



## Request for Proposal (RfP)

### **“Developing Detailed Project Report (DPR) to set up 5 Green field Centre of Excellence for Training and related research for the Indian Capital Goods Sector”;**

#### **Reference # CGSC/COE/RFP/01/2016**

S. No.	Reference Section	Page #	Query	Response
1.	<b>General</b>		Are Annexure numbers and Form numbers same.	Yes Annexure Numbers and Form Numbers are same.
2.	<b>Section 1.2.4 Schedule of Events</b>	4	<p>At present deadline for submission of queries is on 12<sup>th</sup> January and the deadline for submission of proposal is scheduled for 24<sup>th</sup> January 2017.</p> <p>We request for minimum 2 weeks post issue of clarifications to the queries to ensure quality of the proposal submitted.</p>	The timelines are fixed.
3.	<b>General</b>		Is it going to be 5 different DPR?	No, it should be 1 single DPR comprising details of all 5 specified COEs.
4.	<b>General</b>		Would funding and sustainability need to be singular or together?	Each COE will be independent.
5.	<b>Section 2.1: Introduction</b> MoU between MSDE & DHI on strategic	6	Please confirm the details of agreement between MSDE & DHI and	At the moment, the setting up of 5 COEs is initiated by DHI



	partnership envisaging creation of a multi-locational NIMT.		the Roles and Responsibility of each Department / ministry with regards to the proposed 5 CoEs. Is there any support or expectation from MSDE? Are there any schemes which will be tapped into for the purpose of the proposed CoEs?	only.  The DPR developers are free to propose such schemes.
6.	<b>Section 2.2: Background and Rationale for RFP</b> DPR for setting up 5 Green Field Centre of Excellence at pre-defined locations.	7	Please confirm the Definition of term “greenfield” COE considering the locations are pre-defined at the various locations of the PSUs	The term “Greenfield” means there are no constraint due to existing/prior work and building.
7.	<b>Section 3: Scope Of Work/ Terms Of Reference</b> CoE to be set in the premises of the following PSUs: BHEL – Trichy, BHEL- Haridwar, HMT – Bangalore, HMT – Aurangabad and HEC - Ranchi	8	Please provide the envisioned nature of association of COE with the PSU. What will be the support provided by each of the PSUs towards the setting up of the CoE in terms of setting up / development of Land & building, Machinery for research & training etc. What is the alignment envisioned for each of the CoEs with their respective associative PSUs? Will the PSUs be part of governance / decision making for the proposed CoEs?	The COE will be an independent body. COE will come up on the land demarcated and provided by the PSU.  The PSU may provide machines/tools/equipment’s support to COE.  PSU will be part of the board/GC/...
8.	<b>Section 3: Scope Of Work/ Terms Of Reference</b> Each CoE must focus on one or more	8	Is the delivery of Certification of Diploma/undergraduate/post graduate programmes envisage for	The COE will focus on vocational education, research and training. The



sub-sector of the Capital Goods Industry, viz Machine tools / Textile Machinery and others as suggested above.

COE scope or work or research?

agency is free to suggest programs with requirement.

National Capital Good Policy, 2016 defines sub-sectors of capital goods sector: Machine Tools, Textile Machinery, Earthmoving & Mining Machinery, Heavy Electrical Equipment, Plastic Processing Machinery, Process Plant Equipment, Dies, Moulds & Press Tools, Printing Machinery, Metallurgical Machinery and Food Processing Machinery. Please clarify whether all 10 sub-sectors of capital goods sector need to be captured by all 5 COE.

The consultants are free to suggest the process and boundaries and sub sectors with justification.

The local demand influences needs to be captured separately for all 5 COEs.

Also please clarify if the study focuses on Capital Goods organisations alone or will activities of manufacturing entities also be included in the 100 km radius of the PSUs where the CoEs are proposed to be housed. This will substantially alter the scope of the work beyond Capital Goods as a sector and its needs.

CG sector will be the anchor. Automation and infrastructure equipment manufacturing as applicable to the CG sector needs to be covered.

The point on area of influence of 100 Kms needs to be ignored. It is for the bidder to define the approach and boundaries. The focus should be on Capital Goods sector.



9.	<b>General</b>	8	<ul style="list-style-type: none"> <li>• Can the same be done through secondary analysis of studies conducted by various industries?</li> <li>• Also, the primary survey (if done simultaneously across 5 locations shall take a minimum of 3 weeks each, therefore, it will have an impact on the duration of the assignment as well as the overall consulting cost.</li> </ul>	<p>The research may be a combination of primary and secondary.</p> <p>All 5 locations have to be covered. The methodology and cost rationalization has been left to the consulting partner.</p>
10.	<p>Section 3: <b>Scope Of Work/ Terms Of Reference</b></p> <p>Each CoE must have the capability to reach out to the stakeholders viz, MSMEs &amp; training centres within its area of influence.</p>	8	<ul style="list-style-type: none"> <li>• How do you envisage connection of COE with MSME development Institute</li> </ul>	<p>The consultants are free to suggest with justification.</p>
11.	<p>Section 3: <b>Scope Of Work/ Terms Of Reference</b></p> <p>Labour Market Survey to include capturing job role wise demand for both current and futuristic technologies</p>	8	<ul style="list-style-type: none"> <li>• Considering the level of data and information available with regards to different job roles and occupations, it is suggested that estimate be made at the occupation level rather than the job role level.</li> </ul>	<p>The estimates can be made on Occupations supported by job roles where possible for greater clarity.</p>
12.	<b>3.1 DPR detailing of setting up of 5</b>	8	<ul style="list-style-type: none"> <li>• This requirement envisages</li> </ul>	<p>The architectural layout part</p>



<p><b>Green Field Centres of Excellence</b> Details of components of CoE to include Design and layout of each CoE</p>		<p>possible expertise in architecture and construction activity which will not be present with consulting companies and is hence requested to be re-looked at.</p>	<p>can be excluded under this activity.</p>
<p><b>13. 3.1 DPR detailing of setting up of 5 Green Field Centres of Excellence</b> Mapping of new/advanced technologies existing and in pipeline in the parent PSUs ie BHEL, HMT and HEC and other large, medium and small Capital Goods Companies with a view to equip the CoE, keeping in view the transition to Industry 4.0.</p>	<p>9</p>	<ul style="list-style-type: none"> <li>• What NSQF levels are envisaged to trained at Greenfield COE</li> </ul>	<p>There is no binding for NSQF levels as it will be based on the requirements. However, the consultants are suggested to focus on technical courses and latest / futuristic technology as per available information.</p>
<p><b>14. 3.1 DPR detailing of setting up of 5 Green Field Centres of Excellence</b> An inventory of all training infrastructure viz Govt and Pvt ITIs, VTP (NSDC partners &amp; other private training institutions) in a radius of 100 km from the CoE. Mapping to include the following assets:</p>	<p>9</p>	<ul style="list-style-type: none"> <li>• To conduct survey using 100 Km radius surrounding the premises of COE as a parameter would be difficult. The data is available at district and city level. Hence Would request for further clarification of the regions to be covered for primary survey.</li> <li>• Should Cities, districts, neighboring/ contiguous</li> </ul>	<ul style="list-style-type: none"> <li>• We do not have binding on the process. The bidders are free to suggest their scope and strategy. 100 km radius may be considered as deleted.</li> <li>• LMIS is an important aspect of the project, the details may vary from location to</li> </ul>



			districts of the COE premises be captured for conducting primary survey in the areas surrounding the COE.	location.
15.	<b>3.1 DPR Detailing of Setting up of 5 Green Field COE</b>	9 & 12	<ul style="list-style-type: none"> <li>The document mentions that ‘tools and equipment’s required for each focused occupation/job role need to be provided.</li> <li>Point e): It mentions that the need of new technology in the sector to be identified. We believe while this is a critical component, it shall be undertaken separately as it will need an extensive study of international manufacturing practices and technology used, its relevance and advantages and fitment in the over-all value chain.</li> <li>Point g) mentions that the gaps in existing curriculum of different institutions recognized by NSDC or otherwise needs to be identified. The same can be</li> </ul>	<p>This is an important component of the CoE. Without such information the DPR may look incomplete.</p> <p>CG sector currently suffers due to technology gap. The CG Policy 2016 illustrates this sub sector wise. Hence it will be important if the COE can bridge the gap, specially for MSMEs.</p> <p>It will be important to understand this, atleast at a high level, since this will indicate the quantum of work for the COE to upscale the</p>



		<p>done only once a specific high-level curriculum has been developed. Please confirm if the same exists or needs to be developed.</p> <ul style="list-style-type: none"> <li>Point i) mentions that details of possible partners who 'may be willing to partner' to add value to CoE needs to be provided. We request to keep the scope till identification of potential partners who can be reached out during implementation phase for further collaboration.</li> </ul>	<p>potential spoke centres.</p> <p>This may be read as identify potential partners who can be reached out during the implementation phase.</p>
<p><b>16.</b> <b>3.2 Defining the organizational, governing and monitoring structures of COE</b> e) Detailed roles of participating SSCs including Infrastructure Equipment SS, Instrumentation SSC etc.</p>	<p>10</p>	<ul style="list-style-type: none"> <li>Is there any MoU / agreement in place for collaboration / involvement of other SSCs in the duration of the study and eventually in the operations and activities of the proposed COEs. If yes, request you to kindly share details of the same.</li> <li>What will be the shared responsibilities and expected</li> </ul>	<p>CGSC will be the anchor SSC. Automation and Infrastructure Equipment SSC will be included with respect to its applicability in CG sector only.</p>



outcomes from each of the SSCs.

**17. 3.4 Labour Market Survey in the area of influence**

Identify current (upto next 2 years) and futuristic employment numbers, (up 3 years / 6 years and 10 years) both direct and indirect and organized and unorganized separately, for engineering manufacturing .... And update the existing occupational maps developed by respective SSCs

Requirement of upskilling / reskilling in specific job roles by local industry keeping in view futuristic job roles.

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It may be difficult to provide employment numbers and job roles for 3, 6 and 10 years. It is feasible to conduct the analysis for the next 5 years which is also in alignment with others studies like NSDC skill gap etc. We would therefore request for a re-look of the said clause.

Further, request that the scope of job roles and occupations be restricted to the domain of capital goods sector alone and not be expanded to other client related manufacturing sectors. Further, please share the understanding in place with other SSCs in updating their respective occupational maps.

The years have been arrived keeping anticipated absorption / adoption of Industry 4.0 technology by Large, Medium and Small Scale industries. This assumption may get validated by the ground level survey and a period for analysis may be recommended and done accordingly.

The Scope is restricted to CG sector only, infrastructure equipment is part of CG sector only. The Automation and Instrumentation are included w.r.t CG sector and Industry 4.0

**18. 3.5 Schedule of Activities**

12

There is extensive survey interaction across 5 separate geographic location and hence it may be difficult to meet the suggested timelines to deliver the quality of output expected for setting up of potential national Institute of

The timelines are fixed and possibility of reconsiderations is negligible at this stage.





			Manufacturing Technology.	
			Request that the timelines be reconsidered to about 18-20 weeks from the date of presentation of detailed work plan which would make it feasible to conduct the survey and analysis.	
19.	<b>Section 3.5: Schedule of Activities</b>	12	In case of substantial change in the time and efforts required for conduct of project, can an additional charge be made by the consultant on a per DPR basis post such changes suggested by Capital Good Sector council?	The timelines and cost are fixed.
20.	<b>Section 5.1: Essential Qualifications, Competencies and Eligibility of the Bidder (Financial)</b> Since payment schedule is re-imburement based, the applicant must have strong financial competence. The cash reserve should be minimum 3 times of the estimated cost of preparation of DPR.	13	Please clarify if cash reserves estimated are related to cash & cash equivalents and other short term receivables of the business. Also kindly clarify if the representation of the same can be provided through the last audited financial to be submitted.  Additionally it is suggested that if CGSC is looking for strong financial competence, this may also be demonstrated through provisions like	Out of various provisions, this provision was introduced to avoid adventurous bidding and accelerated work flow. The payment will be reimbursed at regular interval as per schedule.



submission of Earnest Money Deposits with the application / proposal which will be held with CGSC till end of the project. This also indicated strong commitment from the perspective of the consulting organization.

**Section 5.1: Essential Qualifications, Competencies and Eligibility of the Bidder (Financial)**

**21.** CGSC reserves the right to carry out the capability assessment of the Proposer and the decision of the CGSC shall be final in this regard. Acceptance certificate towards this clause must be submitted.

13

Please provide the format for acceptance certificate. Kindly provide clarification on the same.

It is included in Form I-III and required on a Letter Head signed by approved signatory.

**Section 5.3 Proposal Preparation Costs**

**22.** All materials submitted by the bidder become the property of CGSC and may be returned completely at its sole discretion.

14

Following are the additional points suggested for consideration:

- The documents submitted will be for internal use of the client only
- Third party access to deliverable should be allowed only after signing authorization and access letters

The concerns are valued and will be taken care with proper mechanism.

**6.1.1 Mandatory Proposal Requirements**

**23.** Turnover and Audited account statement

16

- Considering the scale of operations proposed and the huge financial risk with regards to each of the COEs, the quality of

The guidelines mentioned in the scheme are final.



	of last three years. Details of each consortium partner for the project should necessarily be included, if applicable.		entities submitting the proposal must be of the highest standards. Hence a minimum turnover criteria for the bidder may be looked at to reflect the quality and capability required for this proposal.
	<b>6.3.2 Financial Bid Guidelines</b>		
24.	In case of upward revision to duties and taxes the Bidder will be responsible to incur the additional cost.	18	<p>In government consultancy contracts upward revision to duties and taxes is covered by the client and not by the bidder. (eg. Changes through Impending GST)</p> <p>Would request you to kindly modify this clause.</p>
	<b>7. Payment Terms And Conditions</b>		
25.	<p>It is proposed to enter into a deliverables based payment with the Bidding Agency selected to conduct this exercise details of which are as under:</p> <p>Submission of 2nd Presentation</p> <p>Submission of 4th Presentation</p>	19	<p>Kindly specify which presentation will be referred to as presentation 2(Interim report presentation 1 or 2)</p>
			<p>Payment schedule is linked to the following:</p> <p>Signing of contract</p> <p>Presentation of interim report -2</p> <p>Presentation of interim report -3</p> <p>Final report and completion.</p>
26.	<b>Evaluation Criteria: Capability and Technical ability</b>	21	<p>To set up greenfield COE; We believe credentials would be required</p>
			<p>The point 3: Scope of Work/ Terms of References is</p>



		<p>Sectors like Education and skills; MSME and Manufacturing and capital good</p> <p>Would request you to define sectors which would be acceptable to you.</p>	<p>elaborative and it is for bidders to use their conclusion.</p>	
<b>27.</b>	<b>Section 8.3.1 Stage 1: Technical Bid</b>	21	<p>Considering the sensitivity of the proposal and scale of investment which may be looked into for the proposed COEs, it is suggested that weightage for technical be made higher, if possible.</p>	<p>The weightage mentioned in Bid Document is fixed.</p>
<b>28.</b>	<b>Section 8.3.2 Stage 2: Financial Bid</b>	22	<p>Please provide formula for calculation of financial marks.</p>	<p>The financial bids of the bidder successfully meeting the minimum technical score decided by Selection Committee will be opened. The L1 will get the maximum marks and the percentile score will be given keeping L1 as base.</p>
<b>29.</b>	<b>General</b>		<p>The document is silent on the number/qualification of team members to be proposed. More details on the size and qualification of the team shall give more clarity to the firms' responding to the RfP as well as help CGSC in the</p>	<p>The information provided is sufficient. The bidders are free to propose and justify the manpower requirement and other details.</p>



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	evaluation process.	
<b>30.</b> Page 15/ point 5.7 (a)	Proposals must be received at the address specified below by 1730 hours on 08 July, 2016 by the authorized representative mentioned in the document.	Refer page 4, point 1.2.4 Proposals must be received at the address specified below by 1700 hours on 24 January, 2017 by the authorized representative mentioned in the document.
<b>31.</b> General	Clarity on Evaluation Criteria and Selection Committee is requested	Evaluation Criteria as mentioned in the RFP will be followed. The selection committee will include representation from all concerned organizations.
<b>32.</b> General	Payment Schedule	The details are mentioned in RFP, also as explained in point 25 above. The bidders may suggest any other schedule but the final decision will be taken by the Selection Committee and it will be binding on the bidder.

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