Summary of queries from RFP applicants and response of the Client

Query Category		SN	Query	SULM, UADD Response
A.	Turnover	1.	Can it be lower than 2 crore?	Yes, it has been lowered down to 1 crore (average annual turnover)
		2.	Are government organizations exempted?	Yes
		3.	Can we include FY 2020-21?	Yes, there are two options to calculate your turnover, also in case of calculating your training and placement experience- either you take 3 years from 2017 to 2020, or you take 3 years from 2018 to 2021. But you cannot consider four Financial years to calculate your organizations turn-over/ or training and placement experience.
B.	RFP document fee and EMD	4.	What is the submission mode?	Electronic payment through www.mptenders.gov.in portal
C.	Performance guarantee (PG)	5.	What is the amount?	Rs one lakh or 3% of the project cost, whichever is higher. Project cost would be determined by the number of training target allotted to an STP where the value of per training target is assumed to be Rs. 20000/-
		6.	When has one to submit the PG?	It is to be submitted at the time of signing the MoU post empanelment.
		7.	Are the government and MSME registered organizations exempted from submitting the RFP document fee, EMD, and PG?	No
D.	SMART accredited Training Canters	8.	Do STPS have to have SMART training centers in MP before or at the time of submitting the RFP proposal?	No, neither in MP, nor elsewhere, neither private nor the government STPs are required to have SMART training centers before or at the time of submitting the RFP proposal. However, if you already have, it will fetch you more score. Also, it is mandatory to run skill training through SMART accredited training centers in case you are selected for empanelment and MoU is signed with you.
E.	NSDC affiliation	9.	Can only NSDC affiliated skill training providers apply to this RFP?	No, it is not a mandatory condition.
F.	Partnership, proprietorship,	10.	Are partnership, proprietorship, or LLP firms	Yes

Summary of queries from RFP applicants and SULM response: ESTP RFP for onboarding STP 2021

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Query Category		SN	Query	SULM, UADD Response
	or LLP firms		eligible to apply to RFP?	
G.	Residential or non-residential training program	11.	Is this RFP for non-residential training only or for non-residential and residential training both?	Both
H.	Training for PwD	12.	Can I apply for empanelment for training exclusively PwD candidates?	Yes
I.	Training and placement experience	13.	Is it necessary to have experience of training (1000) candidates and placing (500) candidates in the same sector for which training project is applied through RFP?	No, it is not necessary, it can be of any sector. Moreover, in view of pandemic, the experience of training (1000) candidates and placing (500) candidates shall now be calculated from last 5 financials years between 2016-17 and 2020- 2021.
J.	Target achievement plan	14.	Has the target achievement plan to be submitted along with the RFP proposal?	Yes, however, if required, you can make changes in it in your PPT at the time of presentation during the evaluation process.
K.	SSC certification	15.	Are SSC certified trainers required to be on board with the STP before or at the time of submitting RFP?	No. however, if you already have them onboard, this will fetch you extra marks in the evaluation. Nevertheless, it is mandatory to have SSC certified trainers for all the training centers to be run by an STP after empanelment/MoU.
		16.	Is only SSC trainer certification counted or any other trainer certification can do in stead of SSC trainer certification?	Only SSC certification will work
L.	Joint venture	17.	Can a joint venture organization apply for the RFP?	No
M.	Project Completion certificate	18.	Is project completion certificate mandatory to annex with the RFP proposal?	Yes, it is necessary. However, the condition of CA certification for training and placement experience certification has been dropped. Also, the project completion certificate can be of time period between 2016-17 and 2020-21
N.	Sector and district preference	19.	Can we apply for more than 5 sectors and districts in the RFP proposal?	No. First of all, this is an empanelment process, not an application for a project. Second, you have been asked to tell your preference, final allotment of districts and sectors would be decided by the authority.
O.	SSC as STP	20.	Are SSCs eligible to apply for	Yes if they meet the eligibility criteria.

Summary of queries from RFP applicants and SULM response: ESTP RFP for onboarding STP 2021

Query Category		SN	Query	SULM, UADD Response
			this RFP?	
P.	Mode of submission of RFP proposal	21.	Is the proposal to be submitted in hard copy/soft copy/both?	Only in soft copy through www.mptenders.gov.in
Q.	Skilling experience	22.	What document will be considered as a proof of skilling experience?	Work completion certificate from the client.
R.	Job roles/sectors	23.	Can we apply for job roles/ sectors other than those mentioned in the RFP document.

I am SSC, our job roles not included in the prospective list of sectors and courses given in the RFP document. | Yes. Those in the RFP document are not exhaustive. You may apply for job roles/ sectors other than those mentioned in the RFP document.

To SSC- it may be the case that your job roles as per our secondary research are not prospective in the local context. However, as we have already said that ours is not the exhaustive or final list, any STP may indicate their preference for any such sectors and courses as may not have figured in the RFP document. |
| S. | Start-up | 24. | Can a start-up apply? | Yes, if it meets the eligibility criteria as mentioned in sections 2.1-2.4, otherwise not. |
| T. | Balance-sheet | 25. | Can provisional balance sheet be submitted for the financial year 2020-21? | Yes |
| U. | Residential training | 26. | a) Can a residential training center for a particular district be located outside the district?

b) Can the residential training be conducted at the ULB level?

c) For a residential training, can an STP mobilize candidates from other ULBS? | a) Yes, provided it trains the candidates of the same district for which the training mandate is given, and it is within Madhya Pradesh.

b) The residential training facilities can be created either at the district or ULB level depending upon factors such as training demand and availability of infra and resources.

c) Yes, from other ULBS within the same district if the training mandate is for that district. |
| V. | Placement tie-up | 27. | What is the minimum requirement for placement tie-ups to be shown in RFP proposal? | It is not a mandatory condition for eligibility. However, your evaluation marks will depend upon this factor as written in the evaluation matrix. Further, for evaluation matrix purpose, tie up has |

Query Category		SN	Query	SULM, UADD Response
				to be for the same sector as you would propose in the RFP document.
W.	Reimbursement of the training cost	28.	From where the training cost will be reimbursed- state office or ULB?	Timely reimbursement of the training cost will be done as per NULM norms.
X.	GST and DARPAN	29.	Is it mandatory to provide GST number and DARPAN ID?	Yes, to provide GST registration is mandatory for all; to provide DARPAN ID is mandatory in case of NGOSs/Societies/Trusts
Y.	Training implementation and monitoring	30.	Please provide a clear roadmap for training implementation and monitoring.	As per NULM/ SSC guidelines.
Z.	Reimbursable Costs	31.	Will the training reimbursable costs such as candidate uniform, daily travelling cost, etc. be reimbursed to candidate directly or through the STP?	Any such cost will be reimbursed to the STP by SULM, STP has to first pay such reimbursable or provide such giveaways, or aids in case of PwDs, to the candidates directly.