

**Mahatma Jyotiba Phule Research & Training Institute
(MAHAJYOTI)**

(An Autonomous Institute of Government of Maharashtra)

Dr. Babasaheb Ambedkar Samajik Nyy Bhavan, MA/15/1, S Ambazari Rd, Vasant Nagar, Nagpur, Maharashtra 440020



E-mail: mahajyotingp@gmail.com

Website : <https://mahajyoti.org.in>

E-TENDER No.: MAHAJYOTI/MBA/PUNE/05/2023
20/05/2023

Date:

INVITATION OF EXPRESSION OF INTEREST (EOI) FOR EMPANELMENT OF COACHING INSTITUTES, TO PROVIDE COACHING FOR MBA ENTRANCE EXAMINATION (CAT, MAT, MH-CET)

Online Expression of Interest (in two bid system - Technical Bid & Commercial Bid) are invited from the eligible Coaching Institutes registered and located in Pune and specialized in Coaching for **MBA ENTRANCE EXAMINATION (CAT, MAT, MH-CET)** and having proven track record and experience, for empanelment of coaching institutes for providing coaching to the candidates to be sponsored by Mahatma Jyotiba Phule Research and Training Institute", Nagpur, (here in after referred to as **MAHAJYOTI**), for **MBA ENTRANCE EXAMINATION (CAT, MAT, MH-CET)**.

Interested coaching institute having excellent track record and adequate resources can submit their **Technical Bid & Commercial Bid** online on website <https://mahatenders.gov.in>

| Name of the Service | Tender Fee | Earnest Money Deposit (EMD) |
|--|--------------|-----------------------------|
| Providing Coaching to the candidates to be sponsored by MAHAJYOTI, for MBA ENTRANCE EXAMINATION (CAT, MAT, MH-CET) | Rs. 25,000/- | Rs. 5,00,000/- |

- The institute shall be selected based on the selection criteria decided by the MAHAJYOTI, Nagpur as mentioned in the Bid Document.
- Joint Venture / Consortium is not permitted.
- The Bid documents are available on website <https://mahatenders.gov.in>
- The interested bidders will have to register and enroll on website <https://mahatenders.gov.in> to participate in the bid process.
- In case of any technical difficulties' bidders should contact on 0120-4001002, 01204001005, 01206277787
- The interested bidders will have to submit all the required documents by online submission only.
- The Tender fee of Rs. 25,000/- is required to be deposited online through Credit / Debit Card / Net Banking.
- The EMD of Rs. 5,00,000/- is required to be deposited online through Credit / Debit Card / Net Banking.
- Interested Institutes / bidders shall submit their bid on or before 31/05/2023, 15:00 hrs.
- Right to reject any or all the Bids is reserved by The Managing Director, MAHAJYOTI, Nagpur.

Managing Director,
MAHAJYOTI,
Nagpur

Section-1: About Mahatma Jyotiba Phule Research & Training Institute (MAHAJYOTI), Nagpur

The great men sacrificed their lives for the creation of a modern Indian society in Samatadhishti. Mahatma Jyotiba Phule was the forerunner of this social revolution. He fought for social revolution from his own home to establish a modern society based on the trinity of equality, justice and brotherhood.

The Government of Maharashtra has taken a vow to fulfil the dream of Mahatma Jyotiba Phule of modern society. For this, an autonomous organization "Mahatma Jyotiba Phule Research and Training Institute" (MAHAJYOTI) was established on 8th August 2019 for the all-round sustainable development of the weaker sections of other backward classes, deprived castes and nomadic tribes and special backward classes.

Objective of MAHAJYOTI

- ❖ Agricultural research, assessment, skills development training and employment capacity building.
- ❖ Establishment and development of industrial units including self-employment, entrepreneurship, agro-industrial units.
- ❖ Establishment of data banks, libraries (development and maintenance), conducting various surveys.
- ❖ Agricultural and Cooperative Research, Guidance and Counselling Centre for students, scholars, entrepreneurs, farmers and disadvantaged sections of women.
- ❖ Coaching for various competitive exams, training for career development, etc.
- ❖ Knowledge, study and coordination circles in various fields.
- ❖ Initiatives to improve the social, educational and economic conditions of the target groups.
- ❖ Academic Scholarships, Fellowships, etc. Achieving goals through organizations and grants.

(Phule)

[Signature]

Section-2: Invitation for Expression of Interest (EOI)

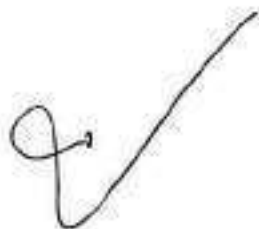
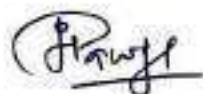
Mahatma Jyotiba Phule Research and Training Institute", Nagpur, here in after referred to as MAHAJYOTI, Nagpur invites Online Expression of Interest (in two bid system - Technical Bid & Commercial Bid) from the eligible Coaching Institutes registered and located in Pune and specialized in Coaching for MBA ENTRANCE EXAMINATION (CAT,MAT,MH-CET) and having proven track record and experience, for empanelment of coaching institutes for providing coaching to the candidates to be sponsored by Mahatma Jyotiba Phule Research and Training Institute", Nagpur for MBA ENTRANCE EXAMINATION (CAT,MAT,MH-CET).

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.

The complete bid document is available on the website <https://mahatenders.gov.in> for the purpose of downloading. The downloaded bid document shall be considered valid for participation in the electronic bidding process (e-Tendering) subject to the submission of required tender/ bid document fee and EMD.

To participate in online bidding process, Bidders must procure a Digital Signature Certificate (Class - III) as per Information Technology Act-2000 using which they can digitally sign and encrypt their electronic bids.

In case of any technical difficulties' bidders should contact on 0120-4001002, 01204001005, 01206277787




Section-3: Key Events & Dates

1. Key Events and Dates

| Sr. No. | Event | Date & Time |
|---------|---|------------------|
| 1 | Release Tender | 20-05-2023 13:00 |
| 2 | Document Download/ Sale Start Date | 20-05-2023 13:00 |
| 3 | Pre- Bid Meeting | 25-05-2023 15:00 |
| 4 | Last date for online submission of bids | 31-05-2023 15:00 |
| 5 | Technical Bid Opening Date & Time | 01-06-2023 15:00 |
| 6 | Commercial Bid Opening Date & Time | To be informed |

2. Other Important Information Related to Bid

| Sr. No. | Item | Description |
|---------|--|--|
| 1 | Earnest Money Deposit (EMD) (To be paid online) | Rs. 5,00,000 /- EMD of unsuccessful bidder will be refunded after the completion of tender process and the EMD of successful bidder will be adjusted against the required value of Performance Bank Guarantee. |
| 2 | Tender Fee – (To be paid online) | Rs 25,000 /- |
| 3 | Performance Bank Guarantee | Successful Bidder has to submit performance bank guarantee of 3% of the awarded contract value from any scheduled bank in India, within 10 days of award of work order or as may be directed by MAHAJYOTI EMD of successful bidder will be adjusted against the required value of Performance Bank Guarantee. |
| 3 | Bid Validity Period | 120 days from the date of submission of Bid. |
| 4 | Last date of signing contract | As intimated in work order of MAHAJYOTI. |





Section- 4: Instructions to Bidders

1. Purpose of inviting Expression of Interest (EoI)

To empanel reputed coaching institutes registered and located in Pune, for providing coaching to the candidates to be sponsored by MAHAJYOTI, Nagpur for MBA Entrance Examination (CAT, MAT, MH-CET). The coaching institute should be specialized in Coaching for MBA Entrance Examination (CAT, MAT, MH-CET) and having proven track record and experience. The proposed coaching institute should provide both online and offline quality coaching to the candidates to be sponsored by MAHAJYOTI, Nagpur.

2. Bid Process

The Bidder has to submit a bid on-line in two envelope systems, one containing Technical Bid and other the Commercial Bid for "Empanelment of coaching institutes to provide coaching for MBA Entrance Examination (CAT, MAT, MH-CET)

3. Tender Fee (Non-Refundable)

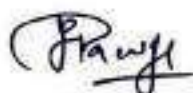
The bidders are requested to deposit the Tender fee of Rs. 25,000/- online through Credit Card / Debit Card / Internet Banking. Proof of the same should be attached with the Technical Bid. It is to be noted that the Tender Fee is non-refundable.

4. Payment through online mode only: Bidder should note that payment of Tender Fee and EMD has to be made only by online mode. Payment by cheque, DD, etc. is not accepted

5. Earnest Money Deposit

The Earnest Money Deposit (EMD) of Rs. 5,00,000/- is required to be deposited online through Credit / Debit Card / Net Banking. Proof of the same should be attached with the Technical Bid. Realization of NEFT / RTGS payment takes 2 to 24 hours, so it is advised to make sure that NEFT / RTGS payment activity should be completed well before time.

- The EMD shall be denominated in Indian Rupees only.
- No interest will be payable to the bidder on the amount of the EMD.
- Bids submitted without adequate EMD will be liable for rejection. Exemption from payment of EMD is not provided to any bidder.
- The EMD of unsuccessful bidders will be refunded after completion of Bid process and empanelment of Coaching Institute
- EMD of successful bidder will be adjusted against the required value of Performance Bank Guarantee.
- EMD shall be non-transferable.





g) The EMD may
1. If a Bidder
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g) The EMD may be forfeited:

- i. If a Bidder withdraws his bid or revises/ increases his quoted prices during the period of bid validity or its extended period, if any.
- ii. If successful bidder fails to sign the Contract within time specified by MAHAJYOTI.
- iii. If during the bid process, a bidder indulges in deliberate act that would jeopardize or unnecessarily delay the process of bid evaluation and finalization. The decision of the MAHAJYOTI regarding forfeiture of the EMD shall be final and binding upon bidders.

6. Performance Bank Guarantee (BG):

Successful Bidder has to submit performance bank guarantee of 3% of the awarded contract value from any scheduled bank in India, within 10 days of award of work order. EMD of successful bidder will be adjusted against the required value of Performance Bank Guarantee. This shall be retained by MAHAJYOTI till the end of this contract and shall be released on successful completion of coaching during Contract period.

7. Transfer of Bid


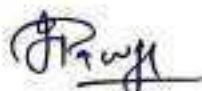
The Bid / EOI Document are not transferable. The bidder who purchases the Bid document and submits the Bid shall be the same.

8. Consortium and Joint Ventures

Bids of joint venture / consortium / subcontracting will not be accepted.

9. Preparation of Proposal and Completeness of Response

- a) Bidders are advised to study all instructions, forms, terms & conditions, guidelines, requirements and other information in the Bid documents carefully. Submission of bid shall be deemed to have been done after careful study and examination of the Bid document with full understanding of its implications.
- b) The response to this EOI should be full and complete in all respects. Failure to furnish all information required by the EOI document or submission of a proposal not substantially responsive to the EOI document will be at the Bidder's risk and may result in rejection of their Proposal.
- c) The Proposal shall be signed by the Agency or duly authorized person(s) to bind the Agency to the Work Order. The letter of authorization shall be indicated by written power of attorney and shall accompany the Proposal.
- d) No Agency is allowed to modify, substitute, or withdraw the Proposal after its submission.



10. Place of opening of EOI

The EOI will be opened online in the Office of Mahatma Jyotiba Phule Research & Training Institute (MAHAJYOTI), Dr. Babasaheb Ambedkar Samajik Nyay Bhavan, MA/15/1, S Ambazari Rd, Vasant Nagar, Nagpur, Maharashtra 440020 on the scheduled dates.

11. Bid Preparation Costs

The bidder shall submit the bid at its cost and MAHAJYOTI shall not be held responsible for any cost incurred by the bidder. Submission of a bid does not entitle the bidder to claim any cost and rights over MAHAJYOTI and MAHAJYOTI shall be at liberty to cancel or modify any or all bids without giving any reason thereof.

All materials submitted by the bidder shall be the absolute property of MAHAJYOTI and no copyright /patent etc. shall be entertained by MAHAJYOTI.

12. Amendment of EOI Document

- a) If MAHAJYOTI deems it appropriate to revise any part of this EOI or to issue additional data to clarify an interpretation of provisions of this EOI, it may issue supplements to this EOI. Any such corrigendum shall be deemed to be incorporated by this reference into this EOI document.
- b) All the amendments made in the document would be published on the website of <https://mahatenders.gov.in>.
- c) The bidders are advised to visit the aforementioned website on regular basis for checking latest updates of this EOI document. MAHAJYOTI also reserves the rights to amend the dates mentioned in this EOI for successful bid process.

13. Pre- Bid Meeting

- a. Pre- Bid meeting is open to all prospective bidders (Coaching Institute).
- b. If the agencies (Coaching Institute) who have purchased tender document have any query regarding the scope of work or terms and condition of this work, they are free to submit their queries in writing, addressed to the Mahatma Jyotiba Phule Research & Training Institute (MAHAJYOTI), Nagpur at least one days before the date of pre-bid meeting.
- c. MAHAJYOTI will not respond to the queries sent in any other format than prescribed as per Annexure-IX or queries sent after the date of pre bid meeting. Only the queries received by MAHAJYOTI in prescribed format before the pre bid meeting will be discussed during the pre-bid meeting. No other queries will be entertained during the pre-bid meeting. No telephonic queries will be entertained.
- d. After considering the queries submitted by prospective bidders, MAHAJYOTI may or may not accept the changes suggested by the bidder and accordingly may or may not change the tender document / amend the tender document.
- e. If there is any changes or amendments in tender document, it will be published online on mahatenders.gov.in and shall be treated as inherent part of the tender requirement.
- f. The Pre- Bid meeting will be held on scheduled date in the Office of Mahatma Jyotiba Phule Research & Training Institute (MAHAJYOTI), Dr. Babasaheb Ambedkar Samajik Nyay Bhavan, MA/15/1, S Ambazari

14. MAHAJYOTI's right to Clarifications & Amendments of Tender Document / termination of the tender process.

During the process of submission or evaluation of Proposals:

- a) Managing Director, MAHAJYOTI, may, at its discretion, ask Agency (Coaching Institute) for clarifications about its proposal. The Agency is required to respond within the prescribed time frame by MAHAJYOTI.
- b) Managing Director, MAHAJYOTI, may for any reason, modify the Tender Document from time to time. The amendment(s) to the Tender Document would be clearly spelt out and the Agency may be asked to amend its proposal due to such amendments.
- c) Managing Director, MAHAJYOTI may terminate the Tender process at any time and without assigning any reason. MAHAJYOTI shall not be held responsible for any cost incurred by the bidder in bid preparation. MAHAJYOTI reserves the right to amend/edit/add delete any clause of this Tender Document. However, this will be informed to all and will become part of the bid.

15. Language of Bids

This bid / proposal and all associated correspondence should be submitted in English language only and shall conform to prescribed formats. Any interlineations, erasures or over writings shall be valid only if they are initialed by the authorized person signing the Proposal.
If any supporting documents submitted are originally in Marathi or Hindi language than that will be accepted as it is.

16. Bid Submission Format

The entire proposal shall be submitted strictly as per the format specified in this bid document. Bids with deviation from this format are liable for rejection.

17. Submission of Bids

The bidder should submit the Bid online, which shall comprise of the following two envelopes (Two envelope systems shall be followed for the bid):

- A. Technical Bid (Proposal). Including relevant credentials and supporting documents
- B. Commercial Bid (Proposal).





18. Technical Bid

The **Technical Bid** should consist of all details, save and except the price as per **Annexure- I. Technical Bid** should be clearly super scribed as "**Technical Bid for Empanelment of coaching institutes to provide coaching for MBA Entrance Examination (CAT, MAT, MH-CET) "**",

a) Eligibility / Pre-qualification Requirements of the coaching institute is as under:

- i. Coaching Institution shall be a registered Institution under Indian Company Act, Indian Partnership Act, Trust, Sole Proprietorship or under any other relevant applicable Act. Proof of registration should be submitted.
- ii. Coaching Institution shall be registered and located in Pune
- iii. Coaching Institution should have a minimum 5 years (From the date of registration) experience in providing Coaching for MBA Entrance Examination (CAT, MAT, MH-CET).
- iv. Coaching Institute should be an Income tax and GST payer. Proof of payment of tax (Income Tax Return) for last 5 years to be enclosed.
- v. Last 5 year's (FY 2021-22, 2020-21, 2019-20, 2018-19, 2017-18) average financial turnover of the Coaching Institute should be at least Rs. 30 Lakhs. Audited financial statement and Income tax returns with PAN number should be submitted.
- vi. Coaching Institution, should provide coaching for complete syllabus of MBA Entrance Examination (CAT, MAT, MH-CET) as per latest syllabus applicable and should also be providing coaching for interview and group discussion.
- vii. Coaching Institute should have facility of providing both online and offline coaching for MBA Entrance Examination (CAT, MAT, MH-CET) and currently must be operational in both online and offline mode for the coaching of MBA Entrance Examination (CAT, MAT, MH-CET). The coaching institute will have to provide demo of online coaching (app) and offline coaching infrastructure on the date of opening of Technical Bid or on any other date as will be notified by Managing director, MAHAJYOTI.
- viii. Minimum 30 candidates of the Coaching Institute must have got selected in India's top management institute such as IIM, FMS (Delhi), MDI (Gurgaon), XLRI (Jamshedpur), JBIMS (Mumbai), NMIMS (Mumbai), IMT (Ghaziabad), SIBM (Pune), ISB (Hyderabad), SPJIMR, etc in last 5 years. Details of selected candidates along with their name, year in which coaching taken, course for which coaching taken, mobile number, year of passing MBA Entrance Examination, College in which candidate is doing or done MBA to be submitted along with technical bid.
- ix. Coaching Institution, should have well equipped audio-visual classroom with adequate infrastructure facility required for both online and offline coaching.
- x. The Coaching Institute must have minimum 3000 square feet built-up area and at least 3 classrooms.
- xi. Details of course material and trainers' profile should be submitted.





- xii. The Coaching Institute should not have been black listed by any Government agency / Department / Autonomous Institute of any state Government and Central Government.
- xiii. Partners/Director of the Coaching Institute should not be having any criminal case against them.

b) Mandatory Documents to be uploaded with Technical Bid (Envelope No. 1)

- i. Technical Bid Form (Annexure I).
- ii. Copy of valid Registration Certificate of Institution under Indian Company Act or Indian Partnership Act or Trust, Proprietorship or any other relevant act, whichever is applicable.
- iii. Lease / Rent agreement copy for rented accommodation and property tax bill for own building to support the location of Coaching Institute in Pune.
- iv. Computer generated deposit receipt for Tender Fee & EMD.
- v. GST Registration Certificate.
- vi. PAN Card Copy
- vii. Income tax returns for last 5 financial years.
- viii. Audited Profit & Loss A/C / Income and Expenditure Statement and Balance Sheet for previous 5 financial years (FY 2017-18, 2018-19, 2019-20, 2020-21, 2021-22).
- ix. Document supporting Annual Turnover: - Coaching Institute should have an average turnover of at least Rs. 30 Lakhs in last 5 financial years. Turnover certificate specifying the annual financial turnover of last 5 financial year certified by Chartered Accountant is to be submitted along with technical Bid as per annexure VI.
- x. Document supporting Built-up area:-The Coaching Institute must have minimum 3000 square feet built-up area with all the facilities. Supportive document of built-up area of the Institute to be submitted is Lease and License copy for rented accommodation and property tax bill for own building.
- xi. Supportive document for experience (previous or current work order from Govt. departments/agencies.). Mandatory only if the Coaching Institute is empaneled by any state govt. / Central Govt. / Govt. Department / Autonomous Institute of Govt.
- xii. Photograph of Coaching Centre, Classrooms, Infrastructure Facility and Audio-Visual room.
- xiii. Details of course material and List of faculty members with their bio data and number of years of experience for the coaching of MBA Entrance Examination (CAT,MAT,MH-CET).
- xiv. Undertaking / Declaration as per annexure - III
- xv. Self-declaration for not black listed by any Government agency / Department / Autonomous Institute of any state Government and Central Government. (Annexure- IV).
- xvi. Self-declaration for not having criminal case against any Governing member / Partner/Director (Annexure- V).





- xvii. Year wise details of successful candidates in MBA Entrance Examination (CAT, MAT, MH-CET). Minimum 30 candidates of the Coaching Institute must have been selected in India's top management institute such as IIM, FMS (Delhi), MDI (Gurgaon), XLRI (Jamshedpur), JBIMS (Mumbai), NMIMS (Mumbai), IMT (Ghaziabad), SIBM (Pune), ISB (Hyderabad), SPJIMR (Mumbai) in last 5 years. Details of selected candidates along with their name, year in which coaching taken, course for which coaching taken, mobile number, year of passing MBA Entrance Examination, College in which candidate is doing or done MBA to be submitted along with technical bid in last 5 years. Details of the selected candidates to be submitted in following format

| Sr. No | Name of the candidate | Mobile Number | Year of Coaching | Course for which coaching is provided | Year of passing MBA Entrance Examination | College in which candidate is doing or done MBA |
|--------|-----------------------|---------------|------------------|---------------------------------------|--|---|
| | | | | | | |
| | | | | | | |
| | | | | | | |

- xvi. Coaching Institution, should be providing coaching for all MBA Entrance Examinations such as CAT, MAT, MH-CET, NMAT, XAT, SNAP, etc., for India's top Management college. Self-Declaration along with name of subject and name of faculty, experience in years, qualification should be provided.

Note: The Commercial Bid will be opened only after the opening and scrutiny of the Technical Bid. The Commercial Bids of only those Bidders will be opened whose Technical Bids are qualified

19. Commercial Bid:

The Commercial Bid will contain only the Commercial Bid as per Annexure -II, duly filled in and signed and must be clearly super scribed as "Commercial Bid for Empanelment of coaching institutes to provide coaching for MBA Entrance Examination (CAT, MAT, MH-CET)".

20. Disqualification:

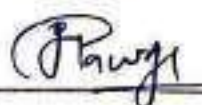

The bidder should ensure that all the required documents, as mentioned in this EOI / bidding document, are submitted along with the bid. Non submission of the required documents may lead to the rejections of the bid submitted by the bidder. Besides other conditions and terms highlighted in the tender document, bids may be rejected / disqualified under following circumstances:

- In case the Bidder fails to meet the bidding requirements as indicated in this Bid /EOI or not submitted in accordance with the procedure and formats prescribed in this document.
- During validity of the Bid, or its extended period, if any, the Bidder increases his quoted price.

- Incomplete Bid or failure to furnish all information required as per tender document and failure to furnish proofs for information provided.
- Bid is received after due date and time.
- Bid is not accompanied by all the requisite documents.
- Bids submitted without or with improper EMD or Tender Fee
- Bids without signature of person (s) duly authorized on require pages of the bid.
- Bids without power of authorization and any other document consisting of adequate proof of the ability of the signatory to bind the Bidder.
- If the information provided by the Bidder is found to be incorrect / misleading at any stage / time during the Tendering Process.
- Technical Bid containing commercial details or revelation of prices in any form or by any reason before opening the commercial Bid.
- Commercial Bids that do not conform to the Tender's Commercial Bid format (Annexure- II).
- The Bidder not conforming to unconditional acceptance of full responsibility of providing services in accordance with the Agreements of this tender.
- If the bid does not conform to the timelines indicated in the bid.
- If the purchaser of the bid (i.e., who pay Tender Fee and EMD) and submitter of the bid is different.
- Any effort on the part of a Bidder to influence the bid evaluation, bid comparison or contract award decisions by unlawful/corrupt/fraudulent means at any point of time during the Bid process.
- Bidder fails to enter into a Contract within 10 Days of the date of issue of Letter of empanelment / award of contract or within such extended period, as may be specified by the MAHAJYOTI.
- While evaluating the Proposals, if it comes to the MAHAJYOTI knowledge expressly or implied, that some Bidders may have colluded in any manner whatsoever or otherwise joined to form an alliance resulting in delaying the processing of Proposal then the Bidders so involved are liable to be disqualified for this contract as well as for a further period of three years from participation in any of the EOI floated by the MAHAJYOTI.
- Bidder doesn't agree to the Terms and Conditions of the Bid.

21. Opening of Bid

- a) **Envelope No. 1** containing the **Technical Bid (Technical Proposal)** shall be opened online in the head office of MAHAJYOTI, Nagpur.
- b) **Envelope No. 2** containing **Commercial Bid (Commercial Proposal)** of the bidders, who have been qualified in the Technical Bid, shall only be opened, in the head office of MAHAJYOTI, Nagpur.
- c) Tenders will be opened on or after scheduled time specified in the tender notice.
- d) Tenders will be opened by Tender Committee / Bid Evaluation Committee formed by Managing

e) Initially the payment of Tender Fee and EMD will be verified, if it is correctly paid then only the opening of technical bid will be done and evaluation of technical bid will be carried out.

f) Commercial Bid will be opened only after the opening and scrutiny of the Technical Bid. The Commercial Bids of only those Bidders will be opened who fulfills the qualifying criteria and qualifies in Technical Bid Evaluation

22. Evaluation of Technical and Commercial Bid:

Bid Evaluation Committee formed by Managing Director, MAHAJYOTI will evaluate the Technical and Commercial Bid and submit its recommendation to Managing Director, MAHAJYOTI. Decision of the Managing Director, MAHAJYOTI, would be final and binding upon all the Bidders.

A. Evaluation of Technical Bid (Proposal)

The evaluation of the **Technical Bid** will be carried out in the following manner:

- i. The Bidder's Technical Bid will be evaluated as per the requirements and evaluation criteria as mentioned in this Bid document. The Bidders are required to submit all required documentation in support of the evaluation criteria.
- ii. At any time during the Bid evaluation process, the Bid Evaluation Committee may seek written clarifications from the Bidders. The Committee may seek inputs from their professional and technical experts in the evaluation process.
- iii. Managing Director, MAHAJYOTI may, at its discretion, call for additional information from the Agency/Bidder. Such information has to be supplied within the set-out time-frame, otherwise the Bid Evaluation Committee shall make its own reasonable assumptions at the total risk and cost of the agency/ bidder and the Proposal is liable to be rejected. Seeking additional information or clarifications cannot be treated as acceptance of the proposal.
- iv. For verification of information submitted by the agency, the Bid Evaluation Committee may visit agency's/ bidders' offices at its own cost. The agency shall provide all the necessary documents, samples and reference information as desired by the Committee. The Agency shall also assist the Committee in getting relevant information from the Agency references, if desired.
- v. The Committee reserves the right to do a reference check of the past experience stated by the Bidder. Any feedback received during the reference check shall be taken into account during the technical evaluation process.
- vi. The Commercial Bid will be opened only after the opening and scrutiny of the Technical Bid. The Commercial Bids of only those Bidders will be opened whose Technical Bids are qualified. I.e., Only technically qualified Proposals / Bids shall be considered for financial bid Opening.
- vii. The Technical Evaluation shall be based on the parameters and weightages as mentioned in the Table below.

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Technical Evaluation Criteria:

| Sr. No. | Criteria | Supporting Document | Description | Maximum Marks |
|---------|--|---|--|---------------|
| 1. | Overall approach towards coaching | As per evaluation committee-basis presentation given by coaching Institute on overall approach towards coaching, Infrastructure and lecture facility, faculty, successful students etc. | As per PPT Presentation | 50 |
| 2. | Previous year's Results of the Institute | <p>a. List of candidates from the institute got admission in India's top management institute such as IIM, FMS (Delhi), MDI (Gurgaon), XLRI (Jamshedpur), JBIMS (Mumbai), NMIMS (Mumbai), IMT (Ghaziabad), SIBM (Pune), ISB (Hyderabad), SPJIMR (Mumbai) in last 5 years</p> <p>Note: provide the list of successful candidates along with mobile number, who has done coaching in your institute.</p> | <p>Total number of successful candidates from the institute got admission in India's top management institute such as IIM, FMS (Delhi), MDI (Gurgaon), XLRI (Jamshedpur), JBIMS (Mumbai), NMIMS (Mumbai), IMT (Ghaziabad), SIBM (Pune), ISB (Hyderabad), SPJIMR (Mumbai) in last 5 years:</p> <p>a. Less than 30 Candidates- 0 Marks b. 30 to 50 Candidates- 15 Marks c. 51 to 100 Candidates- 30 Marks d. More than 100 Candidates - 50 Marks</p> | 50 |
| 3. | Quality of study material | <p>Set of booklets / study material / books provided by the Coaching Institute to the students.</p> <p>Note: Study Material / Books / Booklets should reach the office of MAHAJYOTI, Nagpur on or before the date of opening of Technical Bid</p> | Study materials/ booklets/ books of the Coaching Institute covering all the topics in the latest syllabus of MBA Entrance Examination such as CAT, MAT, MH-CET, NMAT, XAT, SNAP, etc <=45 Marks. | 45 |
| 4. | Credibility of the Coaching Institute based on | Empanelment Letter and Work Order | a. Coaching Institute is empaneled by at least one state Govt, Autonomous institute of Govt. or department of Govt for the Coaching of MBA Entrance | 10 |

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| | | | | |
|-----|--|---|---|----|
| | empanelment of Coaching Institute by any State/ Central Govt, Autonomous institute or department of Govt for the Coaching of MBA entrance Examination. | | Examination – 5 Marks b. Coaching Institute is empaneled by 2 or more state Govt, Autonomous institute of Govt. or department of Govt for the Coaching of MBA Entrance Examination – 10 Marks | |
| 5. | Timely completion of syllabus, schedule of lectures and regularity in implementation | Academic Plan of the proposed period. | Meticulously drafted academic plan (lecture Plan) covering all points of the syllabus of MBA entrance examination such as CAT, MAT, MH-CET, NMAT, XAT, SNAP, etc <=10 Marks | 10 |
| 6. | Well equipped, adequate audio visual classroom | Photos of seating capacity in class room and audio visual facility like (Digital Board, Camera, Speaker, etc.) | a. Total Seating capacity 100 to 200 – 5 Marks b. Total Seating capacity 201 or More – 10 Marks c. Audio and sound facility in classroom <= 5 Marks d. at least 3 digital board- 20 Marks e. at least 3 cameras for high resolution recording and live telecast of lectures- 15 Marks | 50 |
| 7. | Online lecture facility and the recorded video of past lectures | Demo of online lecture should be provide on the date of opening of Technical Bid or as and when intimated by Managing Director, MAHAJYOTI | Online lecture facility and the facility to view the recorded video of past lectures along with the depository of the past lectures of the institute <= 35 Marks | 35 |
| 8. | Online Test facility | Demo of online test should be provide on the date of opening of Technical Bid or as and when intimated by Managing Director, MAHAJYOTI | Online Test Facility <= 10 Marks | 10 |
| 9. | Number of lecturers | List of lecturers with their qualification, experience and subject they are teaching (Lecturer should not be in the full time employment in any college, university, government department, private company or elsewhere.) | a. Number of lecturers more than 5 - 5 Marks b. Number of lecturers more than 8 - 10 Marks | 10 |
| 10. | Experience of Lecturers | Bio-data of lecturers with qualification, experience, and subject they are teaching for MBA Entrance | a. At least 3 lecturers having experience more than 5 years - 5 Marks b. At least 2 lecturers having experience more than 8 years - 5 Marks | 10 |

| | | Examination. | | |
|--------------|---|---|--|------------|
| 11. | No. of years of experience of Coaching Institute in providing coaching for MBA Entrance Examination | a. Documents of establishment/ Incorporation /Registration/ commencement of Business of the institute. | a. Institute is in operation and providing coaching for MBA Entrance Examination from last 5 to 7 years - 5 Marks b Institute is in operation and providing coaching for MBA Entrance Examination from more than 7 years - 10 Marks | 10 |
| 12. | Financial Turnover of the Institute | a. Audited Financial statement of last 5 years (FY 2017-18, FY 2018-19, FY 2019-20, FY 2020-21, FY 2021-22) b. Income Tax Return (ITR) of Last 3 Years | a. Average Financial Turnover of the institute is at-least Rs 30 Lakhs in last 5 Financial Years - 5 Marks b. Average Financial Turnover of the institute is at-least Rs 50 Lakhs in last 5 Financial years - 10 Marks | 10 |
| Total | | | | 300 |

The minimum qualifying marks required in technical criteria is 210 Marks (i.e., 70 %). The bidders who score minimum 210 Marks shall be considered for Commercial Bid evaluation. The bidders who do not score minimum qualifying marks of 70 %, their bids shall be rejected and will not be considered for Commercial Bid evaluation.

Technical Score (X)

The bidder who secures maximum marks shall be given a technical score of 100. The Technical Scores of other Bidders shall be computed as follows.

$$\text{Technical Score of Bidder (X)} = 100 \times \frac{\text{Marks secured by the respective Bidder}}{\text{Highest Marks received by the Bidder}}$$

The score secured based on evaluation of the Technical Bid as above shall be the Technical Score of the Bidder for the project being considered for evaluation (X).

B. Evaluation of Commercial Bid

Bid Evaluation Committee formed by Managing Director, MAHAJYOTI will evaluate the Commercial Bid of the bidders who score minimum 210 Marks (i.e., 70 %) in Technical Bid as stated above, and submit its recommendation to Managing Director, MAHAJYOTI. Decision of the Managing Director, MAHAJYOTI would be final and binding upon all the Bidders.

Financial Score (Y)- Financial Bid amount (Coaching Fee) quoted by bidder will be converted to Financial Score (FS) as under:

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(Signature)

The bidders shall submit their **Commercial Bid** as per the format provided in **Annexure II**. The Commercial Bid shall be evaluated on the basis of total cost (Coaching Fee) submitted by the bidder. The bidder who quotes the lowest coaching fee will be given a financial score of 100.

In cases of discrepancy between the coaching fee quoted in words and in figures, the coaching fee quoted in words shall be considered. For any other calculation/ summation error etc. the bid may be rejected. The financial scores of bidders whose Technical Bid is qualified for the project shall be computed as follows:

| | | |
|--|---------|--|
| Financial score of Bidder for the project(Y) | = 100 X | Lowest coaching fee quoted by the bidder |
| | | Coaching fee quoted by Respective Bidder |

The marks secured as above shall be the Financial Score of the bidder for the project (Y).

C. Combined Weighted Technical and Financial Score (CTFS) with weightage of TS:FS as 70:30- Composite score

Composite score of the Bidders for the bid shall be worked out as under:

| Bidder | Technical Score (X) | Financial Score (Y) | Weighted Technical Score (70% of X) | Weighted Financial Score (30% of Y) | Composite Score (F=D+E) |
|--------|---------------------|---------------------|-------------------------------------|-------------------------------------|-------------------------|
| A | B | C | D | E | F |
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |

23. Selection Method: Quality Cost Based System (QCBS)

The selection criteria for awarding the contract is based on Quality Cost Based System (QCBS). The weightage of Technical Score to Financial Score would be in the ratio of 70:30 and the composite score will be computed as given above.

Kindly refer the illustration below for understanding of the evaluation process:

The following is the procedure of evaluation of bids for the award of contract:

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The Technical and Financial score secured by each bidder will be added with the weightage of 70:30 respectively and a Combined Weighted Technical and Financial Score (CTFS) will be computed, using the formula:

$$CTFS = TS \times 0.7 + FS \times 0.3,$$

Where CTFC is Combined Technical and Financial Score (Composite Score).

TS= Technical Score

FS= Financial Score

Stage 1- Computation of Technical Score (TS)

The bidder who secures maximum marks shall be given a technical score of 100. The Technical Scores of other Bidders shall be computed as follows.

| | | |
|-------------------------------|---------|---|
| Technical Score of Bidder (X) | = 100 x | $\frac{\text{Marks secured by the respective Bidder}}{\text{Highest Marks received by the Bidder}}$ |
|-------------------------------|---------|---|

| Bidder Name | Marks obtained by bidder in Technical Evaluation out of Total 300 Marks | Technical Score of Bidder (TS) |
|-------------|---|--|
| Bidder 1 | 250 | 92.59 |
| Bidder 2 | 220 | 81.48 |
| Bidder 3 | 200 | Will not be assessed as the minimum marks required to qualify in Technical Evaluation is 210 Marks out of total 300 Marks. Hence, Bidder 3 is rejected in Technical Evaluation |
| Bidder 4 | 270 | 100 |

Stage 2- Computation of Financial Score (FS)

Financial Bid amount quoted by bidder will be converted to Financial Score (FS) as under:

The Commercial Bid shall be evaluated on the basis of total cost (Coaching Fee) submitted by the bidder. The bidder who quotes the lowest coaching fee will be given a financial score of 100.

In cases of discrepancy between the coaching fee quoted in words and in figures, the coaching fee quoted in words shall be considered. For any other calculation/ summation error etc. the bid may be rejected. The financial scores of bidders whose Technical Bid is qualified for the project shall be computed as follows:

| | | |
|-----------------------------------|---------|--|
| Financial score of Bidder for the | = 100 X | $\frac{\text{Lowest coaching fee quoted by the bidder}}{\text{Coaching fee quoted by the bidder}}$ |
|-----------------------------------|---------|--|

| | |
|------------|--|
| project(Y) | Coaching fee quoted by Respective Bidder |
|------------|--|

The marks secured as above shall be the Financial Score of the bidder for the project (Y).

Conversion of Financial Bid amount to Financial Score (FS)

| Bidder Details | Financial Bid Amount (Rs) | Financial Score |
|----------------|---------------------------|-----------------|
| Bidder 1 | 120000 | 83.33 |
| Bidder 2 | 100000 | 100 |
| Bidder 4 | 140000 | 71.43 |

Stage 3- Combined Weighted Technical and Financial Score (CTFS) with weightage of TS:FS as 70:30- Composite Score

| Bidder | Technical Score (TS) | Financial Score (FS) | Weighted Technical Score (70% of TS) | Weighted Financial Score (30% of FS) | Combined Weighted Technical and Financial Score (CTFS) (F=D+E) | Rank |
|----------|----------------------|----------------------|--------------------------------------|--------------------------------------|--|------|
| A | B | C | D | E | F | |
| Bidder 1 | 92.59 | 83.33 | 64.81 | 25 | 89.81 | 2 |
| Bidder 2 | 81.48 | 100 | 57.04 | 30 | 87.04 | 3 |
| Bidder 4 | 100 | 71.43 | 70 | 21.43 | 91.43* | 1 |

* The bidder with highest Combined Technical and Financial Score (CTFS) will be successful bidder and be eligible for award of contract. Contract would be awarded to Bidder 4, as it has rank- 1, i.e, Highest Combined Weighted Technical and Financial Score (CTFS). However, MAHAJYOTI may select one, two or more eligible bidder (Coaching Institute) basis the ranking as per composite score as computed above or cancel all the bid/s or any of the bid/s on the basis of their composite score and recommendation of the Bid Evaluation Committee.

24. Award of contract

a) Bid Evaluation Committee formed by Managing Director, MAHAJYOTI will evaluate the Commercial Bid and Technical Bid as stated above, and submit its recommendation to Managing Director, MAHAJYOTI to select the Coaching Institute having highest Combined Weighted Technical and Financial Score (CTFS). i.e, Rank 1 or to select two or more eligible bidder (Coaching Institute) basis the ranking as per composite score as computed above or cancel all the bid/s or any of the bid/s on the basis of their composite score.

b) The Bid Evaluation Committee may invite the selected agency (Coaching Institute) for negotiations, if considered necessary.

(Signature)

(Signature)

c) MAHAJYOTI may select one, two or more eligible bidder (Coaching Institute) basis the ranking as per composite score as computed above or cancel all the bid/s or any of the bid/s on the basis of their composite score and recommendation of the Bid Evaluation Committee.

d) Decision of the Managing Director, MAHAJYOTI would be final and binding upon all the Bidders.

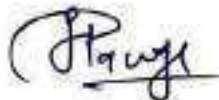
e) MAHAJYOTI will notify the acceptance of bids by issuing selection letter to the successful bidder (Coaching Institute).

25. Signing of Contract

Once MAHAJYOTI notifies the successful bidder that it's bid / proposal has been accepted, MAHAJYOTI shall enter into a MOU, incorporating the conditions of the tender document and its amendments and any special conditions during negotiations between the MAHAJYOTI and the successful bidder.

The MOU will be entered for the period of 1 year or the completion of coaching whichever is later, from the effective date as mentioned in the MOU. However, the Managing Director, MAHAJYOTI may extend the contract for the period of next 2 years by mutual consent.

MAHAJYOTI may forfeit the Earnest Money Deposit (EMD) and cancel the Bid, in case the successful bidder is unable to execute contract within 10 days of the date of issue of Letter of selection / award of contract or within such extended period, as may be decided by the MAHAJYOTI.



Section- 5: General Terms and Conditions

Agency (Coaching Institute) should read these Terms and Conditions carefully and comply strictly while submitting the Proposals/Bid/Expression of Interest

1. Conditional Bid (EOI Proposals) are liable for rejection.
2. Intending bidders can have detailed information from the office of MAHAJYOTI, Nagpur during office hours.
3. Agency (Coaching Institute) shall not assign or sublet the Work Order or any part thereof to any other agency, nor can the agency have arrangement with other company/agency for bidding purpose. Joint venture is not permitted. If the Coaching Institutions are found to have sublet the contract, the contract will be terminated at the risk and cost of the Coaching Institutions concerned and the agency will be blacklisted.

4. Validity of Proposal

The following will be considered for the validity of the proposals submitted:

- a. Proposals shall remain valid for a period of 120 days from the date of opening of Proposal.
 - b. MAHAJYOTI reserves the right to reject a proposal valid for a shorter period as non-responsive.
 - c. In exceptional circumstances MAHAJYOTI may request the Agency's consent to an extension of the period of validity. The request and the response thereto shall be made in writing.
5. Rates (Coaching Fee) quoted will be valid up to 120 days from the submission of the bid.
6. Rate (Coaching Fee) shall be written both in words and figures. There should not be errors and /or over-writings and corrections, if any, should be made clearly and initialed with dates. The rates quoted in words will be considered in case of difference in the rates quoted in words and figures.
7. Direct or indirect canvassing on the part of the Agency (Coaching Institute) or his representative will lead to disqualification.
8. If an Agency (Coaching Institute) imposes conditions, which is in addition to or in conflict with the conditions mentioned herein, his Bid is liable to rejection. In any case none of such conditions will be deemed to have been accepted unless specifically mentioned in the letter of acceptance of Bid issued by the Managing Director, MAHAJYOTI.

9. The Bid Evaluation Committee formed by Managing Director, MAHAJYOTI will shortlist the Coaching institutes and will recommend to the Managing Director, MAHAJYOTI for empanelment of Coaching Institute, in order to sponsor the candidate for coaching.

10. The Selection Committee constituted by Managing Director, MAHAJYOTI, reserves the right to reject any or all bids without assigning any reason and accept bid for all or anyone.

11. The Agency (Coaching Institute) shall not use the MAHAJYOTI logos or MAHAJYOTI Name, in any way. MAHAJYOTI will cancel the contract and the coaching fee will not be paid If, it comes to the notice of MAHAJYOTI, that the Agency (Coaching Institute) is using the Name or Logo of MAHAJYOTI on any physical or virtual space, platforms / applications / Webpages /websites / Social Media, WhatsApp and deceiving the public to believe that they are in anyway associated with the MAHAJYOTI. MAHAJYOTI, may also initiate the prosecution and Blacklist the Coaching Institute.

12. Fraud & Corrupt Practice

It is required that the agency (Coaching Institute) submitting proposal and Agency (Coaching Institute) empaneled through this tender process must observe the highest standards of ethics during the process of selection and during the performance and execution of Coaching Programme.

For this purpose, definitions of the terms are set forth as follows:

a. **"Corrupt Practice"** mean offering, giving, receiving or soliciting of anything of value to influence the action of MAHAJYOTI or its personnel while executing this work.

b. **"Fraudulent Practice"** means a misrepresentation of facts, in order to influence a Selection process or the execution of a Work Order, and includes collusive practice among Agency (prior to or after Proposal submission) designed to establish Proposal prices at artificially high or non-competitive levels and to deprive MAHAJYOTI of the benefits of free and open competition.


c. **"Unfair trade practice"** means supply of services different from what is ordered on, or change in the Scope of Work.

d. **"Coercive practice"** means harming or threatening to harm, directly or indirectly, persons or their property to influence their participation in the selection process or execution of the Work Order.

MAHAJYOTI will reject a proposal even after the award, if it is found that the Agency is engaged in corrupt, fraudulent, unfair or coercive practices.

13. The duration of the Coaching program will be approximately 6 month or as per agreement between MAHAJYOTI and the Coaching Institute

14. Coaching will be imparted in online and or offline mode to the candidates sponsored by MAHAJYOTI, as per agreement between MAHAJYOTI and the Coaching Institute



15. The coaching institute should provide coaching for complete syllabus applicable for MBA Entrance Examination along with test series, group discussion and interview in both online and or Offline mode or decided by Managing Director, MAHAJYOTI.

16. The Managing Director, MAHAJYOTI reserves the right to increase or decrease the number of students / candidates to be deputed to the institutions, to ensure Qualitative Coaching.

17. **Selection of the candidates:** The selection of candidates to be sponsored for the Coaching of MBA Entrance Examination, will be done by MAHAJYOTI.

18. The empaneled Coaching Institutions shall provide qualitative coaching to the candidates for MBA Entrance Examination, deputed by MAHAJYOTI, Nagpur.

19. The Coaching Institutions shall conduct periodic tests.

20. The Coaching Institutions shall cover the complete syllabus of respective MBA Entrance Examination. If the coaching is incomplete or not properly imparted, the Coaching Institute will be **blacklisted** and complete fee due will not be paid.

21. The Coaching Institutions shall allow the candidates to change the course for which admission is taken, within the same coaching institute, if the candidate so desire within 15 days of start of the coaching.

22. The Coaching Institutions shall provide study material/ Class notes (at no extra cost) to the candidates, as and when the study materials/ class notes are given to other candidates taking coaching in the institute.

23. The selected Institutions shall enter into a contract agreement on a non-judicial stamp paper of Rs 500, with terms and conditions as per the format specified by The Managing Director, MAHAJYOTI, Nagpur, within 10 days from the receipt of written communication of letter of selection to this effect, failing which the EMD will be forfeited and the Institution will be removed from the empaneled list of institutes.

24. Payment Terms:

a). **Coaching fee will be paid in four installments;** first installment of thirty percent (30 %) of the total fee will be paid on or before the completion of one months of Coaching. Second installment of thirty percent (30 %) of the total fee will be paid on or before the completion of three months of coaching. Third installment of twenty percent (20 %) of the total fee will be paid on or before the completion of five months of coaching and final installment of twenty percent (20%) of the total fee will be paid after completion of coaching. Managing Director, MAHAJYOTI reserves the right to change the payment terms.

b). Payment of Coaching Fee shall be made after deducting all statutory deductions (TDS) in lieu of the taxes levied by the state government, central government and other authorities.

c). MAHAJYOTI is not liable to pay any kind of interest on delayed payment.

