision, weakness, etc.) that directly hinder one's ability to perform at work

The Opportunity: To help prevent long-term health implications and resulting dropouts, SIB can do two things –

- Provide select nutrient supplements and nutritious meals at the workplace to help improve basic health indicators
- Inculcate healthy eating habits and other health-seeking behaviour amongst employees to ensure holistic and sustained improvement



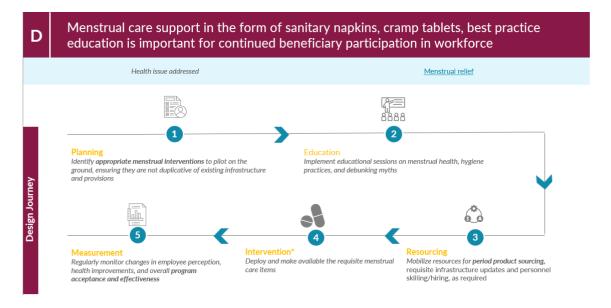
Solution 4: Provision of menstrual care support at the workplace to alleviate challenges women face during periods

The challenge:

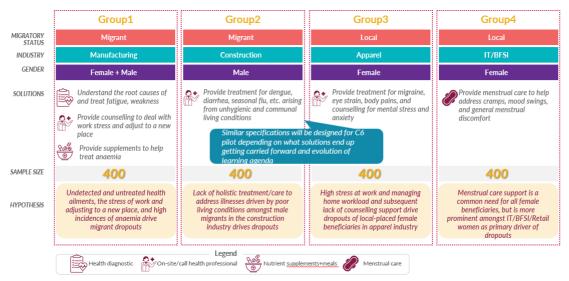
- Beneficiaries struggle from menstrual discomfort in the form of cramps, mood swings, etc. hampering their ability to focus on work
- Additionally, given the cost of menstrual napkins and their non-availability in discreet settings at the workplace, menstruating individuals resort to using cloth rags risking infection

The Opportunity: To help prevent long-term health implications and resulting dropouts, SIB can do two things –

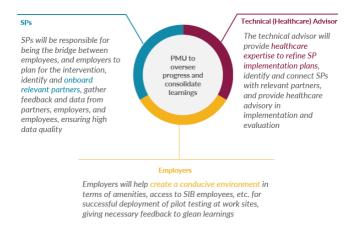
- Establish conducive physical space including dedicated rest areas, female personnel to help access menstrual care products
- Ensure easy and discreet access to menstrual care products including sanitary napkins, napkin incinerator



2.5. <u>Proposed Pilot Sample:</u> The pilots will span all SPs, and each one will help validate our hypotheses - which were grounded in HCD - on what are effective solutions for respective groups



2.6. <u>Key Stakeholders in Pilot Implementation:</u> The success of the pilot will depend on 3 key actors playing pivotal role across implementation, supporting ongoing pilots and capturing learnings



2.7. <u>Pilot Monitoring Evaluation and Learning:</u> The MEL will capture both health and non-health indicators in the form of health reports and qualitative survey responses. The Technical Advisor



will provide healthcare expertise in designing the MEL framework jointly with the PMU engaged under the pilot

2.8. <u>Pilot and Engagement Timelines:</u> The implementation of the pilot is expected to begin in Cohort 7 of the Skill Impact Bond, scheduled to start in the month of January '25. The Pilot implementation will be scaled up in Cohort 8 upon evaluation of Cohort 7 pilot. The total duration of engagement of stakeholders for the pilot will be in the range of 6 months to 12 months depending on scale-up feasibility.

Letter Head of the Firm

Declaration

Date:

To whomsoever it may concern

I/We hereby solemnly take oath that I/We am/are authorized signatory and hereby declare that I / Our firm/ Agency/ Institute/Company/Organization do not face any sanction or any pending disciplinary action from any authority against our myself/ firm / Company /Organization or partners."

Further, it is also certified that our firm has not been blacklisted by any government or any other donor/partner organization.

In case of any further changes which effect this declaration at a later date; we would inform NSDC accordingly.

Authorized signatory (With seal)

DEFINITIONS:

- 1. <u>C1 India Private Limited:</u> Service provider to provide the e-Tendering Software and facilitate the process of e-tendering on Application Service Provider (ASP) model.
- 2. NSDC e-Procurement Portal: An e-tendering portal of National Skill Development Corporation ("NSDC") introduced for the process of e-tendering which can be accessed on https://nsdc.eproc.in.

Pre-requisites:

- a) It is mandatory for all the bidders to have Class-III Digital Signature Certificate (With Both DSC Components, i.e. Signing & Encryption) from any of the licensed Certifying Agency under <u>CCA</u>, <u>Ministry of Electronics and Information Technology</u>, <u>Government of India</u> to participate in e-tendering portal of NSDC. Bidders can see the list of licensed CA's from the link <u>www.cca.gov.in</u>
- b) C1 India Pvt. Ltd. also facilitate Class III Digital Signature Certificate (With Both DSC Components, i.e. Signing & Encryption) to the bidders. Bidder may contact C1 India Pvt. Ltd. at mobile no. +91-7291981138 for DSC related queries or can email at vikas.kumar@c1ndia.com.
- c) To participate in the online bidding, it is mandatory for the Applicants to get themselves registered with the NSDC e-Tendering Portal (https://nsdc.eproc.in)
- d) System Requirement/ Registration Manuals/ Bid Submission Manuals are available at the NSDC eTendering Portal (https://nsdc.eproc.in)
- e) For helpdesk, please contact Help Desk Nos. +91-124-4302033 / 36 / 37
- f) Participant are requested to email their issues to <u>procurement@nsdcindia.org</u> and helpdesk at <u>nsdcsupport@c1india.com</u>. This will help serving the participant better. Note: The subject line must be mentioned in mail heading "Empanelment of agencies to onboarding Tech partners for support Implementation of Health Intervention Pilot under the Skill Impact Bond".
- g) The amendments/ clarifications to the tender, if any, will be posted on the NSDC eTendering Portal (https://nsdc.eproc.in)
- h) The Bidder may modify or withdraw their bid after submission prior to the Bid Due Date. No Bid shall be modified or withdrawn by the Bidder after the Bid Due Date and Time.
- i) It is highly recommended that the bidders should not wait till the last date of bid submission to avoid complications like internet connectivity issue, network problems, system crash down, power failure, browser compatibility issue, system compatibility issue, improper digital signature certificate problem etc. In view of this context, neither M/s National Skill Development Corporation nor M/s. C1 India Pvt. Ltd will be responsible for such eventualities.