

# **Uttar Pradesh Skill Development Mission**

Government I.T.I Campus, Aliganj, Lucknow- 226024

Letter. No 4323/DDUGKY/UPSDM/2019

Lucknow, Dated: 06/05/2020

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## **NOTIFICATION / EXTENSION OF DATE FOR BID SUBMISSION FOR TSA SERVICES UNDER DDUGKY IN UPSDM**

In reference to earlier Notification No. 4109/DDUGKY/UPSDM /2019/ 1409 dated 13.03.2020, with respect to the above and pre-bid meeting Convened on dtd. 27.04.2020, the queries of the bidders have been attended and resolved.

The minutes of the Pre-bid meeting are uploaded on the website [www.ddugky.gov.in](http://www.ddugky.gov.in) together with the **REVISED EVALUATION CRITERIA (EMPHASIS ADDED)**. The interested bidders may submit their bids accordingly taking into account the decisions of the pre bid meeting and the **REVISED EVALUATION CRITERIA** latest by 15th May, 2020 till 12 Pm either through email [ddugky.upsdm@gmail.com](mailto:ddugky.upsdm@gmail.com) or speed post. The above extension of date may be taken cognizance of.

For any further clarification, the bidders may contact on the given numbers and correspond on the following e-mail.

Tel: 0522-4066115

E-mail-(a) [mdssdm-up@nic.in](mailto:mdssdm-up@nic.in)

(b) [ddugky.upsdm@gmail.com](mailto:ddugky.upsdm@gmail.com)

Contact No:- +91-5224066115/ 7991200112

Mission Director

## Minutes of the Pre-Bid Meeting

Date: 27.04.2020

Against the notification no.- 4323 Dated 24.04.2020 where by the interested bidders were offered an opportunity to submit their queries on the given e mail latest by 12:00 noon till 27-04-2020, the client organization i.e. U.P. Skill Development Mission, received following queries from the concerned bidders which after due consideration are resolved as below:

1- Organization: PWC Name : Rahul Agrawal Designation: Manager ( Gov. Reforms & Infrastructure Development )				
Sr. No	Eol reference	Existing Clause	Clarification/Modification requested from UPSDM	Reply of UPSDM
1.	Terms of reference ( para 4)	For the scope of work etc, consultants may kindly refer detailed Terms of reference placed in <a href="http://www.upsdm.gov.in">www.upsdm.gov.in</a>	We have gone through the <a href="http://www.upsdm.gov.in">www.upsdm.gov.in</a> , but we are not able to find any document w.r.t Terms of reference on the website. Request you to please upload it on the website.	The TOR for the TSA (Agency for the Technical support) has been uploaded on the website <a href="http://www.ddugky.gov.in">www.ddugky.gov.in</a> .
2.	Tabular format (para 5)	Interested consultants fulfilling shortlisting criteria should submit their Eol by providing information in the tabular format along with supporting documents demonstrating that they have the required qualifications and relevant experience to perform the services. <b>The tabular format can be downloaded at <a href="http://www.upsdm.gov.in">www.upsdm.gov.in</a></b>	We have gone through the <a href="http://www.upsdm.gov.in">www.upsdm.gov.in</a> , but we are not able to find any tabular format on the website, request you to please upload it on the website.	Points 2 & 4 of the notification no. 4323/DDUGKU/UPSDM/2019 dated. 24-04-2020 may be considered as to be the formats for providing the requisite information. No separate format proposed.
3.	Clarification on the QCBS (last para )	A consultant can be selected in accordance with the QCBS method set out in the NRLM Consultant guideline.	Please share the details w.r.t QCBS breakup i.e. weightage allocated to Technical and Financial proposal. We are of the view that QCBS weightage should be 70:30 for technical and financial component.	The bides are to be evaluated on the basis of quality parameters only. Infact it is quality based assignment and cost has no implication or comparative distinction as the cost is already fixed by the govt. of India. The terminology of QCBS stands corrected as QBS. (C deleted)

4.	bid submission date (para 1)	As per the Eol the bid need to be submitted by 25th Mar 2020	We are of the view the key issues raised by us and other bidders are clarified and are published by UPSDM on www.upsdm.gov.in portal. Post publication at least 10 days' time should be given to bidders by for bid submission.	The last date for submission of bids has been extended up to 4 <sup>th</sup> may 2020 till 2:00 pm. Notification no 4323 dated. 24 April 2020 may be perused in regard to the above.
5.	Minimum marks for shortlisting the bidders	(No such clause is there in the Eol)	The Eol does not mention any minimum marks that the bidders need to score for qualifying for the RFP stage. We request UPSDM to please clarify the minimum marks for shortlisting of bidders.	The bidders would be required to score at least 60% marks in aggregate against marks allocated in section A,B,C, D to become eligible for shortlisting. The evaluation criteria would thus be deemed amended to the said extent. The revised Bid evaluation criteria is appended with the minutes of the Pre Bid meeting.
6.	Shortlisting Criteria: Point 4	The point 4 of the Eol states that " The agency should have experience* in handling assignments (other than elaborated in S.No 2 above) of large scale development programs of the Government Department/ Scheme/ Externally aided project by WB/ADB etc.	We are of the view that both ongoing and successfully completed projects should be considered for checking the capability of the organization to handle large projects. As project sponsored by bilateral and multilateral agencies have long project duration and it's difficult to get completion certificate	The request has already been acceded to. The bidders may include the details of ongoing project also along with those of completed once.
7.	Shortlisting Criteria: Point 2	The point 2 of the shortlisting criteria of the Eol states that " The agency should have experience in similar * assignment * Similar means agency should have experience as "Technical Support Agency" to support Skill Development (i.e. DDU-GKY,	Here UPSDM has only considered experience w.r.t Technical Support Agency, which is the terminology specifically used in DDU-GKY related projects. We are of the view that agencies who are working in similar capacity but with different names like TRA (Technical Resource Agency)/ PMC (Project Management Committee)/ Project Management Unit (PMU) etc should also be considered.	The nomenclature of TSA may be understood as an agency for providing technical supports for the DDU-GKY. However, the bidders that have similar experience of providing Technical support services in other skill development project or to the organizations relating to the skilling activities would also be eligible to apply.

		PMKVY, State Skill Mission, NSDC etc.)	Hence the criteria can be modified as : * Similar means agency should have experience as “Technical Support Agency/ Project Management Committee/ Technical Resource Agency/ Project Management Unit etc.” to support Skill Development (i.e. DDU-GKY, PMKVY, State Skill Mission, NSDC	
8.	Shortlisting Criteria: Point 4	<p>The point 4 of the shortlisting criteria of the EoI states that “ The agency should have <b>experience**</b> in handling assignments (other than elaborated in S.No 2 above) of large scale development programs of the Government Department/ Scheme/ Externally aided project by WB/ADB etc. [ Each assignment of minimum INR 2 crores in the past five (05) years] (supporting documents should be attached)</p> <ul style="list-style-type: none"> <li>• 01-02 assignments completed successfully</li> <li>• 03-04 assignments completed successfully</li> <li>• 05 &amp; above assignments completed successfully</li> </ul> <p>** agency should have experience as Technical Support Agency to support</p>	<p>Here UPSDM has only considered experience w.r.t Technical Support Agency, which is the terminology specifically used in DDU-GKY related projects. We are of the view that agencies who are working in similar capacity but with different names like TRA (Technical Resource Agency)/ PMC (Project Management Committee)/ Project Management Unit (PMU) etc. should also be considered. Hence the criteria can be modified as :</p> <p>** agency should have experience as Technical Support Agency/ Project Management Committee/ Technical Resource Agency/ Project Management Unit etc. to support skill development/other programmes of the Government Department/ Scheme/ Externally aided projects by WB/ADB etc</p>	The query has already been replied under point 7.

		other programmes of the Government Department/ Scheme/ Externally aided projects by WB/ADB etc.		
9.	Shortlisting Criteria: Point 6	Agency having office (head/branch) in Uttar Pradesh [valid address proof documents to be attached as well as name of office head, phone no and email id to be provided]	We request UPSDM to remove this condition, so as to give equal opportunity to all the bidders for participating in the bid. Also please clarify whether this condition is eligibility condition.	Any bidder if awarded contact would be obligated to open its office in Lucknow within 15 days after receiving LoA. The said clause would be deemed modified accordingly

## 2. Organization: Grant Thornton

Name: Vikram Dutta

Designation: Assistant Manager (Public Sector)

Request for Expression of Interest Document Reference(s) (Section & Page Number(s))	Content of Request for Expression of Interest requiring Clarification(s)	Points of Clarification/ Amendments Requested	Clarification from UPSDM
Shortlisting Criteria, Clause 2, Pg. No. 3	The agency should have experience in similar* assignments (skill development program) of Government Department/Scheme/Externally aided project by WB/ADB etc (50 Marks) [Each assignment of minimum INR 2 Crore in the past five (05) years] (supporting document should be attached) a) 01 assignment completed successfully (20 Numbers) b) 02 – 03 assignments completed successfully (30 Numbers) c) More than 03 assignments completed successfully (50 Numbers)	We hereby request the department to kindly allow <b>ongoing projects</b> to be included and modify the given clause as follows: a) 01 assignment <b>ongoing/completed</b> successfully (20 Numbers) b) 02 – 03 assignments <b>ongoing/completed</b> successfully (30 Numbers) c) More than 03 assignments <b>ongoing/completed</b> successfully (50 Numbers)  <b>*Similar - We understand that the nomenclature Technical Support</b>	Request Accepted. The bidders may mention the details of ongoing assignment also besides those of completed projects. The earlier notification no. 4109 dated. 13-03-2020 would be deemed as modified accordingly. Nomenclature of TSA as the Agency for Technical Support would mean that the bidding organization should possess experience of providing technical support to various

	<p>*Similar means the agency should have experience as “Technical Support Agency” to support Skill Development (i.e DDU-GKY, PMKVY, State Skill Mission, NSDC etc)</p>	<p><b>Agency shall also include contracts served in the capacity of a PMU/PMC for various skill development programmes such as DDU-GKY, PMKVY, State Skill Mission, NSDC</b></p>	<p>schemes e.g. DDU-GKY , PMKVY and various organization viz. SSMDS &amp; NSDC etc, concerning skilling programmes.</p>
<p>Shortlisting Criteria, Clause 4, Pg. No. 3</p>	<p>The agency should have experience** in handling assignments (other than elaborated in S.No. 2 above) of large scale development programmes of the Government Department/Scheme/Externally aided project by WB/ADB etc. (25 Marks) [Each assignment of minimum INR 02 Crore in the past five (05) years] (supporting document should be attached) 01-02 assignments completed successfully (10 Numbers) 03-04 assignments completed successfully (20 Numbers) 05 &amp; above assignments completed successfully (30 Numbers) **Agency should have experience as “Technical Support Agency” to support other programmes of the Government Department/Scheme/Externally aided project by WB/ADB etc</p>	<p>We hereby request the department to kindly clarify and confirm the <b>total marks for the given criteria – 25 Numbers or 30 Numbers (on accounting of this criteria by 30 numbers, the total scoring across all shortlisting criteria’s exceeds 100)</b></p> <p>In addition, we hereby request the department to kindly allow <b>ongoing projects</b> and modify the given clause as follows: 01-02 assignments <b>ongoing/completed</b> successfully (10 Numbers) 03-04 assignments <b>ongoing/completed</b> successfully (20 Numbers) 05 &amp; above assignments <b>ongoing/completed</b> successfully (30 Numbers) <b>**Experience - We understand that the nomenclature Technical Support Agency shall also include contracts served in the capacity of a PMU/PMC/Consulting Services</b></p>	<p>The comments of the bidders have already been taken into cognizance and the revised scoring criteria, after rectifying after the indicated error have been uploaded.</p>

**Organization :-KPMG**

<b>Name: Nilanchal Mishra</b> <b>Designation: Partner and Head of Govt. Advisory, (IGH) Practice.</b>			
<b>Genral</b>		The REoI document doesn't specify the qualifying marks. Kindly also mention the qualifying marks for the Consultant organization to qualify.	The bidders would be required to score at least 60% marks in aggregate against marks allocated in section A,B,C, D to become eligible for shortlisting. The evaluation criteria would thus be deemed amended to the said extent. The revised Bid evaluation criteria is appended with the minutes of the Pre Bid meeting.
III- Scope of the assignment, Page-8	9.Organising Industry meet/CXO meet.  10. Organizing Job fairs and Youth mobilization DDUGKY and Job fairs.	We understand that role of the consultant would be of the knowledge partner for these events, and all other arrangement would be made by the UPSDM. Kindly confirm.	The logistic arrangement for the industry meets and job Fairs would made by the UPSDM but TSA would be responsible to organise these events and coordinate with the stake holders using there expertise, /Expertise and resources
assignment, Page-8			
IV- Key Tasks and Responsibilities, b. Facilitate and support in Skill Development Management System implementation, training, support and maintenance, Page-9	The TSA would provide technical inputs in the MIS required to be maintained at state level, its implementation support and roll out of online MIS system through the vendor dedicated For MIS development by UPSDM or the PIA.	Would the Consultant also required to provide technical inputs to the MIS vendors Dedicated by various PIAs? Kindly clarify.	YES
7. Fee and terms of payment,	The payment terms will be: •Monitoring cost of TSA	Request to kindly clarify following points regarding these payment terms:	The estimated project cost is Rs 1500 Cr Approx, for the entire projects cycle but it is subject to the change by the Gov of India

	<p>shall be maximum 1.5% (including applicable taxes) of the total training partner wise, sanctioned Project cost.</p> <ul style="list-style-type: none"> <li>•25% of the monitoring cost shall be paid upfront on issue of sanction order of project. This will also milestone based with include definition of milestones?</li> <li>•The next 25% of the different projects. III. the monitoring cost shall be eligible for 1st, paid at the time of release 2nd ,3rd and 4<sup>th</sup> of 2nd instalment of the installments on different project. months and in a</li> <li>• The next 25% of the particular month monitoring cost shall be different projects would paid at the time of release be eligible for one of of 3rd instalment of the these four type of project. instalments so how the</li> </ul>	<p>i. What is the estimated /budget project cost for the 2019-22 period?</p> <p>ii. What would be the frequency of billing and payments consultant e.g. monthly/quarterly or The REoI document doesn't specify the qualifying marks. Kindly also mention the qualifying marks for the Consultant organization to qualify.</p>	<p>during currency of the assignment The payment to the TSA would be regulated as per the provisions mentioned under point 7, of the ToR attached with the notification dated 24.04.2020.</p> <p>The bidders would be required to score at least 60% marks in aggregate against marks allocated in section A,B,C, D to become eligible for shortlisting. The evaluation criteria would thus be deemed amended to the said extent. The revised Bid evaluation criteria is appended with the minutes of the Pre Bid meeting.</p>
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	<ul style="list-style-type: none"> <li>The remaining 25% of the percentage of payment monitoring cost shall be payable to Consultant paid at the time of release shall be calculated? of 4th/final; instalment of the project.</li> </ul>		
Page-13 General	Power of Attorney (PoA)	the requirement of PoA? Kindly clarify and accordingly, also provide the REOl document mention	There is no specific format for submitting PoA. The bidders may develop the same at their end

**ATTENTION TO THE BIDDERS: - MODIFICATION IN SCORING CRITERIA**

The Scoring criteria for bid evaluation have been modified slightly and the revised criteria are appended herewith.(annexure -1)

**The interested bidders may submit their proposals till 12:00 PM by 15 May 2020.**

Mission Director  
UPSDM

Revised Evaluation Criteria						Annexure- 1
SN	Particular					Maximum Shortlisting Score
<b>SECTION - A</b>						
1	Brief profile of the Agency (supporting document should be attached)					NA
2	The agency should have experience in similar* assignments (skill development program) of Government Department/Scheme/Externally aided project by WB/ADB etc. [Each assignment of minimum INR 02 Crore in the past five (05) years.] (supporting document should be attached)					30 Marks
	a) 01 assignment ongoing/completed successfully			10 Numbers		
	b) 02 - 03 assignments ongoing/completed successfully			20 Numbers		
	c) More than 03 assignments ongoing/completed successfully			30 Numbers		
SN	Name of assignment	Name of Client	Cost of assignment (Rs.)	Period of assignment	Subject	
a.						
b.						
c.						
d.						
e.						
<b>Section - B</b>						
3	Average Annual Turnover (AAT)			Years	Amount (Rs)	20 Marks
	Intended Agency should have Minimum Annual Average Turnover (AAT) of Rs 25 Cr. or more during the last three financial years (2018-19, 2017-18, and 2016-17). Audited financial statements and Tax Audit report of the above three years should be attached.  Above 25 Cr. - 50 Cr. : 10 Numbers Above 51 Cr. - 75 Cr. : 15 Numbers Above 75 Cr : 20 Numbers			2016 - 17		
				2017 - 18		
				2018 - 19		
				Average		
				Total		
<b>Section - C</b>						
4	The agency should have experience** in handling assignments (other than elaborated in S.No. 2 above) of large-scale development programmes of the Government Department/Scheme/ Externally aided project by WB/ADB etc. [Each assignment of minimum INR 02 Crore in the past five (05) years.] (supporting document should be attached)					25 Marks
	01 - 02 assignments ongoing/completed successfully			10 Numbers		
	03 - 04 assignments ongoing/completed successfully			20 Numbers		
	05 & above assignments ongoing/completed successfully			25 Numbers		
SN	Name of assignment	Name of Client	Cost of assignment (Rs.)	Period of assignment	Subject	
a.						
b.						
c.						

d.						
e.						
f.						
g.						

**Section - D**

5	The agency possessing Quality certification in project management (like ISO etc). (supporting document should be attached)	05 Marks
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**Section - E**

6	Power Point Presentation describing organizational strength experience etc.	20 Marks
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Total		100
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Note: Short listing will be made on above Information only.

\*Similar means the agency should have experience as “Technical Support Agency” to support Skill Development (i.e. DDU- GKY, PMKVY, State Skill Mission, NSDC etc)

\*\* Agency should have experience as “Technical Support Agency” to support other programmes of the Government Department/Scheme/ Externally aided project by WB/ADB etc