

**Pre Bid Response**  
**Of**  
**“Selection of Service Provider for Assessment and Placement under**  
**Mukhya Mantri Yuva Swavalamban Yojana for Government of**  
**Chhattisgarh”**



**CHhattisgrah infotech & biotech Promotion Society**  
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Tender Reference Number	34/CEO/ CHiPS /MYSY/2017, Raipur, Dated 03/02/2017
Project Name	“Selection of Service Provider for Assessment and Placement under Mukhya Mantri Yuva Swavalamban Yojana for Government of Chhattisgarh”
Corrigendum Reference Number	Corrigendum 02/CEO/CHiPS/MYSY/SP/AP/2017,Raipur, Dated 14/02/2017
Last date and time for submission of bids	23/02/2017 up to 03:30 P.M.
Date of Bid Opening	25/02/2017 at 12:30 P.M.

- A. The following agenda to be read, as mentioned below at **Page No. 24 under Deciding Award of Contract at point 4.13(iv) :-**

**The Approximate quantity of Assessments is 30000. CHiPS may increase/ decrease the assessment quantity as per actual requirement and mentioned in the agreement/ work order during the period of rate validity. The prices for assessment shall be valid for a period of 2 years from date of agreement. CHiPS may release additional work order during the period of validity.**

- B. The following agenda to be read, as mentioned below at **Page No. 43 under Award of Contract at point 7.10 :-**

**The proposals will be ranked in terms of the Overall Scores obtained from Highest to Lowest. The bidder with the highest overall score will be considered for award of contract. The Approximate quantity of Assessments is 30000. CHiPS may increase/ decrease the assessment quantity as per actual requirement and mentioned in the agreement/ work order during the period of rate validity. The prices for assessment shall be valid for a period of 2 years from date of agreement. CHiPS may release additional work order during the period of validity.**

- C. The following agenda to be read, as mentioned below at **Page No. 11 under Eligibility Criteria, section-3, point -4 , Bidder experience and technical capability-Work stream –Assessment & Placement:-**

**Copy of LOI / LOA/ WO / Agreement / Client certificate/Invoice /Self Certification clearly mentioning the number of candidates**

- D. The following agenda to be read, as mentioned below at **Page No. 20, undertechnical Evaluation Criteria, section-2 (a), Work stream –Assessment & Placement:-**

**Copy of LOI / LOA/ WO / Agreement / Client certificate/Invoice /Self Certification clearly mentioning the number of candidates**

**Tender No. 34/CEO/ CHiPS /MYSY/2017, Raipur Dated 03/02/2017. Subject: Pre -Bid Queries**

S. No.	Tender Document Reference(s) (Section & Page Number(s))	Content of Tender requiring Clarification(s)	Points of Clarification	Response
1	Payment Milestone; Reference Table Point 1; Section: 5.4.2. Page 31	On completion of every round of Assessment	Clarification required on rounds of assessment	Every round of Assessment is the number of assessments which will be mentioned in each work order issued by CHiPS.
2	Payment Milestone; Reference Table Point 3; Section: 5.4.2. Page 31	Incentive for placements	Clarification required on value of incentive	Exact value of incentive would be decided later
3	Definitions: Placement; Section: 7.5.3. Page 42	The employing or interviewing companies fulfil the criteria as follows: At least ONE of the below conditions must be met: # Parameter Required Level 1. Annual Revenue of Employer in last completed financial year Minimum of Rs. 50 crores 2. Number of Employees in India Should have a minimum of 100 employees in India 3. Employer's year of incorporation Minimum 5 years in India or abroad	Startups offer jobs at better compensation but they may not qualify under the criteria specified. Kindly restructure the criteria considering startups as employers.	As mentioned in the same para that companies falling outside this definition would be allowed upon approval by CHiPS
4	Page No. - 20, Point No. 2c/2d	Recruitment Tie-up with companies which hire for IT/ITeS/Engg. Jobs.	Why entire emphasis on IT/ITES jobs?? Why not other engineering jobs like Core and all?	Emphasis would be on IT/ITeS jobs. Others areas can also be considered.

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5	Page No.-23, Point No. 4.8	Each Bidder is expected to become fully acquainted with the local conditions and factors, which may affect the performance of the contract and /or the cost.	What do you mean by local conditions here?? Can you give us some references	Local conditions such as academic calendar, exam schedule, local festivals/holidays, availability of infrastructure etc.
6	Page No. -24, Point No. - 4.13	The Approximate quantity of Assessments are 300000	Will there be only final or pre final year candidates taking the students or CHIPS have some planning of replicating it in other years	Please refer corrigendum. This assignment will cover approximately 30000 students graduating in 2017 and 2018 only
7	Page No. -25, Point No. 4.15	The Bidder must remove/ destroy the entire data from his custody after completion of the contract period.	We have to share the PA scores with our clients for hiring and it would not be possible to place everyone in next one year, So how can we proceed in this case	The data of the students shall be allowed only for three years
8	Page No.-39, Point No.7	Conduct a workshop in all the targeted colleges (one each) to counsel candidates about job opportunities available and objectives of the project.	Who will conduct these workshops?	Workshops will be conducted by SP only, in coordination with the colleges, CHiPS and Department of Technical and higher education. Dates will be shared with the SP.
9	Page No.-39, Point No.7	Conduct a workshop in all the targeted colleges (one each) to counsel candidates about job opportunities available and objectives of the project.	Are you expecting opportunities for 2018 batch also?	Yes

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10	Page No. -11, Section 3	Eligibility Criteria	Do documents relating to Eligibility Criteria need to be submitted separately?	With the bid only (Online)
11	Page No. -19, Point b	Supporting document should clearly indicate value of the completed project and scope of work/ services should be clearly highlighted	We will not share per assessment cost or total revenue of the project. We will share count of candidates or such relevant numbers wherever required.	Submit relevant documents as per the requirements mentioned in eligibility criteria
12	Page No. -19, Point e	Incomplete order copy submitted by the bidder will not be considered for evaluation.	Order = First page of Agreement covering two parties followed by description of services to be rendered + timelines + 1 or 2 invoices (where the price is white-out) submitted as part of this contract to the customer. We assume this is okay. We will not be able to submit anything else.	As per tender document
13	Page No. -20, Point 2.a	Copy of LOI / LOA/ WO / Agreement / Client certificate/Invoice clearly mentioning the number of candidates	Do we have to submit ALL invoices for say, 60K candidates? Can't we state this on a Letter head, self-attest it and support with 10 leading institutes totaling to upwards of say, 15,000?	Please refer corrigendum. Self-certification will be allowed

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14	Page No. -20, Point 2.b	Tie-up letters/Agreement/MoU with colleges/institutions	We assess candidates via colleges. Our supporting document for 2a. and 2b. thus will be similar. Do we have to submit document again- or in final submission- can we state that documents for 2a and 2b are the same? Also, do we need to submit 60 separate agreement copies or LOI's or Invoices- Can we not submit - Self attested letter with 30 invoices/agreements?	As per tender document
15	Page No. -22, Pre-Qualification criteria, Point c	Reference list of major clients	Is list of Logos okay? Or do we need this in excel?	Refer the Annexure V-B and V-C
16	Page No. -22, Technical proposal, Point a	Proposal particulars	Please clarify what is this?	Annexure-VI
17	Page No. -22, Technical proposal, Point b	Proposal letter	Please clarify what is this?	Covering letter with proposal as mentioned in the Annexure-II
18	Page No. -24, Point v., Bullet 1	CHiPS will sign the Agreement with Successful Bidder for a period of 12 months	Does this mean that 30,000 assessments will be used by within 12 months?	Yes
19	Page No. -25, Bullet 7	The Bidder must remove/ destroy the entire data from his custody after completion of the contract period. If at any stage it is found that the bidder is	What happens to the candidate data which is uploaded on CoCubes job portal for the purpose of getting interview opportunities?	The data of the students shall be allowed only for three years

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		using the data provided by the client any time during the contract execution or after completion of the contract for any other purposes, stringent legal action will be initiated as per applicable law of land and the contract will be terminated without assigning any reasons.	We do NOT delete this data post completion of contract period. This is not in line with our policy. In fact, this is to the detriment of the students!	
20	Page No. -30, Section 5	The CHiPS reserves the right to inspect and monitor / assess the progress / performance at any time during the course of the Contract, after providing due notice to the Selected Bidder. The CHiPS may demand, and upon such demand being made, the selected bidder shall provide with any document, data, material or any other information required to assess the progress of the project.	In interest of both parties, it is best to define standard reporting formats and timelines in advance. Data gathering -- venue -- assessment reporting -- interview opportunity reporting.	As per tender document
21	Page No. -31, Section 5.4.2, Table, Points 1 & 2	50% payment on every round of assessment.  Balance 50% on aligning interviews for every employable students after every round of Assessment	Suppose: 10,000 wrote first exam. We get paid 10,000 * 50% of our fees per candidate. 2,000 write post training assessment. We get paid: 2,000* 50% of our fees per candidate. Assume out of 2,000 candidates only 600 are 'Good to Go' across categories of jobs. Further, assume, CoCubes manages to show atleast two 'relevant' jobs to all these 600 candidates - then-	As per tender document



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			<p>we get paid for these 600 candidates i.e. 600 * 50% * Fees per candidate.</p> <p>How do we get paid 50% for the first 10,000 candidates who wrote the exam? How do we get paid 50% for the 2,000 candidates who wrote the post training assessment?</p>	
22	Page No. -39, Section 7, Assessment, Points ii.	Register candidates online along with a declaration from candidates about their readiness to relocate as per location of job.	<p>Database of students is collected in a standardized format (Excel) which needs to come from colleges.</p> <p>Also, Bidder should not be responsible for getting declaration from candidates since that is not part of our services. We are an assessment company, if a candidate doesn't want to relocate, we can't enforce him/her. This should be clarified between CHiPS and participating colleges.</p>	It comes under the SoW of the SP in coordination with participating colleges

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23	Page No. -39, Section 7.1, Bullet 1	Approximate number of candidates to undergo Assessment: 30,000 candidates (25000 Pre-assessment & 5000 Post-assessment)	Realistically, it can't be predetermined that 5000 out of 25000 MUST fall under employable category. It can happen that 100 will write the test- 5 will be good to go- 95 will train- 95 assessed again- 15 may come in good to go list- opps for 20 (=5+15). It is important for CHiPS to acknowledge that the bidder's delivery is completed successfully on administering both rounds of assessments.	As per tender document
24	Page No. -40, Section 7.2, Bullets 7,8 & 9	<ul style="list-style-type: none"> <li>* List of employable students aligned for minimum 3 interview opportunities according to their scores and job suitability with names of companies, date of interview, designation, salary and location.</li> <li>* Report on Candidates who dropped out at any of the following stages: Interview and offer acceptance.</li> <li>* Placement Status Report along with other specified reports from time to time.</li> </ul>	<p>Please define reporting methodology.</p> <p>To CHIPS: We will publish monthly jobs listed- All 'good to go' students can apply for jobs here. So- list of jobs by profile will suffice as list of students in good to go list per profile is fixed. We will publish offered list monthly.</p>	Reports will be finalized after the start of the project
25	Page No. -12, Table, Point 1, Placement	Experience of placing 3000 candidates during FY 2014-15 and 2015-16 in IT / ITeS companies and other core industry.	1. Should the company have the experience of placing 3000 candidates in each FY 2014-15 and 2015-16 or is it cumulative offers released?	Cumulative

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26			2. Can we add the offers made by companies in FY 2016-17 as well?	No
27	Page No. -39, Section 7, Assessment, Point i.	The appointed service provider shall be responsible for conducting workshop in every targeted college to counsel the students on job opportunities available and about the project	Do we have to source candidates?	Students for the workshop will be mobilized in coordination with the colleges
28	NA	Tender Fee (5000)	Online or Demand Draft. Its mentioned Online on Document and DD on portal??	Online
29	Eligibility Criteria Page: 11	Bidder Company	Is Consortium is allowed?	No
30	Eligibility Criteria Page: 11	Bidder Company	We have our subsidiary company, 75% of its shares are owned by Orion Edutech. Is it consortium or associate company? Can we apply as an individual entity in this case?	We will consider only the bidder's credentials
31	Eligibility Criteria Page: 11	Bidder's Turnover & Net worth	Does it particularly need to be fulfilled by any specific member of the consortium?	Bidder's only (As consortium is not allowed)
32	Annexure 5 E	DETAILS OF BENCHMARK SCORES FOR EMPLOYABILITY	Could it be explained more elaborately?	It asks for furnishing the job profile wise benchmark scores acceptable in specific industry/company

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33	Page 11, Heading 3, Eligibility Criteria		Is Consortium of companies allowed?	No
34	Page 21, Point 3	Commercial Marks (CM)	Commercial marks equation details needed? , Commercial Marks (CM) is not clear. If ours is the lowest cost proposal we are getting 30 marks which is not relevant	Please refer the 'Evaluation of Commercial Bid' section under 4.4 -Technical Evaluation Criteria on page no.21 for detailed description
35	Page 41, Section 7.4, Pre-Assessment & Post Assessment	A pool of approximately 25,000 students would be created for this project based on the selection criteria.	A total of 25,000 students should be selected for the assessment based on selection criteria, What is that selection criteria? Can we have our own criteria like percentage or a test or does CHIPS have any suggestion?	Selection criteria would be decided in consultation with Department of Technical and Higher Education &CHiPS
36	Page 41, Section 7.3, Project Milestones & Deliverables	Post-assessment of trained students	5000 selected students are trained, What if the trainer extends the timeline for training?	As per tender document
37	Page 40, 7.2, Key Deliverables	Interview opportunities for the students who are directly employable (Minimum 3 interviews opportunities each),	There are cases though a standard test is conducted Hiring Company might ask for another test? Should we consider or not?	As per tender document
38	Page 39, Section 7, Assessment (iV)	Organize placement interviews (Minimum 3 each) for those candidates who score above the benchmark	What if candidates meeting benchmark score or less even after the training?	As per tender document
39	Page 40, Section 7.2, Key Deliverables	Conduct a Workshop in targeted colleges to (one each) to council the candidates	What if the colleges needed to conduct workshops are more in these 4 districts, Chances are there for the timeline for selection to be more?	As per tender document

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40	Page 40, Section 7.2, Key Deliverables	Conduct a Workshop in targeted colleges to (one each) to council the candidates	Targeted colleges Does that term has a specific meaning from CHIPS context or we can visit any college based on our criteria?	Targeted colleges will be selected by CHiPS in consultation with Department of Technical and Higher Education
41	Page 39, Section 7 -Assessment (iii)	Conduct assessments of 25000 students (10,000 for 2017 batch and 15,000 for 2018 batch) for analyzing the aptitude and current skill level and shortlist approximately 5000 'trainable'	Out of 25000 -> 10000 2017 Pass outs, 15000 2018 Pass outs [15000 Engg + 60000 Non Engg], Is there a specific ratio for selection of 25,000 candidates or is it at our discretion?	There is no such ratio it will be finalized after the consultation with Department of Technical and Higher Education
42	Page 43, Section 7.6, Project Vision Table, Row 1	Candidates Placed (Estimated) 2500	Even after providing opportunities for 3 drives, what if candidate doesn't get selected? And how does this impact the procedure for II & III Year	Scope of Work clearly mentions that SP has to arrange minimum 3 interviews for the employable student. This RFP is for phase I in 1st year only.