

REQUEST FOR EXPRESSION OF INTEREST

(CONSULTING SERVICES-FIRMS SELECTION)

Name of the Country: India

Name of Project: Uttarakhand Workforce Development Project (UKWDP)

Consulting Service: Hiring of Consulting Firm for Development of Job Description and/or ToR for Industry Linkage Cells at ITIs

Period of Consultancy: 24 months

Project No: P- 154525

Expression of Interest:

1. The Project Director, Uttarakhand Workforce Development Project (UKWDP), Government of Uttarakhand has received a loan from the International Bank for Reconstruction and Development (IBRD), and intends to apply part of the loan proceeds to make payments under the contract for Uttarakhand Work Force Development Project
2. The UKWDP is a Workforce Development Project for improving the comprehensive quality and relevance of 24 priority Govt. ITIs spread across the 13 districts of the state. The period of the project is from 2018 to 2023.
3. The Project Director, UKWDP proposes to engage one consulting firm to enhance engagement and collaboration with the Industry by setting up of Industry linkage centres across the priority ITIs (Annexure-1) with the overall objective of enhancing the employment outcomes for ITI graduates.
4. The consulting firm selected should commence the engagement as per the signed contract. The total period of engagement will be 2 years.
5. **The evaluation criteria for selecting the consulting firm** : Annexed as Annexure-2
6. **Terms of Reference:** Annexed as Annexure-3
7. It is hereby mentioned that the staffing schedule and deliverables mentioned in this EoI may be modified to some extent depending upon their suitability in the consulting assignment.
8. The attention of interested consultants is drawn to paragraph 1.9 of the World Bank's Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers (January 2011, revised July 2014) ("Consultant Guidelines), setting forth the World Bank's policy on conflict of interest. In addition, please refer to the following specific information on conflict of interest related to this assignment: conflict between consulting activities and procurement of goods, works or non-consulting services; conflict among consulting assignments; and relationship with Borrower's staff.
9. Consulting firm may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their overall proposal. The "Association" may take the form of a joint

venture (with joint and several liability) or of a sub-consultancy, and this should be stated clearly in the submission.

10. If the lead firm is associating with other entity(s), they should clearly highlight the value being brought by each organization and how the collaboration enriches the overall proposal.
11. All the key experts (as detailed in the Terms of Reference) proposed for this engagement by the firm shall be on the payrolls of the participating firm and will not be sub-contracted to other agencies / 3rd parties.
12. A consultant will be selected in accordance with the QCBS method in the ratio 80:20 i.e. 80% weightage to the technical score and 20% weightage to the financial score.
13. Further information can be obtained at the address below during office hours from 10:00 to 17:00 hours from SPIU , Govt. ITI(Women), 26 EC Road, Dehradun. Any Queries shall be forwarded on email spiuukwdp@gmail.com. For regular updates please visit website - www.uksdm.org.
14. Expressions of interest (Eoi) must be delivered in a written form and should include firm's demonstrated capacity to provide the required expertise. Expressions of interest must be delivered to the address below through post/ speed post/courier/by-hand by **31st October'2020; 1700 hrs**. In case there is a problem in submitting the EOI in hardcopy due to current Covid-19 pandemic, the consultant may submit the softcopy of proposals on email spiuukwdp@gmail.com before the submission deadline.

Uttarakhand Workforce Development Project
The Project Director
State Project Implementation Unit (Govt. Girls ITI Campus),
26 EC Road, Near Survey Chowk, Dehradun, 248001, Uttarakhand
e-mail: spiuukwdp@gmail.com

Annexure – 1
List of 24 priority Govt. ITIs in Uttarakhand

S.No.	Name of the institute	District	Mandal / Region
1	GITI, Karanprayag	Chamoli	Garhwal
2	GITI(B), Dehradun	Dehradun	
3	GITI Vikasnagar, Dehradun	Dehradun	
4	GITI (G), Dehradun	Dehradun	
5	GITI, Rajpur Road, Dehradun	Dehradun	
6	GITI Vishist Haridwar	Haridwar	
7	GITI, Pirankaliyar	Haridwar	
8	GITI, Delna, Haridwar	Haridwar	
9	GITI, Narsan, Haridwar	Haridwar	
10	GITI, Srinagar	Pauri	
11	GITI, Duggada	Pauri	
12	GITI, Rudraprayag	Rudraprayag	
13	GITI, Barkot	Rudraprayag	
14	GITI, New Tehri	Tehri	
15	GITI, Almora	Almora	Kumaon
16	GITI, Kanda	Bageshwar	
17	GITI, Tanakpur	Champawat	
18	GITI, Haldwani	Nainital	
19	GITI Kaladungi	Nainital	
20	GITI, Pithoragarh	Pithoragarh	
21	GITI Kashipur	US Nagar	
22	GITI, Bajpur	US Nagar	
23	GITI Vishist , Pantnagar	US Nagar	
24	GITI, Sitarganj	US Nagar	

Annexure – 2
EVALUATION CRITERIA FOR SELECTION OF CONSULTING FIRM
Evaluation Criteria (Consulting Firm)

S.No.	Evaluation Criteria	Mandatory Documents to be submitted with the EoI
1	The firm should be in business in India for the last 10 years.	Copies of Registration PAN, GST, etc.
2	The firm should have an average annual turnover of at-least INR 10 crores in the last three financial years.	Audited Financial reports of 2016-17, 2017-18, 2018-19
3	The firm should have done at-least 2 consulting/Program management assignment in the area of Employability, Apprenticeship and Self Employment with Central Govt., State Govt./NSDC/multilateral agencies in the last 2 years. (the consulting fees in each of the projects to be at-least INR 1 crore) ONE COMPLETED AND ONE ONGOING PROJECT SHALL BE CONSIDERED	Signed Work Order or Agreement or completion certificate should be provided
4	The firm should have consulting/program management related projects having significant engagement with companies across special economic zones, manufacturing hubs, Industrial clusters/parks. At-least 2 projects in the last 2 years. (the consulting fees in each of the projects to be at-least INR 50 lakhs) ONE COMPLETED AND ONE ONGOING PROJECT SHALL BE CONSIDERED	Signed Work Order or Agreement or completion certificate should be provided. Desired experience (should be significant) on the project to be highlighted
5	The firm shall have at-least 100 professionals on its payrolls working on consulting services for Govt./Private sector	Proof of count on firm's letter head/other valid document to support count
6	The firm should have experience in undertaking projects related to employability linkage, skill-gap analysis, Gender studies to enhance women participation, sectoral / Industry growth projection analysis, assignments focused on forging Industry-academic partnerships. At-least 3 projects in the last 2 years and the consulting fees of each project to be at-least INR 25 lakhs TWO COMPLETED AND ONE ONGOING PROJECT SHALL BE CONSIDERED	Signed Work Order or Agreement or completion certificate should be provided. Desired experience (should be significant) on the project to be highlighted. Relevant project reports to be submitted
7	The firm should not have unsatisfactory track record resulting in adverse action taken by Central/ State Govts.	An undertaking must be submitted and signed by the authorized person of the firm

NOTE

- It is mandatory for the consulting firm (lead firm in case of participation along with a sub-consultant) to meet all the evaluation criterion points as listed above. If any one or more of the evaluation criteria is not met, then in that case the applicant consulting firm shall be declared ineligible.
- The consulting firm should ensure to provide brief details of each project submitted in accordance with the mandatory documents listed in the evaluation criteria table.
- The above-mentioned qualification criteria are the minimum criteria and the evaluation shall be done basis the thorough examination of the relevant mandatory documents submitted by the firm.

Annexure – 3
Government of Uttarakhand
Uttarakhand Workforce Development Project (UKWDP)
Terms of Reference for

Engagement of a consulting firm to set-up Industry Linkage centres and a robust sustainable industry engagement strategy across the priority ITIs in the state

I – Background

The UKWDP project aims to improve the overall quality and relevance of the ITI ecosystem in the state. One of the key factors to achieve the objective is to enable and strengthen strong industry linkages. These industry linkages are aimed at facilitating better on-the-job trainings to the ITI trainees, facilitate guest lectures through industry representatives, provide industry relevant learning & development opportunities to the ITI staff. Enabling these collaborative efforts between the ITI ecosystem and the Industry will ultimately lead to better employment outcomes for the ITI graduates.

The state was carved out of Uttar Pradesh in the year 2000 and since then it has seen tremendous growth and development. The state offers diverse agro-climatic zones making it an ideal destination for high value-added niche agro-based industry, horticulture and floriculture. With its pristine mountains and presence of many spiritual destinations, the state's tourism sector has been seeing a good growth. Other relevant industry sectors in Uttarakhand include automotive, hydropower, engineering and allied industries, electronics & ESDM, healthcare, etc. The Govt's State Infrastructure and Industrial Development Corporation (SIDCUL) has mega industrial zones across the state with some of the biggest names such as TATA, Hero Honda, Nestle, Ashok Leyland, etc. having large scale industrial activity. Between 2011-12 and 2018-19, the Gross State Domestic Product (GSDP) expanded at a Compound Annual Growth Rate (CAGR) of 10.85%. The state's multiple incentives, concessions, subsidies to the industries, makes it one of the best Himalayan states in attracting the private sector investment. The state also concluded a very successful investor summit in 2018 which focused on bringing huge investments across 12 identified sectors. Initiatives like these will further accelerate the pace of economic development in the state.

While the industrial growth scenario looks bright, there are challenges when it comes to relevant employment opportunities for the people of the state. The heavy migration from the hills to the plains and further towards Delhi NCR continues at an alarming rate. As per the UNDP report published in 2017, the unemployment rate in the state has doubled from 2.1% in 2004-05 to 4.2% in 2017. The numbers are even higher when we consider the youth in the age bracket 15-29 years.

On considering these 2 aspects, it is very evident that there is a need to bridge this gap through concerted efforts in a more structured and concise manner. Keeping this in mind, the state desires to work towards improving the ITI ecosystem, creating a workforce that will be address the manpower needs of the industries. State is keen to develop a 'Partnership Framework' which will provide a systematic tool to form results-oriented partnerships with industry for the ITIs. The efforts to strengthen the Industry-Academia (ITIs /polytechnics) interface shall result in improved employment outcomes for the graduates.

This EoI seeks to hire a consulting firm that will work towards creating this strategic Industry partnership framework as well as help establish the Industry Linkage cells across the 24 priority ITIs.

II - Objectives

Through this consulting assignment, the client desires to create an enabling ecosystem for employment generation for the youth of the state.

The broad aspects that are required to be covered as part of this consultancy include;

- **Intervention 1 :- Create a strategic framework for a robust Industry – Academia collaboration**
- **Intervention 2 :- Set-up Industry Linkage centres in the priority ITIs as well as a strong ecosystem at the state level**

III – Duration of the engagement

The consulting services are being desired for a duration of 24 months (2 years) after the date of effectiveness of the contract. The consulting firm through its team deployed in the state shall align themselves towards achieving the 2 interventions elaborated in the preceding section.

Based on the successful delivery of the project and subject to mutual agreement, the project can be further extended for the duration until 31st March 2023 (starting from the end date of the initial 2-year engagement)

IV – Tasks

To help achieve the desired objectives as set-out in the preceding section, the consulting agency is expected to undertake the following;

Strategic framework - The Consulting agency shall help develop a strategic results-oriented partnership framework with industry and private sector bodies. The framework/roadmap should be aimed to help increase the number of MOUs with industries per ITI as well as the coverage of trades benefiting from industry engagement in the 24 priority ITIs.

The agency is expected to develop a framework that will help the ITIs, directorate and the department achieve a sustainable and a robust relationship with the industries (including establishing linkages with local MSMEs) across Uttarakhand, neighbouring states, Delhi NCR belt or elsewhere in this sequence of priority.

To achieve this, the client expects the consulting agency to undertake industry consultations (field visits) as well as undertake analyses of other industry databases to gather deep insights on key industry trends. This shall include the following;

- Sectors with job-roles having manpower requirement (Industries in Uttarakhand, Delhi – NCR , other neighbouring states/regions of Uttarakhand)
- Industry requirement in terms of numbers segregated by full-time jobs, part-time jobs, apprenticeship, OJT, etc.
- Start-ups / livelihood generation activities in Uttarakhand

The implementation approach should be streamlined contributing to achievement of outcomes in a more productive manner.

Apart from above, the Strategic Framework shall also cover the activities as below (not limited to);

- Organize exposure visits for ITI trainees to industries.
- Organize guest lectures by inviting experts from the industry in ITIs.

- Facilitate learning & development initiatives for ITI staff (instructors) in collaboration with the industry.
- Organize internship, apprenticeship and placement drives for ITIs.
- Organize semi-annually Mega Job fair as indicated in Table 1 at S.No 3.
- Suggest innovative technology-enabled initiatives that supports and enhances the employment outcomes for vocational training graduates.
- Support in entrepreneurship development.
- Explore and enhance revenue generation activities (in ITI premises) along with the Industry
- Other than DGT training module, support for refresher modules (trade-specific), content for employability skills, soft skills and other training interventions that increases the employment potential. Suggestions could also be on the lines of finishing school model to provide the relevant trainings leading to employment.
- Increase number of MOUs with industries per ITI
- Design dashboards to help manage the above activities.

To pilot the approach for Industry-Academia strengthening, we expect the agency to take up 4 ITIs where-in the strategic framework envisaged for the industry linkage shall be tested for its operational readiness. Due assessments / feedbacks from the concerned stakeholders shall be taken before the prototype and operational model for industry cells are finalized for roll-out in all the priority ITIs. We expect the agency to take 2 ITIs from Garhwal region (1 Hill ITI and 1 ITI in Plains) and 2 ITIs from the Kumaon region (1 Hill ITI and 1 ITI in Plains).

The strategic framework phase, therefore, consists of the following activities.

- ✓ Undertake necessary Industry consultations and/or analyses of available Industry insights/reports/databases
- ✓ Design of a strategic / placement framework covering the points as highlighted above
- ✓ Pilot test of the approach at 4 ITIs

Enable the client to set-up Industry Linkage Centres and a strong state level ecosystem for institutional-industry interface strengthening – The focus of this broad area is to set-up Industry linkage centres across the priority ITIs. The roadmap created by the agency under ‘Strategic Framework’ shall be used to undertake implementation of the activities at the above mentioned task (Under Strategic Framework) at the ITI level. The agency shall undertake the entire end to end design and development of the following;

- Finalize the governance and the operational team structure
- Develop SOPs and Manuals for day to day functioning
- Develop KRAs for the team in-charge of day to day operations
- Create and enable all tools / processes / data templates
- Suggest relevant digital tools for database management
- Suggest any other catalytic activity(s) suggested by the industry
- Provide trainings to select ITI staff for necessary implementation and monitoring

It is hereby mentioned that the Industry Linkage cells are required to be set-up i.e one in every priority ITIs (as per Annexure-I). The 24 ITIs are spread across Kumaon and Garhwal regions with 10 in the Kumaon region and 14 ITIs in the Garhwal region. These cells shall undertake regular engagements with the Industry following the standards / processes as highlighted in the preceding section.

As part of the larger UKWDP engagement, the state is creating certain trade/sector specific Centres of Excellences (CoEs). These CoEs are envisaged to undertake state of art trainings in that specific trade /

sector, undertake training of trainers as well as work closely with the Industry for training and production activities. While CoEs are not within the purview of this consultancy, it is expected of the agency to examine and explore avenues for leveraging the Industry interface of the CoEs for the benefit of the 24 priority ITIs (example – Hub and Spoke model)

To assess the preparedness and implementation of the various processes and activities suggested by the consulting agency, regular visits to the field shall be desired. The team deployed in the Kumaon region and in the Garhwal region will undertake these assessment & monitoring visits and provide relevant information and updates to the concerned Directorate officials in Haldwani and Project Director and other officials at SPIU, dehradun in the form of quarterly reports from time to time.

Table-1- Field-based activities expected from the firm to achieve the tasks as mentioned above

S.No.	Activity Type	# (count)	Frequency
1	Pilot study at ITIs	4 ITIs (2 Kumaon and 2 Garhwal) <i>1 hill ITI and 1 ITI in plains in each region</i>	One time
2	Industry Linkage Centre set-up and assessment & monitoring ¹	Visit to all 24 ITIs	Quarterly
3	Mega Job Fair	1 location (Dehradun/Haridwar/US Nagar/Almora)	Semi-annually (Should ensure atleast 25 Companies participation)
4	Industry visits / other stakeholder interactions	To cover appropriate number of different industries across economic sectors in Uttarakhand and neighbouring states. Other stakeholder interactions to be also undertaken. (List of Industries to be provided District-wise, Region-wise, Industry Clusters etc.)	40 (Large , Medium and Small Industries in total) to be visited every quarter
5	Seminar / Conferences - for tie-ups	At least two related conference/seminar at state/national level	Quarterly

Table2 – Project Development Objective Indicator

S.No.	Indicator Name	Baseline	Year 2020-21	Year 2021-22	Year 2022-23
1	Job placement rate among graduates of priority ITIs within 6 months of training completion	21%	27%	29%	32%
2	Job placement rate among men (%)	21.50%	28%	30%	33%
3	Job placement rate among women (%)	4%	10%	12%	15%

These are minimum % as per the UKWDP engagement; however, efforts will be made to enable a much higher % on all the indicators.

V – Key Experts required for the assignment

A) Resource requirement matrix

Table-3

S.No.	Level / # of positions	Desired Qualification and Experience
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¹ these visits shall be undertaken by the consulting agencies key experts based in Dehradun and Haldwani

1	Project Leader (1)	<p>B.E/B.Tech & MBA/PGDM (in any stream)</p> <p>Experience: - 10 years of minimum total experience of which at-least one year of demonstrated experience of working in Uttarakhand is required.</p> <p>working on state/central govt. placement-oriented programs in a managerial capacity with entire project management responsibilities. Experience of working with the Industry for skill development/TVET ecosystem enhancement is required</p> <ul style="list-style-type: none"> • The candidate should have experience of working in Uttarakhand and should have considerable experience of TVET space.
2	Kumaon Lead (1)	<p>MBA/ PGDM/ PG in HR with a minimum of 10 years of total exp. Demonstrated experience of working with state/central govt. in skill development and institutional strengthening with a focus on placement-oriented programs/ organizing job-fairs / experience with organizations such as FICCI/CII/ASSOCHAM.</p>
3	Placement/Apprenticeship/Self-Employment (PAS) Research specialist (2)	<p>MBA/PGDM/other relevant masters with at-least 07 years of total experience.</p> <p>Demonstrated experience in TVET domain working on research and analysis, report preparation pertaining to placement generation, skill-gap analysis, apprenticeship promotion, self-employment enhancement and others.</p> <p>Experience of working with leading multi-lateral organisations, research foundations, industry associations such as ASSOCHAM, FICCI, CII, etc. shall be highly desirable.</p>
4	Research Analyst (1)	<p>B.Tech /BE/MCA or other relevant degree in analytics / data with at-least 5 years of work- experience in data analytics field. Working knowledge of data analytics tools / mobile and other technology applications that concern learning & development/placements would be highly desirable.</p> <p>The candidate should have strong technical report writing experience in the past.</p>
5	Program Management Associate (7) (4 Garhwal & 3 Kumaon)	<p>Bachelors' degree with at-least 4 years of development sector experience (central / state Govt. funded skill development /TVET / Higher Education programs on project design/implementation and monitoring aspects).</p> <p>The candidate should have demonstrated experience of working with the industries and should understand the skill development/TVET ecosystem in the country. Experience in similar geographies shall be preferred.</p> <p>They are expected to undertake regular interactions with the industry, facilitate visit of ITI staff/trainees to Industry, conduct placement drives and vice-versa. They are also expected to implement the roadmap envisaged as part of the strategic framework as well as undertake the Industry Linkage Cell activities on a day-to-day basis.</p>

Serial No. 1 to 4 are key experts

NOTE: Firms may propose additional experts as Non-Key experts who may be required to accomplish the assignment, however the CVs of only key experts as mentioned in the table above will be evaluated during the technical evaluation of proposals.

B) Estimated Efforts

The resources (experts) as highlighted in the above table shall have to be deployed by the consulting firm for the entire duration of the engagement i.e. 24 months. The Kumaon lead and one of the Program Management associates will be positioned at the directorate office in Haldwani while the remaining resources shall be expected to be based in Dehradun.

The Institute-Industry Interface (III) strengthening support resource(s) shall be deployed at every priority ITI in the state. The locations are as per Annexure-I.

VI – Payment Schedule (Proposed)

Table-4

S.No.	Milestones/Deliverables	Payment Percentage	Timelines
1	Submission and Acceptance of Inception documents	10%	T+1 month
2	Submission and Acceptance of Quarter-1 activities	10%	T+3 months
3	Submission and Acceptance of Quarter-2 activities	10%	T+6 months
4	Submission and Acceptance of Quarter-3 activities	10%	T+9 months
5	Submission and Acceptance of Quarter-4 activities	10%	T+12 months
6	Submission and Acceptance of Quarter-5 activities	10%	T+ 15 months
7	Submission and Acceptance of Quarter-6 activities	10%	T+18 months
8	Submission and Acceptance of Quarter-7 activities	10%	T+21 months
9	Submission and Acceptance of Quarter-8 activities	20%	T+ 24 months

T= Project commencement date

The consulting firm shall submit invoices in accordance with the milestones and timelines defined in the table above. The amount in the invoice shall be the lower of a) amount considering the applicable percentage on the total project fees or b) amount basis the man-months for that duration.

All the reports/actionable shall be ensured and duly submitted to the SPIU as per the timelines mentioned above for the release of the payments against the invoice(s). A quarterly review between the client and the firm shall be held to ensure clear understanding of tasks required to be undertaken.

The man-month rate quoted by the consulting firm will also factor-in un-approved leaves taken by the agency's resource(s). The invoice should clearly segregate the firm's fees and the expenses incurred for the duration.

For the period beyond 2 years, the contract between the SPIU and the consulting firm can be further extended for the additional duration until 31st March 2023 on mutual agreement

Reporting:

S.No.	Particulars of Reporting	Applicable in Quarter(Q)	Details / Expected Outcomes
1	Inception Report (T+15 days)	Q1	The consulting firm shall prepare an inception report after signing the contract, which shall include the following- (a) Roadmap of the project (b) Flow chart of activities (c) Timelines / locations for activities planned (d) List of stakeholders for Interaction (e) Timelines for key report submission/ consultations
2	Industry report (T+1 month)	Q1	The consulting firm shall develop an industry consultation document which shall include - (a) Trade-wise Industry to be covered (b) Geographical coverage of visits (Uttarakhand, Delhi NCR, others) (c) Timelines of visits (d) Details on the expected outcomes / tie-ups/revenue generation support
3	Report on the Pilot study at 4ITIs (T+ 4 months) including the operations manual	Q2	A detailed report to be submitted by the consulting firm. Shall include an implementable model/set of processes for Industry-alignment and operational viability of the Industry Linkage cell. Operations Manual – A detailed process document for the implementation of the Industry Linkages centres shall be prepared.
4	Strategic Framework Document (T+ 5 months)	Q2	Strategic Framework document - Expectations have been elaborated in the ToR section 'IV-Tasks' Final draft document to also comprise of 1). Industry report (as at S.No 2 above) 2). Pilot survey report (as at S.No 3 above)
5	Outcome report on the Mega Job fairs	Q2, Q4, Q6, Q8	The consulting firm shall submit the outcome report of the fairs , that shall include- (a) Industry-wise participation (b) Details on placement/apprenticeship/internship facilitated (c) Partnerships with the industries (d) Key insights drawn from the event (e) Other aspects aligned to the UKWDP objectives
6	Industry requirement report (Quarterly basis except Q1)	Q2 to Q8	The report (including priority ITIs wise) shall provide requirement (#) of the industry (segregated trade-wise) covering full-time jobs, Apprenticeship, OJT, Placements, revenue generation activities, others Self-employment opportunity potential and pathway shall also be proposed by the agency.
7	Overall project implementation report (duly validated by Industry, World Bank, SPIU and other	Q2,Q4,Q6,Q8	The comprehensive report to be prepared by the consulting firm to include - (a) Status of the Industry cell operations (management, documentation, monitoring)

S.No.	Particulars of Reporting	Applicable in Quarter(Q)	Details / Expected Outcomes
	concerned stakeholders) (Semi-annual basis)		(b) Details on the student database management (placement/internship/apprenticeship, etc.) (c) Industry tie-ups (At-least 2 MoUs per priority ITI) (d) Details on training interventions / placement tie-ups through job placement TAs and Training Providers -status report (e) Status update against the Project Development Objective Indicators (PDO) – metrics, KPIs to be defined (f) Governance mechanism
8	End of the project report	Q8	The comprehensive report to be prepared by the consulting firm to include details of all the activities across the 2 interventions. The documentation should include all the manuals , processes , data as part of the knowledge transfer

The reporting table is to be read together with the section 'IV – Tasks' and 'Table1' in the preceding sections.

Support that will be facilitated by the Client

- Data points w.r.t ITI students (course details, contact details, academic background, etc.)
- SPIU shall facilitate in holding the consultation meetings with all required Govt. officials, ITI staff etc.
- SPIU shall facilitate visits to the respective ITIs/ training centres and facilitate interactions with the trainees / graduates.
- Make relevant expenditure in organizing job- fairs/ industry events/ guest lectures by industry representatives or individuals, however the agency shall have to provide the necessary planning and strategic support.