

**Request for Expression of Interest (REOI)
for
Empanelment of Strategic Partner for Education Initiatives at Schools in India**



REOI/Strategy/2023/004

Department- Strategy

Important Dates:

Date of commencement of REOI	1 st February, 2023
Last Date and Time of submission:	15 th February 2023, 6 p.m.
Place of Submission of Proposals (e-procurement)	https://nsdc.eproc.in

1. **Introduction:** National Skill Development Corporation (NSDC) is a not-for-profit public limited company incorporated under section 25 of the Companies Act, 1956 (corresponding to section 8 of the Companies Act, 2013). NSDC was set up by Ministry of Finance as Public Private Partnership (PPP) model. The Government of India through Ministry of Skill Development & Entrepreneurship (MSDE) holds 49% of the share capital of NSDC, while the private sector has the balance 51% of the share capital.

NSDC is a one of its kind, Public Private Partnership in India. It aims to promote skill development by catalysing creation of large, quality, for-profit vocational institutions. It provides funding to build scalable, for-profit vocational training initiatives. Its mandate is also to enable support systems such as quality assurance, information systems and train the trainer academies either directly or through partnerships and setting up Sector Skill Councils.

2. **Objective of empanelment:** NSDC aims to empanel agencies for Strategic Partnership with NSDC as per Terms of Reference mentioned in this REOI at Annexure II. Agencies should provide innovative proposal demonstrating that they have the required qualifications and relevant expertise to achieve the physical and financial plan and thus play a strategic role in the school ecosystem in the country.

NSDC shall subject to other terms, provide exclusive rights to the Strategic Partner based on the Business Plan (as per Annexure-II) (“Proposal”) submitted by such Partner and other relevant factors. Applicants (hereinafter defined), through their Proposal shall be required to provide information demonstrating that they have the required qualifications and relevant experience to fulfil the said objective.

3. To achieve the aforesaid, NSDC is inviting expression of interest from the entities that fulfil the eligibility criteria as mentioned in this REOI at **Annexure-I (Eligibility Criteria)** and empanel entities (“**Strategic Partners**”) on exclusive basis according to the Terms of Reference mentioned in this REOI at **Annexure-II (Terms of Reference)**.
4. **Duration:** Empanelment of strategic partner(s) is for a period of 01 year from the date of issuance of letter of empanelment. However, the duration can be reduced or extended based on performance of firms. More firms can be added in the empanelled list provided they meet the conditions set out under this EOI.
5. Firms will be empanelled based on meeting eligibility criteria under this EOI. For any assignment, NSDC will share SoW separately to empanelled firms to seek quotation/proposal. Evaluation and selection criteria shall be mentioned in specific SOWs. Empanelled firms which will be selected under each assignment will be issued PO/Contract.
6. Empanelment does not guarantee that work will be assigned to each of the empanelled firm.
7. During the empanelment period, firms must inform NSDC when firms undergo material changes (internal or external) which can impact the obligation.
8. NSDC reserves the right to reject any or all the proposals submitted in response to this EOI document at any stage without assigning any reasons whatsoever. NSDC also reserves the right to hold or withdraw or cancel the process at any stage under intimation to the applicants who submit the response to EOI.
9. Firms who fulfil all the eligibility criteria as mentioned in **Annexure-I** and interested in this assignment as per Terms of Reference may submit their application in the prescribed format along with relevant documents on NSDC eProcurement portal <https://nsdc.eproc.in> in accordance with the instructions enumerated in **Annexure -III** on or before last date and time of submission.
10. **No Courier/Hand Delivery of physical documents is allowed. In case of any queries, you may contact the undersigned:**

Eligibility Criteria:

SN	Criteria	Documents
a)	The applicant must be a registered legal entity in India; and in existence from at least past 5 years from date of publishing of this REOI. The applicant should be registered under GST Act and with Income Tax department	-Certification of Incorporation -PAN -GST
b)	The applicant should have minimum annual average turnover of Rs. 3 Crore revenue from government school projects during last 03 financial years (2019-20, 2020-21, 2021-22).	CA Certificate with UDIN No
c)	i. Applicant should have experience in working in the vocational ecosystem-education sector for at least 3 (three) financial years. ii. Applicant should have experience of conducting at least 2 government projects of at least Rs. 40 Lakhs each in the last 3 years and out of which at least 1 should be completed satisfactorily.	Signed work order/ Contract /letter of completion from clients along with documentary proof
d)	The applicant must not have been blacklisted by Government of India, any State Government in India or by any multilateral/ bilateral agency.	Undertaking on letter head of the Agency.

Submission of all the valid/legal documents in context to above table is mandatory. Only those agencies whose proposals meet all the eligibility criteria will be shortlisted for empanelment.

Organisation Details

[On the letter head of firm]

Name of the Firm:	
Date of Incorporation of Firm (DD/MM/YY):	
Place of Incorporation:	
PAN Card No. <i>(Copy of PAN card to be attached)</i>	
GSTIN <i>(Copy of GST certificate to be attached)</i>	
Registered Address:	
Turnover of past 3 financial years:	2021-22- INR 2020-21- INR 2019-20- INR
Telephone:	
Website:	
Concerned person's Name and Designation:	
Mobile No:	
Email ID:	

Experience Details

This needs to be submitted as a part of Eligibility Criteria clause (c)

Duration / FY Starting from FY 2022-23	Name of Client	Name of Project	Project Duration	Annual Project Value in INR (Should be at least 40 lakhs)	Description of Projects	Sector (Private/ Government)	Key achievements of the projects	Any other relevant information	Contact Details of Clients for Testimonials
2022-23									
2021-22									

Please add more rows if required.

**Terms of Reference for
Empanelment of Strategic Partner for Education Initiatives at Schools in India**

1. NSDC has invited applications from the interested entities having adequate experience in delivering skill development services, working with schools and expertise in vocational education to submit a Business Proposal to carry out strategic services in the education space across the country in light of National Education Policy 2020 (NEP 2020).
2. During the process of selection of Applicants for empanelment under this REOI, the Applicants shall be under an obligation to inform NSDC if the Applicant undergoes any material changes (internal or external) which may impact the ability of the Applicants to service its obligations under this REOI.
3. The proposal submitted by the applicant shall cover their past experience of working in school and vocational space. Additionally, the proposal must establish the applicant's experience.
4. Strategic Partner shall propose business model scoping the qualitative efforts in existing schools' space in light of NEP 2020 for achieving the objectives of the strategic partnership with NSDC.
 - a. Project description
 - b. Intervention Areas aligned with NEP 2020
 - c. Approach
 - d. Methodology
 - e. Revenue projections
 - f. Revenue model sharing
 - g. Roles and Responsibilities
 - h. Areas of Geographical operations
 - i. Work Plan for 2 quarters
5. The Business Plan must clearly outline the physical and financial targets for NSDC in short term, medium term and long term.
6. NSDC will screen the proposal on the basis set out hereunder and will also conduct a soft due diligence and financial appraisal of the said Proposal.
 - a. Business Plan
 - b. Approach, Methodology & Work Plan
 - c. Credentials of the Applicant based on the past experience in implementing education initiatives aligned with NEP 2020.
7. Upon selection of the Applicant such Applicant shall have to sign a contract with NSDC with respect to its empanelment under this REOI. The final Contract copy shall be provided to the Applicant once it gets selected. Only those selected Applicants shall be considered as "Strategic Partners" which agree to adhere to the mutually discussed terms.
8. The Strategic Partner shall work as per the agreed business plan and generate collaboration to meet the business on its own initiative.
9. Empanelled Strategic Partner will represent NSDC on the ground to carry out extensive networking, bring business, carry out plans to operationalize and meet targets.
10. Strategic Partner will depute required resources to execute and implement the business acquired.
11. The Strategic Partners will be awarded with rights to carry out business in collaboration with NSDC as per the Business Plan and other relevant document submitted.
 - a. The Empanelled Partners shall be entitled to avail the benefits as mentioned in this REOI, hereinabove.

- b. **Monitoring:** NSDC will monitor and evaluate the performance of the Strategic Partners keeping in mind their Business Plan on a weekly basis. The Empanelled Partners are expected to achieve at least 75% (seventy five percent) of the numbers mentioned on the Business Plan for the each of the respective months. In case any Empanelled Partner fails to achieve the projected performance in the first two consecutive months, a caution notice may be issued to such Empanelled Partner to improve the performance in the next month. If the partner fails to perform as per the Business Plan even after for the next three months and without any justified explanation of non-performance, NSDC may, in its sole discretion, out rightly cancel the empanelment of Strategic Partner, or appoint any other entity in addition to the earlier empanelled Strategic Partner. In appointment of additional Strategic Partner, NSDC may choose from the Applicants who have responded to this REOI.

12. Roles And Responsibilities of Strategic Partner(s):

In line with the proposed business model as mentioned above, Strategic Partner shall:

- i) Adhere to the guidelines as per the contract.
- ii) Formulate areas and business specific strategies for maximizing value addition to the entire project.
- iii) Meet the operational and financial milestones as agreed in the Business Plan
- iv) Work in coordination with NSDC business team and provide periodic updates as per mutual agreement.
- v) Facilitate end to end operational execution of the program to achieve the desired outcome by meeting, liaising, strategizing with the relevant stakeholders.
- vi) Undertake immediate actions on the feedback and escalation, if any, from the stakeholders
- vii) Ensure MIS and dashboards are updated through Skill India Portal (“SIP”)
- viii) Follow a coordinated approach in achieving the above objectives for maximizing the benefits over time and space and in reaching out the target group.

Letter Head of the Firm

Declaration

Date:

To whomsoever it may concern

I/We hereby solemnly take oath that I/We am/are authorized signatory and hereby declare that I / Our firm/ Agency/ Institute/Company/Organization do not face any sanction or any pending disciplinary action from any authority against our myself/ firm / Company /Organization or partners."

Further, it is also certified that our firm has not been blacklisted by any government or any other donor/partner organization.

In case of any further changes which effect of this declaration at a later date; we would inform NSDC accordingly.

Authorized signatory
(With seal)

DEFINITIONS:

1. **C1 India Private Limited:** Service provider to provide the e-Tendering Software and facilitate the process of e-tendering on Application Service Provider (ASP) model.
2. **NSDC e-Procurement Portal:** An e-tendering portal of National Skill Development Corporation (“NSDC”) introduced for the process of e-tendering which can be accessed on <https://nsdc.eproc.in>.

Pre-requisites:

- a) It is mandatory for all the bidders to have Class-III Digital Signature Certificate (With Both DSC Components, i.e. Signing & Encryption) from any of the licensed Certifying Agency under CCA, Ministry of Electronics and Information Technology, Government of India to participate in e-tendering portal of NSDC. Bidders can see the list of licensed CA's from the link www.cca.gov.in
- b) C1 India Pvt. Ltd. also facilitate Class III Digital Signature Certificate (With Both DSC Components, i.e. Signing & Encryption) to the bidders. Bidder may contact C1 India Pvt. Ltd. at mobile no. +91-7291981138 for DSC related queries or can email at vikas.kumar@c1india.com.
- c) To participate in the online bidding, it is mandatory for the Applicants to get themselves registered with the NSDC e-Tendering Portal (<https://nsdc.eproc.in>)
- d) System Requirement/ Registration Manuals/ Bid Submission Manuals are available at the NSDC eTendering Portal (<https://nsdc.eproc.in>)
- e) For helpdesk, please contact Help Desk Nos. +91-124-4302033 / 36 / 37
- f) Participant are requested to email their issues to helpdesk at nsdcsupport@c1india.com. This will help serving the participant better
- g) The amendments/ clarifications to the tender, if any, will be posted on the NSDC eTendering Portal (<https://nsdc.eproc.in>)
- h) The Bidder may modify or withdraw their bid after submission prior to the Bid Due Date. No Bid shall be modified or withdrawn by the Bidder after the Bid Due Date and Time.
- i) It is highly recommended that the bidders should not wait till the last date of bid submission to avoid complications like internet connectivity issue, network problems, system crash down, power failure, browser compatibility issue, system compatibility issue, improper digital signature certificate problem etc. In view of this context, neither M/s National Skill Development Corporation nor M/s. C1 India Pvt. Ltd will be responsible for such eventualities.