

Pre Bid Meeting - Remarks of Technical Committee

S. No.	Page	Section	Sub Section	Bidders remarks/queries	KASE Technical Committee Remarks
1	6	2	2	The proposed scope of the engagement in the RFP is vast and requires adequate planning to respond to the proposal along with providing right details of credentials and profiles positioned for the engagement. Hence the last date of submission of proposals may be extended	Please see Date Corrigendum
2	11	5	5.2	This clause states that various government initiatives to be evaluated. Can you please list down the initiatives to be studied or the name of the department(s) and the initiative area to be considered?	The short term skill development schemes being conducted by the following organisations are to included: <ul style="list-style-type: none"> o KASE o ITD o ASAP o VHSE o Kudumbashree o ICT Academy for Kerala o K-DISC o HLL o KELTRON o RUTRONIX o BSNL o REACH (Under Women Development Corporation) o SC Dept. o ST Dept.

3	12	5	5.2	Can we rationalize the number of sectors considering that the state / districts may not have presence in all sectors?	<ul style="list-style-type: none"> o Lead Banks in Kerala o Jan Shikshan Sansthan(JSS) o Nehru Yuva Kendras o RSETI <p>In addition to the state funded skill training programmes, two leading central funded schemes should also be included.</p>
					Yes
4	12	5	5.3	on conducting such studies that the respondents could be reluctant to provide honest responses and feedback when the discussions are being recorded on video. Therefore, while we shall make all efforts to facilitate video-recording, we request KASE to provide some flexibility on this requirement so as to ensure that the quality of responses is not diluted.	Videography shall be exempted in cases, where the consent is denied by the target group. In this case written approval of MD, KASE is mandatory.
				Penalty – Given the extensive nature of field research required and availability of stakeholders for interactions, request if the penalty clause can be relooked at and quantum of penalty be capped at 10% of the installment amount?	Please see Corrigendum

5	13, 14	5	5.5	§ For various stakeholder interactions , request KASE to support in identifying and facilitating discussions with relevant stakeholders wherever possible.	KASE shall support the selected agency to connect with District Skill Committee and through DSC, other stakeholders can be contacted
6	15	5	5.6	§ Can you please provide clarity to how to classify an industry as cluster based or non-cluster based ? § Will KASE provide data or give a list of pre-identified clusters in the State ?	The agency is expected to identify. District Industries Centre may be contacted
7	15	5	5.6	§ Can you please clarify on the number of FGDs per district ?	Please see Corrigendum
				§ If certain districts are classified as rural, will there be relaxations in urban youth sample size in such districts ?	Yes. However, the agency should statistically validate reason for deviations, if any.
8	16	5	5.7	Relaxations in the criteria may be considered	Please see Corrigendum
9	16,17	5	5.7	§ Should we provide CVs for members of the Back end Team and Enumerators.	No
				§ Request KASE to assist in sourcing enumerators – Anganwadi workers	KASE shall not assist in sourcing enumerators.
10	17	5	5.8	§ Request to clarify whether the deliverables are meant to be used for client use only or will they be circulated to any third party.	Will be circulated to various stakeholders
11	19	5	5.9	Payment Terms	Please see Corrigendum

12	19	6	6.3	§ Request if you can consider only overall Annual Turnover, as it might not be possible to separately provide revenue/turnover from research and development projects ?	only overall Annual Turnover is considered for eligibility criteria
13	20	7	7.1	§ We understand that this is not limited to skill gap studies and that that evaluation study/tracer/impact assessment and/or other related studies with any State Government/Central Government/ multilateral funding agency of value >= INR 30 lakhs across any sector/ domain will be considered as relevant experience	YES
14	20	7	7.1	Whether full time deployment mean deployment of resources on the client premises.	Resources need not be stationed at client premises. However, should be available for meetings/ discussions/ telecon as and when required.
15	20	7	7.1	§ Given the team size is large – 11 members and some of these profiles are very specialized, we request KASE to allow the bidder to have associations with external experts, while taking full responsibility for the quality and timeliness of the work to be performed by the external expert.	Subject matter experts may be on retainer/ consultancy based.
16	20	7	7.1	§ Request you to clarify on the number of profiles required for each role :	Please see Corrigendum

17	27	14	14.5	We request KASE to allow sub-contracting/ consortium for efficient and timely conduct of the study. We understand that the Lead Bidder shall take full responsibility for the effective conduct of the study and shall handle all interactions and reporting with KASE.	Consortium is not allowed. All major tasks should be done by the agency directly.
18	42	Annexure 7	Annexure 7	§ Given that digital platform which will have to be deployed will need to have best in class features and this is also a specialized requirement, we request you to consider allowing digital platform of third parties / sub-contractors to be showcased as part of Annexure-7.	digital platform of third parties, purchased by the bidder shall be considered.
19				Class 5.7-Qualification of Team members may be relaxed for Govt agencies	No change in RFP Clause
20				Class 6.4- As auditing process in ongoing, it may be relaxed to submit the audited turn over certificates	No change in RFP Clause
21				Class 7.1-Technical Evaluation process may be relaxed for Govt institutions	No change in RFP Clause
22	10	5. Scope of Work	5.2. The Specific Areas of Study.	We understand that list of industries and the list of organized and unorganized sectors of primary, secondary and tertiary sectors will be provided by KASE. Please confirm	Included in the scope of the selected agency.
23	10	5. Scope of Work	5.2. The Specific Areas of Study.	Does the KASE expect that agency will assess the curriculum of specific/all trades/courses? Please confirm on this.	The agency is expected to evaluate the existing short term training courses and to provide remarks on

					whether the curriculum should be revamped or not
24	10	5. Scope of Work	5.2. The Specific Areas of Study.	suggest the three-target respondents	The agency is expected to do the required research to identify the stakeholders for the study. Methodology should be presented by the agency
25	11	5. Scope of Work	5.2. The Specific Areas of Study.	We understand that employed with will be covered under skilled youth for understanding their requirement of skill upgradation and skilled unemployed youth will be kept out the purview of this category.	Both employed and un employed should be included
26	11	5. Scope of Work	5.2. The Specific Areas of Study.	To understand the need of the these categories we need to capture the information from these respondents. Does the KASE will provide the details of the prisoners released from jail? Please confirm	Details of beneficiaries cannot be provided by KASE. KASE will facilitate the interaction with the officials, as per request
27	11	5. Scope of Work	5.2. The Specific Areas of Study.	We understand that infrastructure here refers to the infrastructure of Govt ITI and private Training partners.Please confirm	All the existing infrastructure under both Government and Private sectors are to be included. I is not limited to Govt. ITIs and Private Training Partners alone.

28	12	5. Scope of Work	5.2. The Specific Areas of Study.	We comprehend that academic institutions here refers to the govt. ITI, private training partners and vocational schools/colleges.	Academic institutions refers to all the technical, vocational and professional educational institutions in the State.
29	12	5.3. Implementation milestone and payment terms	Penalty Grid for delayed submission	We understand that this penalty will be waived off if the delay in approval of deliverables happened from KASE team? Please confirm	Among the deliverables, No. 3,4,5,6,7,8,10,11 mentioned in clause 5.8 requires KASE Approval . The waiver of penalty shall be considered after analyzing the date of submission and the completeness of documents submitted.
30	13	5.6. The study requires interactions with the following stakeholder groups at the state and district level:		Based on our previous experience, we comprehend that sample coverage for employers (enterprises) and industry association will be different.Please confirm.	Yes

31	13	5.6. The study requires interactions with the following stakeholder groups at the state and district level:		We understand that the list of labour unions from organized and unorganized sectors will be provided to the selected agency by the KASE.	NO
32	19	6. GENERAL ELIGIBILITY/P RE-QUALIFICATION CRITERIA	6.4	With respect to the extension of company financials submission provided by the government, we request to consider the Avg. Annual turnover of Financial years 16-19 instead.	No change in RFP Clause
33	13	5.4. Deployment of Digital Platform for Study	7.2	Can we get updated phone numbers or agency have to carve out during survey?	Responsibility Vested with the Agency
34	13	5.5. Stakeholder Interaction	5.6	Can we get updated phone numbers or agency has to carve out during survey?	Responsibility Vested with the Agency
35	14	5.6. Minimum Sample Size		Is it workshop or agency has to do survey with person associated with industries?	Responsibility Vested with the Agency

36	17	5.7. Key Experts for Implementing Skill Gap Study	b (ii)	Agency needs to involve Anganwadi for data collection or as informative point of contact?	Suggestion only. Not a mandatory condition
37	20	7. Evaluation Process	7.1. Stage 1: Technical Evaluation	We request the Authorities to consider Skill Development Consultancy to Central or State Government departments as projects for evaluation under this criterion.	No change in RFP Clause
38	30	16.9. Rejection of proposals	16.9.3	we request the Authorities to kindly consider allowing Consortium of a maximum of two organizations to bid jointly for this project to bring different competencies for KASE offerings.	No change in RFP Clause
39	Page 12	5.3	Implementation milestone and payment terms	The study is a short term study but spread across 14 districts. With the current upsurge of Covid-19 infections second wave in Kerala the situation at district levels or even at the state level may follow several interim lockdowns and hence cannot be predicted. These conditions would be completely beyond consultant's control which may hamper field level operations and hence consultant requests to remove the penalty clauses.	Penalty clauses will not be applicable in cases were the delay is due to lockdown announced by Govt. of Kerala for the entire State

40	Page 12	5.3	Implementation milestone and payment terms	The consultant understands that the videography mentioned in the note is to be taken while conducting the survey and is done by simple android mobile cameras' or tabs and requires no professional editing. Please confirm if the understanding is correct?	Yes
41	Pg. 13	Deployment of Digital Platform for Study:	-5.4	<p>As per RFP, "All questionnaire may be telephonically verified. The agency may be asked to provide evidence for the same".</p> <p>The consultant would like to bring to your notice that the assessment would focus more on qualitative methods as per the requirement and understanding of the ToR which would require the consultant to maintain proper documentation of the consent taken from the stakeholder. The consultant would anyway provide all the details during the final stage.</p>	The agency is solely liable for the credibility of questionnaire responses. KASE will check randomly to ascertain the authenticity. The documentary evidence shall be submitted along with the preliminary report.
42	6	6.2	General Eligibility/Pre qualification Criteria	It is requested that eligibility be expanded to include firms registered as 'Limited Liability Partnership'	Please see Corrigendum
43	20	7	7.1.1	It is assumed that both Ongoing / Completed projects are accepted. Request clarification on the same	Only completed Projects be considered

44	21	7	7.2.1	In best interest of quality-driven methodology and actual delivery, it is requested that the technical to financial proposal weightage be revised to 80% : 20% or at least 70%:30%	Please see Corrigendum
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