EXPRESSION OF INTEREST (EOI) FOR SELECTION OF

NODAL TRAINING PARTNER FOR

SKILL DEVELOPMENT SERVICES

The Kerala Agro Industries Corporation Ltd.

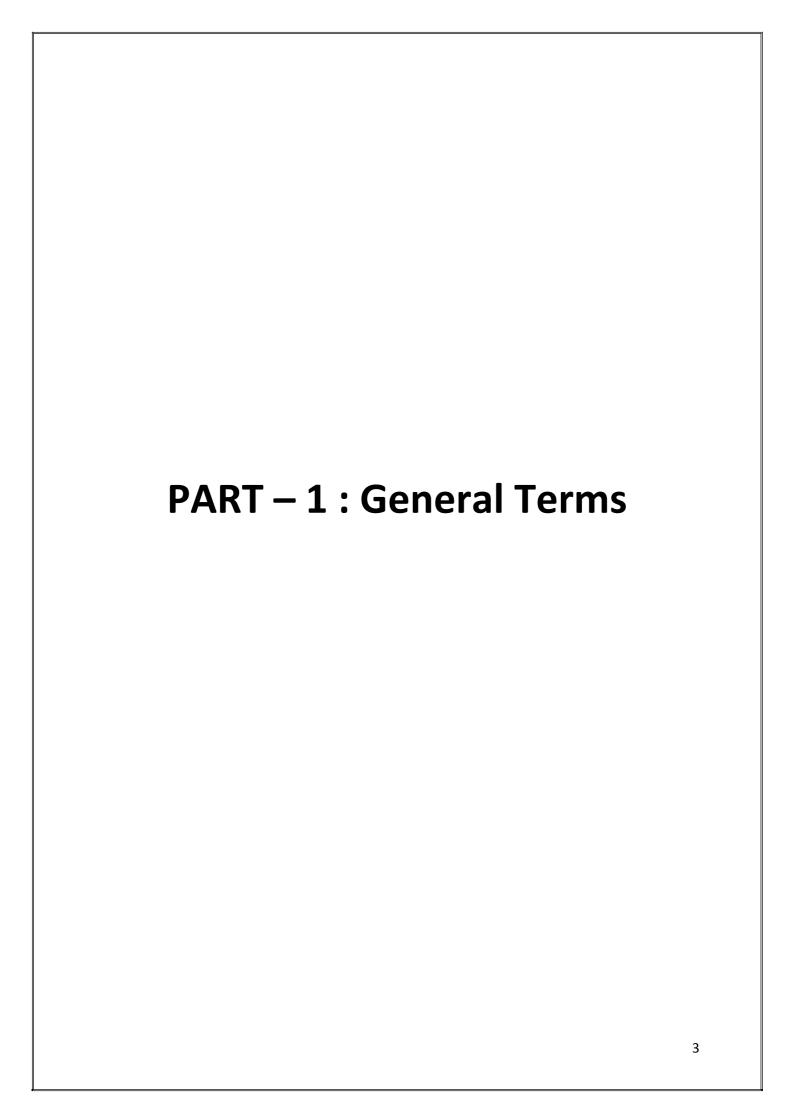
(Joint venture of Government of India and Government of Kerala)

KissanJyothi, Fort, Thiruvananthapuram- 695 023

PH: 0471 2471343,344,345

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1. DISCLAIMER

The Kerala Agro Industries Corporation Ltd.(KAIC) invites Expression of Interest (EOI)from agencies for providing services as Nodal Training Partner (NTP) of KAIC for National/State Level Skill Development Programmes.

The objective of this document is to solicit expression of interest from eligible firms to be short listed for consideration and further processing.

The purpose of this EOI document is to provide the firms with information to assist the formulation of their proposals. This EOI document does not purport to contain all the information each firms may require. This EOI document may not be appropriate for all firms and it is not possible for KAIC to consider the business/investment objectives, financial situation and particular needs of each firm, who reads or uses this EOI document. Each firm should conduct its own investigations and analysis and should check the accuracy, reliability and completeness of the information in this EOI document and wherever necessary obtain independent advice from appropriate sources.

KAIC and its respective employees shall incur no liability under any law, statute, rules or regulations, as to the accuracy, reliability or completeness of this EOI document. KAIC may,in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information in this EOI document.

2. OBJECTIVES OF THIS EXPRESSION OF INTEREST (EOI)

Government of India, acknowledging the critical importance of skill development as an instrument for the nation's overall development, remains deeply committed to dissemination of skills, both as a crucial engine of economic growth and as a tool for increasing productivity, solution for unemployment/ un-employability and improved quality of life for common man. Coordinated and concentrated effort is needed for reaping the benefits of various skill development initiatives.

In this scenario, for a systematic and effective implementation of various skill development training programmes (State and Central Government programmes), it is inevitable to select a Nodal Training Partner for KAIC for organizing the coordination and implementation of various National/State Level training programmes. This initiative is in line with the National Skill Development Policy of Govt. of India, which aims at bringing in considerable improvement in the quality of the abundant resource of working age population in India.

The objective of this EoI is to solicit proposals from training providers for providing services as Nodal Training Partner (NTP) of KAIC for National/State Level Skill Development programmes. The selected agency will be responsible for Industry-Institute Linkage Training Programmes (IILT Programmes), RPL(Recognition of Prior Leaning) programmes and other up skilling programmes through several campuses including Govt./aided/unaided Engineering Colleges, Polytechnic college, Arts & science colleges, VHSE & similar institutions across India for and on behalf of KAIC, Kerala.

At present KAIC is entrusted to conduct Orientation program for 42000 participants in various courses related with Agriculture and Agricultural Engineering all over Kerala under PMKVY Scheme within in the current financial year.

In addition to providing the above services, the Nodal Training Partner will also be responsible for enhancing the services/functionality of other skill development programmes entrusted by KAIC.

The EoI intends to bring out the details with respect to the scope of services that are deemed necessary to share with the interested bidders.

3. EOI ISSUING AUTHORITY

This Expression of Interest (EoI), issued by Kerala Agro Industries Corporation Ltd. (KAIC), a premier organization in the agricultural sector, was incorporated in the year 1968 jointly by the Govt. of India and Govt. of Kerala, is intended to select potential Nodal Training Partner (NTP). KAIC's decision with regard to the selection of Nodal Training Partner (NTP) through this EoI shall be final and the KAIC, reserves the right to reject any or all the bids without assigning any reason.

| SI. No. | Item | Description |
|------------|---------------------------|--|
| 1. | Project Title | Selection of Nodal Training Partner (NTP) for National/State Level Skill Development Programmes |
| 2. | Project Initiator Details | |
| | Organization | The Kerala Agro Industries Corporation Ltd. |
| | Contact Person | Managing Director |
| | | The Kerala Agro Industries Corporation Ltd. |
| | | Thiruvananthapuram |
| | | Ph: 0471 - 2471343 |

TENTATIVE CALENDAR OF EVENTS

| S. No | Milestone | |
|----------|---|---------------------|
| 1. | Release of Expression of Interest (EoI) | 27.07.2017 |
| 2. | Last date for submission of Eol | 05.08.2017, 3.00 PM |
| 3. | Opening of Eol Responses | 05.08.2017, 4.00 PM |

4. AVAILABILITY OF THE EOI DOCUMENTS

The hardcopy of the EoI documents including Application form will be issued from Head Office of the Kerala Agro Industries Corporation Limited at the address specified below on a payment of Rs.1000/- (Rupees One Thousand only) towards the fee of EoI document from 27.07.2017 to 05.08.2017, 2.00 PM during office hours or can be downloaded the document from website www.keralaagro.com and deposit Rs.1000/- by way of D/D in favor of Managing Director, KAICO and payable at Trivandrum. The bidders are expected to examine all instructions, forms, terms, project requirements and other details in the EoI documents. Failure to furnish complete information as mentioned in the EoI documents or submission of a proposal not substantially responsive to the EoI documents in every respect will be at the bidder's risk and may result in rejection of the proposal.

Corporate Office:

The Kerala Agro Industries Corporation Ltd.

Kissan Jyothi, Fort, Thiruvananthapuram- 695 023

Tel: 04712471344,343,345

Tele fax: 0471- 2463188

E-mail: kaicohotech@gmail.com

6. EOI PROCESSING FEES

A non-refundable processing fee for Rs. 10,000/- (Rupees Ten Thousand only) in the form of

a Demand Draft drawn in favor of Managing Director, KAICO payable at

Thiruvananthapuram has to be submitted along with the EoI Response on the prescribed

date at the address specified above. Bids received without Eol Processing fees and Eol

document fee shall liable to be get rejected.

7. VENUE & DEADLINE FOR SUBMISSION OF PROPOSALS

Proposals, in its complete form in all respects as specified in the EoI, must be submitted to

The Kerala Agro Industries Corporation Ltd., at the address specified above in on or before

05.08.2017, 3.00 PM

KAIC may, in exceptional circumstances and at its discretion, extend the deadline for

submission of proposals by issuing an addendum to be made available on the KAIC's

website, in which case all rights and obligations of KAIC and the bidders which were

previously subject to the original deadline will thereafter be subject to the deadline as

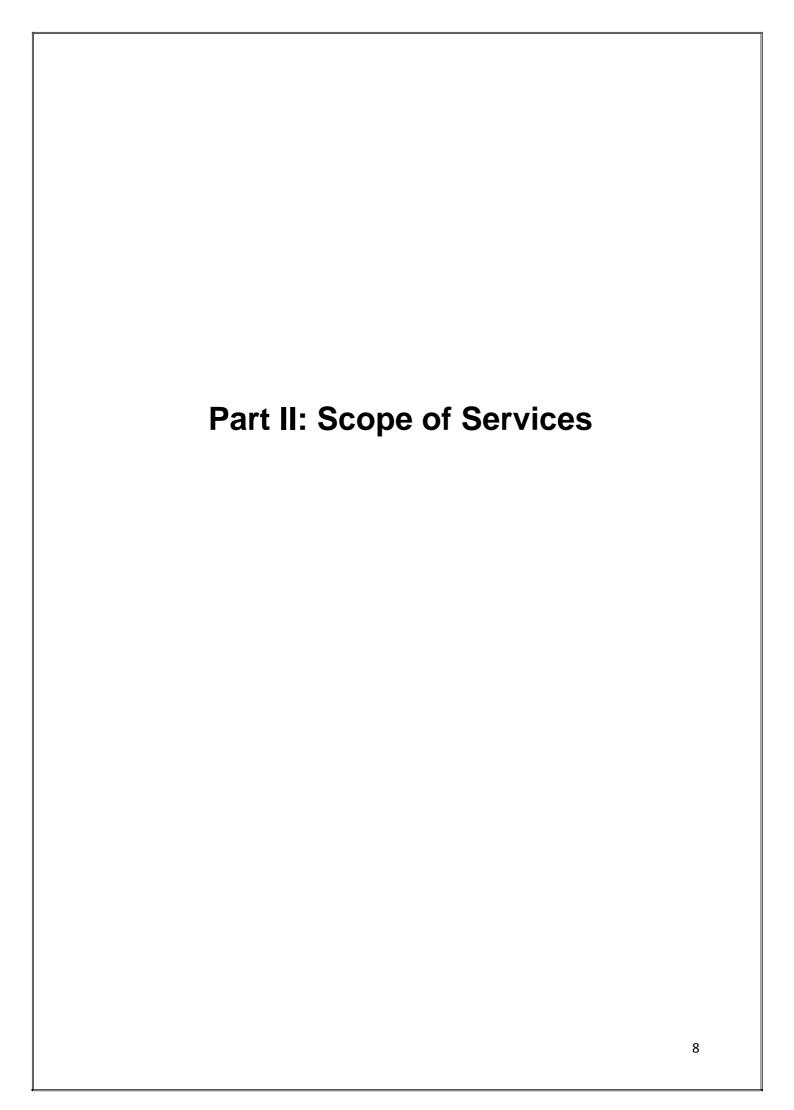
extended.

The bidders should be responsible to ensure that the EoI reaches the KAIC within the time

prescribed. Receipt of EoI after the last date and time will not be considered and the KAIC

will not be responsible for any postal delay.

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1. BACKGROUND

The Kerala Agro Industries Corporation Ltd., a premier organization in the agricultural sector, was incorporated in the year 1968 jointly by the Government of India and Government of Kerala, having its registered office at Kissan Jyothi, Fort, Thiruvananthapuram, with the object of promoting agro based Industries in the State of Kerala, for the production of farm equipments, Machinery and implements required for the development of agriculture in the State and to cater to the needs of the farming community. The Kerala Agro Industries Corporation Ltd hereinafter referred to as the KAIC.

2. DELIVERABLES

<u>Deliverable 1: Integration of various KAIC Skill Development training programmes</u> with National Skills Qualification Framework and NSDC Qualification Pack

- A) The selected agency has to plan, organize and coordinate the works related to integration of KAIC Skill Development Programmes to National Occupational Standards by mapping the programmes into Qualification Packs of NSDC in the relevant sector.
- B) To organize, implement and monitor the NSDC/KAIC Skill Development training programmes through the skill development cells like CE-Cells, IIPC Cells, EMD Cells, of various institutes all over India.

<u>Deliverable 2: Establishment and coordination of KAIC/NSDC Satellite Centers/Skill</u> <u>Test Centers</u>

Establish the Skill Development Satellite Centers of KAIC and organize, implement and monitor various NSDC/KAIC skill development programs as per the industrial demands. The responsibility entrusted with KAIC Nodal Training Partner is to associate with various industries in respective skill sectors in order to enhance the quality of the training program and to cope up with the latest trends in various sectors under the KAIC community college education scheme.

Deliverable 3: Integration of Various State/ Central Govt. projects

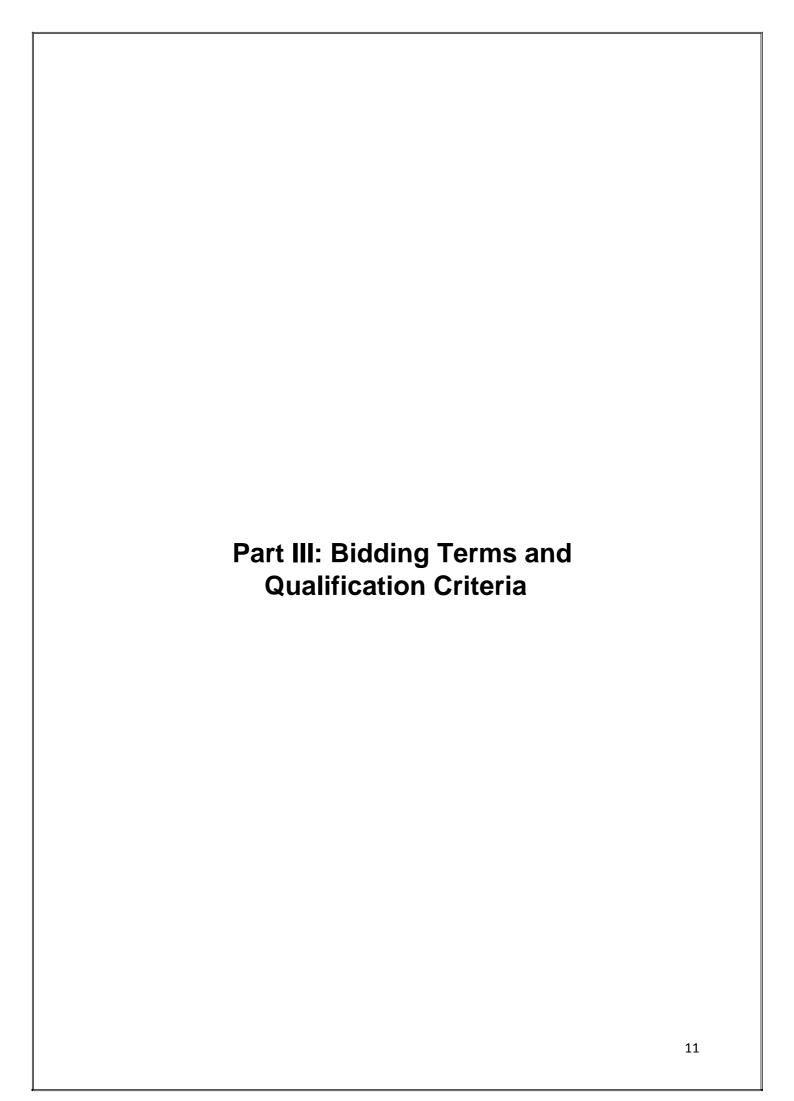
To plan, organize the coordination and implementation of all Central Government skill development projects like NSDC[National Skill Development Corporation], DDU-GKY, Kudumbasree Skill Development Programmes, Community College programmes and State government skill development projects like ASAP[Additional Skill Acquisition Programmes], Skill development projects in association with Government departments, government agencies and local self-government bodies, Industry Institute Linkage Programmes etc.

<u>Deliverable 4: Organizing NSDC/KAIC Skill Development Centre Network for RPL (Recognition of Prior Learning) and Up skilling Programs</u>

To plan, organize & implementation & monitoring of NSDC/KAIC approved Skill Test Centers for Recognition of Prior Leaning [RPL] programs of NSDC/KAIC wherever it necessary or as per the directions from NSDC/KAIC for the people who aspire to get certification as a validation of their skills.

Deliverable 5: Implementation of online MIS

To develop and implement an online MIS [Management Information System] Portal for monitoring and assessment of various activities of the whole NSDC/KAIC Skill Development projects which includes online web portal for registration, tracking of all activities, online examination portal and Placement portals.



1. CONDITIONS UNDER WHICH THIS EOI IS ISSUED

- i) This EoI is not an offer and is issued with no commitment. KAIC reserves the right to withdraw the EoI and change or vary any part thereof at any stage. KAIC also reserves the right to disqualify any bidder, should it be so necessary at any stage.
- ii) KAIC reserves the right to withdraw this EoI if KAIC determines that such action is in the best interest of KAIC or the Government of Kerala.
- iii) Timing and sequence of events resulting from this EoI shall ultimately be determined by KAIC.
- iv) The agreement as a Nodal Training Partner will be valid for one year initially and can be extended on mutual consent based on their performance.
- No oral conversations or agreements with any official, agent, or employee of KAIC shall affect or modify any terms of this EoI and any alleged oral agreement or arrangement made by a bidder with any department, agency, official or employee of KAIC shall be superseded by the definitive agreement that results from this EoI process. Oral communications by KAIC to bidders shall not be considered binding on KAIC, nor shall any written materials provided by any person other than KAIC.
- vi) Neither the bidder nor any of the bidder's representatives shall have any claims whatsoever against KAIC or any of their respective officials, agents, or employees arising out of, or relating to this EoI or these procedures (other than those arising under a definitive service agreement with the bidder in accordance with the terms thereof).
- vii) Applicants who are found to canvass, influence or attempt to influence in any manner the qualification or selection process, including without limitation, by offering bribes or other illegal gratification, shall be disqualified from the process at any stage.
- viii) Payment will be made as per terms and conditions agreed in the MOU.

2. RIGHTS TO THE CONTENT OF THE PROPOSAL

For all the EoI received before the last date and time of bid submission, the proposals and accompanying documentation of the Pre-Qualification proposal will become the property of KAIC and will not be returned after opening of the pre-qualification proposals. KAIC is not restricted in its rights to use or disclose any or all of the information contained in the proposal and can do so without compensation to the bidders. KAIC shall not be bound by any language in the proposal indicating the confidentiality of the proposal or any other restriction on its use or disclosure.

3. ACKNOWLEDGEMENT OF UNDERSTANDING OF TERMS

By submitting a proposal, each bidder shall be deemed to acknowledge that it has carefully read all sections of this EoI, including all forms, schedules and annexure hereto, and has fully informed itself as to all existing conditions and limitations.

4. LANGUAGE OF PROPOSALS

The proposal and all correspondence and documents shall be written in English.

5. PRE-QUALIFICATION CRITERIA

The Kerala Agro Industries Corporation Ltd. (KAIC) reserves its right to subject the bidders to security clearances as it deems necessary. The invitation for EoI is open to all entities registered in India who fulfill qualification criteria. The Bidder should satisfy all of the criteria below, on its own:

- a) The participation is restricted to organizations registered in India and they must have a registered head office/branch office in Kerala State.
- b) The Organization should be a society registered under Societies Registration Act XXI of 1869 or a Trust registered under Indian Trust Act 1881 or a company registered under Indian Companies Act 1956 or a Registered Partnership Firm or a Proprietary Firm, having a minimum of five years

existence as on 30th June 2017, as evidenced by the Certificate of Registration/Incorporation issued by the Authority concerned.

- c) The organization should have a minimum of five year experience as on 30th June 2017, in coordination/implementation of skill development training related to Agriculture/ Agricultural Engineering in the State of Kerala.
- d) The Organization must have audited Balance sheet and final accounts for a minimum of three financial years as on 31st March 2017.

6. RESPONSE REQUIREMENTS

- a) The response to the EoI shall be prepared in accordance with the requirements specified in this EoI and in the format prescribed in this document for each of the above mentioned qualifying criteria as proof of having the minimum requirements.
- b) Proposals must be direct, concise, and complete. All information not directly relevant to this EoI should be omitted.
- c) The EOI document should be submitted in a sealed envelope clearly super scribed as "SELECTION OF NODAL TRAINING PARTNER OF KAIC FOR NATIONAL/STATE LEVEL SKILL DEVELOPMENT PROGRAMMES" along with the supporting documents duly signed by the authorized signatory and must reach the office of KAIC on or before 05.08.2017, 3.00 PM
- d) The proposal should contain the copies of references and other documents as specified in the EoI.
- e) KAIC will not accept delivery of proposal in any manner other than that specified in this EoI. Proposal delivered in any other manner shall be treated as defective, invalid and rejected.
- f) The participating bidders firm shall make presentations related to the information sought in response to this EOI.
- g) Joint ventures or consortium of two or more companies is permissible for collaborative programmes if any, for the successful completion of the programme.
- h) The participating bidders shall bear all the costs for participation in the EOI process including preparation of responses to the EOI and must be ready to

undertake this activity on its own.

7. AMENDMENTS IN EOI DOCUMENT

At any time prior to deadline for submission of EoI documents, KAIC may for any reason, modify the document. The prospective Proposers having received the document shall take notice of the amendments through e-mail/website and such amendments shall be binding on them.

8. PREPARATION OF PROPOSAL

- a) The Proposer is expected to examine all the instructions, guidelines, terms and conditions and formats in the Eol Document. Failure to furnish all the necessary information as required by the Eol Document or submission of document not substantially responsive to all the aspects of the document shall be at Proposer's own risk and may be liable for rejection.
- b) The Proposers' shall comply with the following requirements during preparation of the Proposal:
 - i. The Proposer is expected to examine all the instructions, guidelines, terms and conditions and formats in the EoI Document. Failure to furnish all the necessary information as required by the EoI Document or submission of a proposal not substantially responsive to all the aspects of the Document shall be at Proposer's own risk and may be liable for rejection.
 - ii. Any interlineations, erasures or over writings shall be valid only if they are initialed by the proposer or authorized person signing the Proposal.
 - iii. The original and each copy of the Proposal shall be typed or written in indelible ink (if required) and shall be signed by the Proposers or duly authorized person(s) to bind the Proposers to the contract. The letter of authorization shall be indicated by written power of attorney and shall accompany the Proposal. All pages of the Bidding Pre–Qualification Documents, Technical and Financial proposals must be initialed by the Proposer or the person authorized to sign the proposal.
 - iv. In addition to the identification, a covering letter indicating the name and address of the Proposer, to enable the proposal to be returned in

- the case it is declared late, pursuant, and for matching purposes, shall also accompany the proposal.
- v. Proposals received by facsimile shall be treated as defective, invalid and rejected. Only detailed complete proposals in the form indicated above received prior to the closing time and date of the proposals shall be taken as valid.
- vi. Proposers are not permitted to modify, substitute, or withdraw Proposals after its submission, beyond the extent specified herein.

9. SUBMISSION, RECEIPTS, DISQUALIFICATION AND OPENING OF PROPOSALS

- a. Bidding Pre- Qualification Documents, Technical Proposal and the Financial Proposal must be submitted in ORIGINAL HARD COPY.
- b. Bidding Pre-Qualification Documents, Technical Proposal and Financial Proposal shall be sealed in three separate envelopes indicting the following:
 - I. Name of work
 - II. Name of Proposal, viz., Bidding Pre-Qualification documents/ Technical Proposal/ Financial Proposal, as the case may be.
 - III. Address of KAIC
 - IV. Name and address of Bidder
 - V. Due Date of Submission of the Proposal
- c. The Bidding Pre-Qualification Documents in Original should be put in separate envelope, which should be duly sealed and marked clearly as "Bidding Pre-Qualification Documents".
- d. The Technical Proposal in Original should be put in separate envelope, which should be duly sealed and marked clearly as "TECHNICAL PROPOSAL".
- e. Similarly the Financial Proposal in Original should be put in separate envelope, which should be duly sealed and marked clearly as "FINANCIAL PROPOSAL".

The covers containing Technical Proposal and Financial Proposal should be kept in an OUTER MOST envelop, which should be duly sealed and marked clearly as

"SELECTION OF NODAL TRAINING PARTNER OF KAIC FOR NATIONAL/STATE LEVEL SKILL DEVELOPMENT PROGRAMMES".

During the course of evaluation of Proposal, as well as during the tenancy of contract, KAIC has the right to carry out a due diligence in a manner relevant to understand the facts.

10. DISQUALIFICATIONS:

KAIC may at their sole discretion and at any time during the evaluation of Proposal, disqualify any Proposers, if the Proposers have:

- a. Submitted the Proposal documents after the response deadline.
- b. Made misleading or false representations in the forms, statements and attachments submitted in proof of the experience.
- Submitted a proposal that is not accompanied by the required documentation as per BIDDING PRE-QUALIFICATION CRITERIAS mentioned in the part III, section
 5.
- d. Submitted more than one Proposal.
- e. Submitted proposal without EOI processing fee.
- f. Declared ineligible by the Government of India and, or Govt. of Kerala for corrupt and fraudulent practices or blacklisted.
- g. Submitted a proposal with price adjustment/variation provision.
- 11. Any dispute arising out of or in any way connected with this Eol shall be deemed to have arises in Kerala and any courts in Thiruvananthapuram shall have jurisdiction to determine the same. After evaluation of technical proposal, those bidders who qualify will be invited at the time of opening financial proposal. The date of opening of financial proposal will be intimated to technically qualified bidder later.

12. CHECK LIST – DOCUMENTS TO BE SUBMITTED ALONG WITH EOI DOCUMENT

Envelop 1: Bidding Pre-Qualification Documents

- a. Form 1: Application Form
- b. Form 2: Bidding Pre –Qualification Documents.
- c. Annexure 1: Incorporation Certificate
- d. Annexure 2: Copy of PAN card
- e. Annexure 3: Copy of Service Tax registration certificate
- f. Annexure 4: To substantiate the experience of the organization for a minimum of five years as on 30th June 2017 in coordination/implementation of skill development training in the State of Kerala.
- g. Annexure 5: Copy of the audited Balance sheet and final accounts for a minimum of three financial years ending 31st March 2017.
- h. Demand Draft for Eol processing fee of Rs. 10,000/- (Rupees Ten Thousand only) drawn in favor of The "Kerala Agro Industries Corporation Ltd.", payable at Thiruvananthapuram.

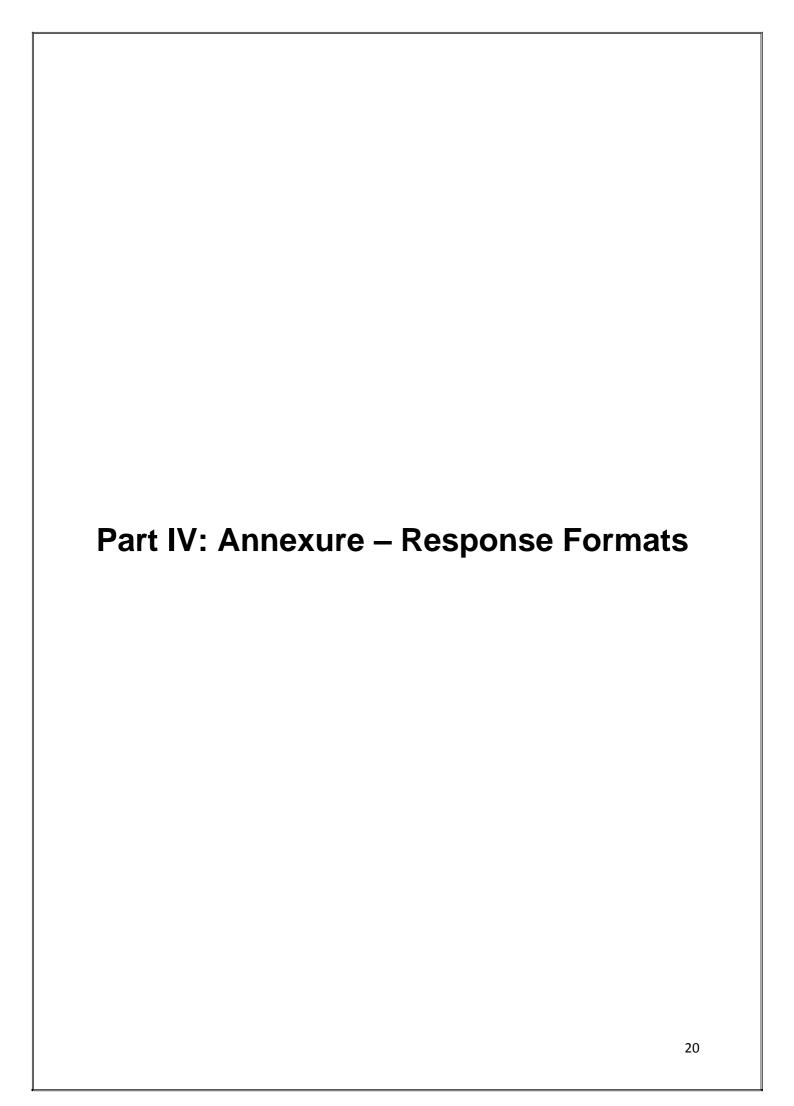
Envelop 2: Technical Proposal

- a. Form 3: Technical Proposal
- b. Project Proposal (Concrete Plan and Method of Operation)
- c. Annexure—1: To substantiate the experience of the organization in skill development training in the State of Kerala in terms of number of persons trained on an annual average basis during the last three years.

- d. Annexure 2: Certificate from a practicing Chartered Accountant to substantiate the average Annual Turnover from the coordination/implementation of skill development training during the last three years.
- e. Annexure 3: Copies of Recognitions, Affiliations, Accreditations, Agreement, MoU with government of India/ Govt. of Kerala PSUs/Departments, related to the skill development training activities.
- f. Annexure 4: Certificate issued by NSDC or MoU /Agreement executed with NSDC, to substantiate the NSDC Training Partner status of the Organization and term sheet issued by NSDC to substantiate the details of approved skill sectors.
- g. Annexure-5: Copies of MoU/ work order to substantiate the Nodal Training Partner status of the organization with any Government agencies/PSUs in skill development training programs.
- h. Educational qualification of the employees of the organization.

Envelop 3: Financial Proposal (Separate sealed cover)

- a. Form 4: Financial Proposal
- b. Form 5: Submission of Revenue Sharing



Form – 1

Application Form

| 1. | Name of the firm | |
|----|--|--|
| 2. | Address of Registered Office | |
| 3. | Address for communication | |
| 4. | Date of Incorporation (Attach Copy of registration certificate as annexure 1) | |
| 5. | PAN Number (Attach Copy of PAN Card as annexure 2) | |
| 6. | Service Tax Registration Number (Attach Copy of registration certificate as annexure 3) | |
| 7. | Years of experience (Proof to be attached) | |
| 8. | Details of Contact Persons a. NAME b. DESIGNATION c. CONTACT TEL. NO. d. MOBILE NO. e. FAX NO. f. EMAIL ID g. POSTAL ADDRESS | |

Signature Full Name, Designation Address (Authorized Representative)

| Form - 2 |
|---|
| BIDDING PRE-QUALIFICATION DOCUMENT SUBMISSION FORMAT (To be filled in following format in firm's letter head) |
| From |
| То |
| |
| Sir, |
| Subject: Bidding Pre-Qualification Document Submission for the Nodal Training Partner (NTP). |
| I/Weherewith encloses |
| the Bidding Pre-Qualification Documents for selection of our organization as a Nodal |
| Training Partner (NTP) for the co-ordination and implementation of KAIC/NSDC Programmes. |
| Yours faithfully, |
| Signature |
| Full Name |
| Designation |
| Address |
| (Authorized Representative) |

| Form | - | 3 | |
|------|---|---|--|
| | | | |

TECHNICAL PROPOSAL FORMAT

| From | |
|---|---------------------------------------|
| То | |
| | |
| Sir, | |
| Subject: Technical Proposal for th | e Nodal Facilitation Support Partner. |
| I/We Technical Proposal for selection of our organizat of Skill Development Training imparted by KAIC. | |
| | Yours faithfully, |
| Signature | |
| Full Name Designation Address | |

Form - 4

FINANCIAL PROPOSAL

(Separate sealed cover)

| From | |
|--|-------------------|
| То | |
| | |
| Sir, | |
| Subject: KAIC Nodal Facilitation Support Partner- Financial Proposal | Regarding |
| I/Weh encloses Financial Proposal for selection of our organization as Nodal Facil Support Partner for all types of Skill Development Training imparted by KAI | itation |
| | Yours faithfully, |
| Signature | |
| Full name | |
| Designation | |
| Address | |
| (Authorized Representative) | |

Form – 5

SUBMISSION OF REVENUE SHARING

| To, | | Date: Place: |
|---|--|--|
| | | |
| Dea | r Sir/Madam, | |
| | Sub: Submission of revenue sharing. | |
| 1. | We have gone through the EOI Document and annexure theret abide by all the terms and conditions mentioned therein. | o and we agree to |
| 2. We, the undersigned offer to perform the coordination and implementation kinds of training programs which will be originated after the execution of magreement in accordance with the terms and conditions contained in the Document and quote our Fee share as given below: | | xecution of mutual |
| | Percentage of the revenue expressed to be offered by the App | plicant to KAIC |
| | | raining projects. |
| | Note: The financial quote should include Consulta verification charges, boarding and lodging costs, hum management fee, operating expenses, housekeeping and stationary, marketing and and all other Tax and duties and successful running of the project specified. | man resource, maintenance, |
| 3. | The Fee Share quoted by us is after taking into all the terms and in the EOI document, our own estimates of cost and all the caffect the offer. | d conditions stated onditions that may |
| 4. | The Fee Share quoted by us is valid for the entire period of the year. There shall not be any escalation of the Price quoted. | ne Contract of one |
| | Name: | |
| | Designation: | |
| | Duly authorized to sign Proposal for and on behalf of | |
| | Place | |
| | Date: Signature of the Bidder with | seal |