

Government of Meghalaya
Meghalaya State Skill Development Society (MSSDS)

ENGAGEMENT OF ERP EDUCATION PARTNER
FOR STUDENTS OF MEGHALAYA
EOI No. MSSDS/394/EOI-Gen/2022/28, Dated: 10th March, 2022

Response to Pre-bid Queries/Comments

Reference Page No.	Clause Description	Clarification/ Recommendations	Response / Remarks
Page 3	An amount of Rs.2.5 Crore (Rupees Two Crore Fifty Lakhs only) has been earmarked for the same under the State Plan Fund.	EOI States that 2.5CR is earmarked. Does this count for 2000 students? If Yes this budget will not be sufficient. Kindly Confirm the actual no. of Students. Hope this budget doesn't include Infrastructure Cost?	INR.2.5 cr is the Budget. The Financial Bid shall be evaluated on a per trainee cost. The Bidder is to propose the number of students. It is envisaged that the trainings will be conducted in colleges with existing infrastructure.
Page 3	Note: The maximum Trainer: Trainee ratio permissible is 1:30. MSSDS would not be responsible for making a minimum number of candidates available.	1) The delivery cost per student will increase in 1:30 model, we recommend for 1:50. 2) Once we have the minimum batch size mutually agreed upon, we will start the batch accordingly. Hope this works.	1) It is felt that 1:30 ratio will ensure training effectiveness. Hence, no change. 2) The minimum batch size will vary based on the training location. The selected bidder may start the batch as deem feasible. The selected bidder will also be responsible for completing all trainings with the agreed timelines as per Contract.

Page 4 - D	PAYMENT TERMS - As per EOI	<p>Payment terms mentioned in EOI are not viable, reason being License and Service cost has to be paid in advance. Keeping that in mind we recommend following terms as accepted by/in most of the govt skilling projects.</p> <ol style="list-style-type: none"> 1. Advance payment at the time of LOA (Letter of Acceptance): 40% of Total Contract Value 2. Release of 1st Login / start of training (TOT or Students Training): 40% of Total Contract Value 3. Completion of Training Program: 10% of Total Contract Value 4. Certification / Closure of the Program: 10% of Total Contract Value 	Revised Payment Terms at Annexure I.
Page 4 - E.2	Liaison with colleges in the State for conducting the training.	We recommend to have the govt order released to all the colleges about this opportunity of Skilling for students. One SPOC from Govt to initiate the discussions and review the work post which we will liaison with colleges and enrolls the students	Discussions with colleges in Shillong has already been initiated and will be taken up in Tura and Jowai as well. It is envisaged that the colleges will provide the infrastructure for training. Student mobilization and enrolment will be the responsibility of the selected Bidder.

Page 7 - I.2	<p>GENERAL TERMS & CONDITIONS - The selected Education Partner/s will have to deposit a Demand Draft of 5% of the total project cost in favour of the “Meghalaya State Skill Development Society” within 15 days from the date of issue of the Work Order as Security Deposit which will be released on successful performance and satisfactory completion of the contract.</p>	<p>Instead of DD as a replacement we propose for a Bank Guarantee (BG). Provided above payment terms suggested can be considered, as financial viability is not possible with existing terms.</p>	<p>DD replaced with Bank Guarantee as proposed.</p>
Page 7 - I.4	<p>The rates quoted by the applicant must remain valid upto 180 days from the date of submission of the EOI. In case of delay in Award of Contract, the selected Education Partner/s may be requested to extend validity period, if mutually agreed upon.</p>	<p>SAP ERP is a global cloud product and has global pricing in EUROS converted to local currency in respective countries. Due to the fluctuation of currency value the price protection is not viable for more than 60 Days.</p>	<p>As delays in the process of tendering are unforeseeable, the validity period cannot be less than 90 days from date of submission. Hence, the validity period is revised to 90 days from the date of submission.</p>
Page 9 - 2.6	<p>Technical Proposal Evaluation: Number of ERP Training Centres</p>	<p>Due to COVID Pandemic situation across India the trainings have gone virtual. Pre pandemic we had 15+ centers. If situations gets better, we may consider reopening of centers, until then will continue</p>	<p>Evaluation criteria 2.6 removed and 5 marks reallocated Evaluation criteria 2.7 “Number of Students trained (overall)”</p>

		to be on Virtual mode. But we have experience of running ERP training Centres which will come handy	
Page 10 - 2.9.F	Guaranteed percentage Placement	We propose for 'Guaranteed Interviews' instead of 'Guaranteed Jobs'. Once SAP Certified Sufficient Opportunities will be available for all students. We can fix percentages for the same instead	The matter will be discussed and deliberated upon and the decision will be shared during the Pre-Bid meeting scheduled on 24/3/2022.

D. Payment terms

S.No	Indicative Milestones to be Achieved	T = Time line (in Calendar Days)	Payment Schedule
1	Signing of Contract ¹	T ₀	
2	Submission of draft Inception Report including: Project mobilization Plan, Training center location and infrastructure Placement of resources, Activity implementation schedule, Training plan, M&E plan, Curriculum and Course Modules.	T ₁ = T ₀ + 15	10%
3	Commencement of training and release of 1 st log-in for the total training target	Within 15 days of the submission of training commencement reports and log-in details for the total target.	40%
4	Placement of 100% of guaranteed placement target youth post training	Within 15 days of the submission of Placement reports	40%
5	The Final Tracking Reports / Project Completion Reports	15 days before the Contract Completion Period	10%

¹10% as mobilization advance if required on submission of advance bank guarantee