

Government of Karnataka
Skill Development, Entrepreneurship and Livelihoods Department (SDEL)
Karnataka Skill Development Corporation (KSDC)

E-Tender No. ITE/KSDC/SANKALP/NEP/CR122/2020-21

Dated: 08th March 2021

Minutes of the Pre-bid Meeting

Brief Description of the RfP:	Request for Proposal of Selection of Knowledge Partner for Implementation of Nano Entrepreneurship Program (NEP).
Date & Time of Pre-Bid Meeting:	03 rd March 2021 at 3 pm
Venue of the Meeting:	3 rd Floor, Conference Room, Kaushalya Bhawan, Bannerghatta Road, Bangalore & Microsoft Team Meeting

The following officers of KSDC attended the pre-bid meeting:

1. Shri Raja Naika, ED-2/DD
2. Shri EM Vahab Khan, AD
3. Shri Sudarshan, AD
4. Smt. Ravi Kumari, SDA
5. Shri Sai Nath, SDA
6. Shri Shashidhara HN, Team Lead, Project Management Team, KSDC
7. Shri Manveer Singh, Manager-E&L, Project Management Team, KSDC

The following officers of bidding agencies attended the pre-bid meeting: -

1. Ms. Sai Leela M, Ernst & Young
2. Mr. Arun Kumar, Ernst & Young
3. Mr Sandeep Sabharwal, Deshpande Foundation
4. Ms. Devaki Purohit, Deshpande Foundation

Proceedings of the Pre-Bid Meeting:

1. At the Onset, Shri Shashidhara HN, Team Lead, Project Management Team, KSDC, welcome all the participants, made a briefing about the scope of services and purpose of the pre-bid meeting.
2. Thereafter, he requested the participants to raise the queries one by one starting from those who didn't sent their queries to rest of the participant who had already conveyed their queries through mail.
3. The queries from prospective bidders were appropriately responded.
4. The response to queries sought from prospective bidders in writing and those asked during the meeting have been compiled as per **Annexure-I**.

Annexure-I

Replies to Pre-Bid Queries

S. No.	Name of Organization	Pg. No./Clause No./Section/Clause	Queries	Reply
1.	Devaki Foundation	Point No. 3 of Section 4 – Eligibility Criteria	<ol style="list-style-type: none"> 1. Under eligibility criteria #3, bidder is supposed to furnish "3 assignments with the government." Can the bidder submit references of similar assignments of the given value (> 30 Lakhs) with CSRs/Foundations and such other entities? 2. Eligibility criteria # 9 requires the bidder to submit GSTN Certificate & Number. Deshpande Foundation is registered under 12 A of IT Act as a Trust. We are thus exempt from having GSTN, thereby we won't be able to submit the same. 3. Documents to be uploaded #j Proof for having executed work orders of similar nature in the past 3 years. Would sanction letters and project reports be eligible as proofs under this head? 4. The RFP mentions working with aspiring entrepreneurs. Can we have a hybrid model of aspiring and existing nano entrepreneurs (who wish to scale)? This is considering that inducing 200 completely new aspiring entrepreneur in the given time would be a challenge (as also mentioned in the introduction section of the RFP) 5. The selection process includes analytical reasoning test, group activity, interview etc. <ol style="list-style-type: none"> a. What would KSDC role be in this process of selection of candidate. b. Are the screening processes mentioned mandatory or recommendatory? c. Does the project of 1 years of developing 200 nano entrepreneurs have any budgetary cap? 6. The expected outcome mentions each entrepreneur to employ more than 2 unemployed youth. Is this outcome expected for each 	<ol style="list-style-type: none"> 1. The point No. 3 of Section 4 – Eligibility Criteria stands modified as "The bidder should have at least 3 completed/ongoing entrepreneur development assignments with central/state government or its department/mission/undertaking or any private companies with contract average value of more than INR 30 lakhs in the last 3 years". 2. The point No. 9 of Section 4 – Eligibility Criteria stands modified as "The Bidder should have a valid GSTN certificate and number. Entities exempted from exempt from Goods & Services Tax (GST) must submit the supporting document for validation". 3. Yes, work order/sanction letter will suffice as of proof of work done by the agency against the Point no. J) of Section 5. – Documents to be uploaded. 4. KSDC has invited the proposals based on the activity approved by Government of India. And, 200 new entrepreneurs needs to be created and provided support under this activity. 5. Selection process shall be jointly managed by KSDC and shortlisted agency <ul style="list-style-type: none"> • Aspiring entrepreneurs shall submit their interest in this program on Kaushalkar.com portal. • Pre-screening process is mandatory to ascertain the capabilities and interest of the aspiring candidates. • Estimated budget is expected to be proposed by bidders. 6. It is expected that every nano entrepreneur should be able to provide employment to minimum 2 unemployed youth. The shortlisted agency is expected to provide the support to the 200

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			<p>entrepreneur separately? Also the period given is over 12 to 18 months - in that case, should we bid for a project for 2 years or 1 year?</p> <p>7. The terms of payment mention a staggered approach to creating entrepreneurs which means the last tranche of 50 entrepreneurs will have the least amount of project inputs, given it is only a 1 year project. DF believes that all 200 (or 200+ entrepreneurs) should receive the same amount of project time to ensure effectiveness of project inputs. To enable the bidder to execute the project effectively, the terms of payment can be perhaps reconsidered.</p>	<p>entrepreneurs for 12 to 18 months which includes the period of before, during and after setting up the enterprise.</p> <p>7. Section 15: Terms of Payment (Timelines) is stands modified as below: -</p> <ul style="list-style-type: none"> • Instalment 1 – T+15 Days • Instalment 2 – T+180 Days • Instalment 3 – T+360 Days • Instalment 4 – T+540 Days <p>All the other terms & conditions of Section 15: Payment Terms remain the same.</p>																														
			<p>8. The time frame of 1 year to develop 200 fresh & aspiring entrepreneurs is a huge challenge. As stated on Page 3 & 4 of the KSDC RFP itself that "a) Given the long gestation period involved in the life cycle of an enterprise, project-based funding was described as unsuitable and b) Orgs also pointed to the mobilisation of potential entrepreneurs as a headwind. There is, in short, an "inherent lack of aspiration towards adopting entrepreneurship as a means of livelihood". Like we had mentioned, to achieve the expected outcomes defined in the RFP in a span of 1 year is possible if we work with existing entrepreneurs.</p> <p>9. The requirement of pan-Karnataka focus is also a concern. Deshpande Foundation is currently working in North Karnataka - namely - Hubli, Dharwad, Belagavi, Haveri, Gadag, Uttara Kannada. Over the past decade of working here, we have developed networks; understood the context and developed our MED expertise specific to this region. To extend our services to the other parts of Karnataka which have varied geographies, diversity of enterprise possibilities,</p>	<p>8. Section 15: Terms of Payment (Timelines) is stands modified as below: -</p> <table border="1" data-bbox="1462 719 2105 1297"> <thead> <tr> <th>Instalment</th> <th>Timelines</th> <th>% of Project Cost</th> <th>Payment Release Condition</th> <th>Supporting Document</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>T+15 Days</td> <td>20%</td> <td>On issuance of work order</td> <td>Nil</td> </tr> <tr> <td>2</td> <td>T+120 Days</td> <td>20%</td> <td>On creation of first 50 entrepreneurs</td> <td>Proof of setting up the enterprise</td> </tr> <tr> <td>3</td> <td>T+300 Days</td> <td>35%</td> <td>On creation of next 100 entrepreneurs</td> <td>Proof of setting up the enterprise</td> </tr> <tr> <td>4</td> <td>T+420 Days</td> <td>20%</td> <td>On creation of remaining 50 entrepreneurs</td> <td>Proof of setting up the enterprise</td> </tr> <tr> <td>5</td> <td>T+540 Days</td> <td>5%</td> <td>Submission of project performance report</td> <td>Project performance report duly approved by competent authority.</td> </tr> </tbody> </table>	Instalment	Timelines	% of Project Cost	Payment Release Condition	Supporting Document	1	T+15 Days	20%	On issuance of work order	Nil	2	T+120 Days	20%	On creation of first 50 entrepreneurs	Proof of setting up the enterprise	3	T+300 Days	35%	On creation of next 100 entrepreneurs	Proof of setting up the enterprise	4	T+420 Days	20%	On creation of remaining 50 entrepreneurs	Proof of setting up the enterprise	5	T+540 Days	5%	Submission of project performance report	Project performance report duly approved by competent authority.
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			different socio-economic status etc. would be beyond our mandate & capacity.	9. KSDC's focus is to invite application from all parts of Karnataka to provide an opportunity to every interested and eligible candidates to benefit from this program.
2.	Ernst & Young LLP	Section 2.1 – Expected Outcomes Regarding Training and facilitation	It is mentioned that platform for entrepreneurs to develop their product, services or process ideas towards commercialization will be provided - are we looking at a platform like incubator or makers lab? Will the department provide any facility for the same or do we need to make provision in the budget as Capital investment or user fee basis	The shortlisted agency is expected to implement the nano entrepreneurship program wherein candidates is expected to be involved in product or service development, if need arises on the support identified during the screening process at the time of selection of candidates under this program.
		Section 2.1 Expected Outcomes Credit linkages	In Expected Outcomes, it is mentioned that credit linkages shall be provided. <ul style="list-style-type: none"> • Will the department be funding these entrepreneurs as well? If yes, what is the ticket size? Is it in alignment with MSME (<Rs. 25Lakhs) • Will the department be providing any Credit guarantee for the loan component? • Is this fund to be facilitated through Debt, equity or grant? • Can the deliverables be restricted to letter of sanction or letter of approval by investors 	Under the SANKALP program, no monetary benefit can be provided under this program. Credit linkages is expected from the Banking/Financial institutions or any other private/government department.
		9.2- Commercial bid - Evaluation Of Technical And Commercial Documents	We request you to kindly consider QCBS 80:20, to enable your kind office for receipt of technically competitive bids.	No change.
		6.11 - Organizing events	Kindly share the size and scale of events. Is the agency expected to organize the events or can professional services be hired for organizing the events	The shortlisted agency is expected to organize the event ('s) within the total approved budget as per award of contract.
		Extension of bid - Extension by 10 days	We request you to extend the bid date to 20 th March 2021 as it requires preparation	The last date of receipt of proposal is hereby extended till 12:00 hours, 15 th March, 2021 and the date and time

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				for opening of technical bid is hereby extended till 17 th March 2021, 12:00 hours.
		Limitation of Liability : Legal query	The Client (and any others for whom Services are provided) shall not recover from EY, in contract or tort, including indemnification obligations under this contract, under statute or otherwise, aggregate damages in excess of the fees actually paid for the Services that directly caused the loss in connection with claims arising out of this Agreement or otherwise relating to the Services.	Please refer 14.4.2.3 of Section 14 – Termination of Work Order, Section 16 – Performance Bank Guarantee and Section 17 – Penalty
		Confidentiality: Legal query	We request you to add clause as “Except as otherwise permitted by this Agreement, neither of the parties may disclose to third parties the contents of this Agreement or any information provided by or on behalf of the other that ought reasonably to be treated as confidential and/or proprietary. Parties may, however, disclose such confidential information to the extent that it: (a) is or becomes public other than through a breach of this Agreement, (b) is subsequently received by the receiving party from a third party who, to the receiving party’s knowledge, owes no obligation of confidentiality to the disclosing party with respect to that information, (c) was known to the receiving party at the time of disclosure or is thereafter created independently, (d) is disclosed as necessary to enforce the receiving party’s rights under this Agreement, or (e) must be disclosed under applicable law, legal process or professional regulations. These obligations shall be valid for a period of 1 years from the date of termination of this Agreement.”	No Change.
		IPR – Intellectual Property Rights Legal query	We request you to add the clause as “IPR- EY may use data, software, designs, utilities, tools, models, systems and other methodologies and know-how	No Change.

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			<p>("Materials") that EY own in performing the Services. Notwithstanding the delivery of any Reports, EY retain all intellectual property rights in the Materials (including any improvements or knowledge developed while performing the Services), and in any working papers that EY compile and retain in connection with the Services (but not Client Information reflected in them). Upon payment for the Services, Client may use any Materials included in the Reports, as well as the reports themselves as permitted by this Agreement."</p>	
		Termination Legal query	<p>We request you to kindly add this clause as "EY may terminate this Agreement, or any particular Services, immediately upon written notice to Client if EY reasonably determine that EY can no longer provide the Services in accordance with applicable law or professional obligations."</p>	No Change.