

**AMENDMENTS/CORRIGUNDUM IN REFERENCE TO THE REQUEST FOR PROPOSAL (RFP) FOR "SELECTION OF AGENCY(S) FOR CONDUCTING SKILL GAP STUDY IN THE STATE OF ANDHRA PRADESH" AND THE PRE-BID MEETING HELD ON 24<sup>th</sup> APRIL, 2017**

**RFP Reference No: APSSDC / SKILLGAPSTUDY / 001 dated 10.04.2017**

Note: The bid submission date has been extended till 19<sup>th</sup> May, 2017, 3.30 PM.

S. No	RFP Reference and Clause	Text in RFP/Description of clause				To be read as/amendments			
1.	<b>Clause No. - 1.4. Earnest Money Deposit (EMD), Sub-clause (a), Page No. - 5</b>	Bidders shall submit, along with their bids, EMD for an amount of INR One lakh Fifty Thousands only (INR 1.5 lakh) in the form of a Demand Draft OR Bank Guarantee (in the format specified in Form 1 of Section-I) issued by any Scheduled bank in favour of Andhra Pradesh State Skill Development Corporation, and should be valid for 90 days from the due date of the tender / RFP.				Please refer <b>Annexure-A</b> of this document pertaining to prescribed format for the submission of Bank Guarantee.			
2.	<b>Clause No. - 1.3 Key Dates and Events, Page No. - 4</b>	SNo	Information	Details		SNo	Information	Details	
		4.	Last date (deadline) for submission of bids	4 <sup>th</sup> May 2017		4.	Last date (deadline) for submission of bids	<b>19th May 2017, 3.30 PM</b>	
		5.	Opening of Qualification Bids	4 <sup>th</sup> May 2017		5.	Opening of Qualification Bids	<b>19th May 2017, 4.00 PM</b>	
3.	<b>Form 2 (a): Pre-qualification Criteria checklist, Page No. - 25</b>	<b>Crit eria No.</b>	<b>Criteria Description</b>	<b>Documents Required</b>	<b>Document Ref Page No.</b>	<b>Crit eria No.</b>	<b>Criteria Description</b>	<b>Documents Required</b>	<b>Document Ref Page No.</b>
		4	The Sole bidder or the prime bidder of consortium must have conducted skill Gap Study/Skill demand supply survey comprising primary survey of at least two states/UT during last 5 financial years i.e. FY 2012-13, 2013-14, 2014-	Work orders / agreement / Lol / completion certificate		4	The Sole bidder or the prime bidder of consortium must have conducted skill Gap Study/Skill demand supply survey/ <b>Labour Market Assessments</b> comprising primary survey of at least two states/UT during last 5 financial years i.e. FY 2012-13, 2013-14, 2014-15, 2015-	Work orders / agreement / Lol / completion certificate	

S. No	RFP Reference and Clause	Text in RFP/Description of clause				To be read as/amendments			
			15, 2015-16 & 2016-17				16 & 2016-17		
4.	Form 2 (b): Marking Criteria, Page No. – 27 & 28	SN.	Evaluation Criteria	Maxi Score	Required Forms	SN.	Evaluation Criteria	Max Score	Required Forms
		(1) Marking Criteria for Paper Based Evaluation				(1) Marking Criteria for Paper Based Evaluation			
		A	BUSINESS PRACTICE AND PAST EXPERIENCE OF THE AGENCY	25		A	BUSINESS PRACTICE AND PAST EXPERIENCE OF THE AGENCY	20	
		1	Past experience in the areas of skill gap study/skill demand supply survey or any socio-economic survey during last 5 financial years i.e. FY 2012-13, 2013-14, 2014-15, 2015-16 and 2016-17.	15	Form-5 along with supporting work orders/agreement/Lol/c completion certificate	1	Past experience in the areas of skill gap study/skill demand supply survey/ <del>Labour Market Assessment</del> or any socio-economic survey during last 5 financial years i.e. FY 2012-13, 2013-14, 2014-15, 2015-16 and 2016-17.	15	Form-5 along with supporting work orders/agreement/Lol/completion certificate
		2	Past experience of conducting primary research for skill gap study/skill demand supply survey or any socio-economic survey during last 5 financial years i.e. FY 2012-13, 2013-14, 2014-15, 2015-16 and 2016-17.	10	Form-5	2	Past experience of conducting primary research for skill gap study/skill demand supply survey/ <del>Labour Market Assessment</del> or any socio-economic survey during last 5 financial years i.e. FY 2012-13, 2013-14, 2014-15, 2015-16 and 2016-17.	5	Form-5
		B	RESOURCE ASSESMENT	25		B	RESOURCE ASSESMENT	25	
		1	<b>Human Resource:</b> Proposed core team having experience in skill gap study/skill demand supply survey or any socio-economic survey, research activity, data analytics etc. who are	12	Form-8 & 9	1	<b>Human Resource:</b> Proposed core team having experience in skill gap study/skill	12	Form-8 & 9

S. No	RFP Reference and Clause	Text in RFP/Description of clause		To be read as/amendments	
			relevant to the scope of work		
		2	Availability of a Labour Economist(s) as an expert, preferably having experience of conducting/providing consulting for similar skill gap study/skill demand supply survey or any socio-economic survey	5	Form-8 & 9, along with supporting document for engagement
		3	<b>Financial Resource</b> – Average annual turnover of sole/prime bidder from the Indian operations for providing similar services in last 3 financial years i.e. FY 2013-14, 2014-15 and 2015-16	8	Form-12 supported by audited financial statements/CA/CS/Auditor certificate
		<b>(2) Marking Criteria for Presentation Based Evaluation</b>			
		<b>C</b>	<b>APPROACH, METHODOLOGY, WORK / EXECUTION PLAN, IT TOOL &amp; INNOVATION</b>	<b>50</b>	
		1	Presentation by the bidder highlighting their understanding of the project, Approach & Methodology based on scope of work, work plan including staff deployment plan etc.	30	
		2	Demonstration/presentation	10	
					demand supply survey/ <b>Labour Market Assessment</b> or any socio-economic survey, research activity, data analytics etc. who are relevant to the scope of work
		2	Availability of a Labour Economist(s) as an expert, preferably having experience of conducting/providing consulting for similar skill gap study/skill demand supply survey or any socio-economic survey	5	Form-8 & 9, along with supporting document for engagement
		3	<b>Financial Resource</b> – Average annual turnover of sole/prime bidder from the Indian operations for providing similar services in last 3 financial years i.e. FY 2013-14, 2014-15 and 2015-16	8	Form-12 supported by audited financial statements/CA/CS/Auditor certificate
		<b>(2) Marking Criteria for Presentation Based Evaluation</b>			
		<b>C</b>	<b>APPROACH, METHODOLOGY, WORK / EXECUTION PLAN, IT TOOL &amp; INNOVATION</b>	<b>55</b>	

S. No	RFP Reference and Clause	Text in RFP/Description of clause		To be read as/amendments					
			on the web based IT platform for capture, storage, management & analysis of skill gap study data			1	Presentation by the bidder highlighting their understanding of the project, Approach & Methodology based on scope of work, work plan including staff deployment plan etc.	30	
		3	Successful innovative intervention with positive outcome with regard to Skill gap study/Skill demand supply survey or any socio-economic survey activity	10		2	Demonstration/presentation on the web based IT platform for capture, storage, management & analysis of skill gap study data	10	
		A+B +C	Total	100		3	Successful innovative intervention with positive outcome with regard to Skill gap study/Skill demand supply survey/ <b>Labour Market Assessment</b> or any socio-economic survey activity <b>and proposed latest, innovative and robust methodologies for primary data collection, storage, management &amp; analysis</b>	15	
		A+B +C	Total	100					

**RESPONSES TO THE PRE-BID QUERIES IN RESPECT TO REQUEST FOR PROPOSAL (RFP) FOR “SELECTION OF AGENCY(S) FOR CONDUCTING SKILL GAP STUDY IN THE STATE OF ANDHRA PRADESH” AND PRE-BID MEETING HELD ON 24<sup>th</sup> APRIL, 2017**

**Reference No: APSSDC / SKILLGAPSTUDY / 001 dated 10.04.2017**

<b>S. No</b>	<b>Agency Name</b>	<b>RFP Reference and Clause</b>	<b>Clarification Sought</b>	<b>Proposed Changes</b>	<b>Responses to the queries</b>
1.a	<b>Pricewaterhouse Coopers Private Limited</b>	<p><b>Clause No. - 1.4. Earnest Money Deposit (EMD), Sub-clause (a), Page No. - 5</b></p> <p>Bidders shall submit, along with their bids, EMD for an amount of INR One lakh Fifty Thousands only (INR 1.5 lakh) in the form of a Demand Draft OR Bank Guarantee (in the format specified in Form 1 of Section-I) issued by any Scheduled bank in favour of Andhra Pradesh State Skill Development Corporation, and should be valid for 90 days from the due date of the tender / RFP.</p>	The format for Bank Guarantee has not been attached in the mentioned section.	Request the format be shared.	Please refer amendments/corrigendum
1.b	<b>Pricewaterhouse Coopers Private Limited</b>	<p><b>Clause No. - 1.4. Earnest Money Deposit (EMD), Sub-clause (a), Page No. - 5</b></p> <p>Bidders shall submit, along with their bids, EMD for an amount of INR One lakh Fifty Thousands only (INR 1.5 lakh) in the form of a Demand Draft OR Bank Guarantee (in the format specified in Form 1 of Section-I) issued by any Scheduled bank in favour of Andhra Pradesh State Skill Development Corporation, and should be valid for 90 days from the due date of the tender / RFP.</p>	DDs are valid for 90 days from date of issue. The bidder would get the DDs issued a few days prior to the submission. Thus the DD will expire prior to 90 days from the due date of the tender.	Validity be changed to 80 days	As per RFP

S. No	Agency Name	RFP Reference and Clause	Clarification Sought	Proposed Changes	Responses to the queries								
1.c	Pricewaterhouse Coopers Private Limited	Clause No. - 1.3 Key Dates and Events, Sub-clause (4), Page No. - 4	Extension of 1 week to 11 <sup>th</sup> May to incorporate changes of Pre-Bid Meeting and appropriately plan resources.	11 <sup>th</sup> May 2017 be considered instead.	Please refer amendments/ corrigendum								
1.d	Pricewaterhouse Coopers Private Limited	<p>Clause No. - 1.26 Criteria for Evaluation of Bids, Sub-clause (b), Page No. – 11</p> <p><b>b) Evaluation Methodology</b></p> <p>I. The Evaluation Methodology proposed to be adopted by the Committee will be Quality cum Cost Based Selection (QCBS) method.</p> <p>II. Technical and Commercial bid will get weightages as under:</p> <table border="1"> <thead> <tr> <th>SN</th> <th>Proposal</th> <th>Technical bid score weightage</th> <th>Commercial bid score weightage</th> </tr> </thead> <tbody> <tr> <td>I.</td> <td>Selection of Agency(s) for Conducting Skill Gap Study in the State of Andhra Pradesh</td> <td>70%</td> <td>30%</td> </tr> </tbody> </table> <p>III. The bid, that obtains the highest Total Score (TS) value, will be rated as the Best Evaluated Bid.</p>	SN	Proposal	Technical bid score weightage	Commercial bid score weightage	I.	Selection of Agency(s) for Conducting Skill Gap Study in the State of Andhra Pradesh	70%	30%	Considering that a large amount of investment in Skill Development in the State is going to be guided by the study findings, the study is of considerable strategic importance. Keeping in mind the strategic importance of the assignment may we suggest that the weightage to technical proposal may be increased further.	The QCBS may be made 80:20	As per RFP
SN	Proposal	Technical bid score weightage	Commercial bid score weightage										
I.	Selection of Agency(s) for Conducting Skill Gap Study in the State of Andhra Pradesh	70%	30%										

S. No	Agency Name	RFP Reference and Clause	Clarification Sought	Proposed Changes	Responses to the queries
1.e	Pricewaterhouse Coopers Private Limited	<p><b>Form 2 (a): Pre-qualification Criteria checklist, Point - 4, Page No. - 25</b></p> <p>The Sole bidder or the prime bidder of consortium must have conducted <b>skill Gap Study/Skill demand supply survey comprising primary survey of at least two states/UT</b> during last 5 financial years i.e. FY 2012-13, 2013-14, 2014-15, 2015-16 &amp; 2016-17</p>	<p>The Skill Gap surveys conducted by NSDC are under review and a fresh Terms of Reference are being made to articulate more primary survey findings. In that light it would be ideal if Labour Market Studies/ Market Assessments for state govt. / central / donor funded projects also be considered.</p>	<p>The Sole bidder or the prime bidder of consortium must have conducted <b>Labour Market Assessments including Demand and Supply of Skills for State / Central / Donor funded projects comprising primary survey of at least two states/UT</b> during last 5 financial years i.e. FY 2012-13, 2013-14, 2014-15, 2015-16 &amp; 2016-17</p>	<p>Please refer amendments/ corrigendum</p>
1.f	Pricewaterhouse Coopers Private Limited	<p><b>Form 2 (b): Marking Criteria for Paper Based Evaluation, Points – A.1 &amp; A.2, Page No. - 27</b></p> <ol style="list-style-type: none"> <li>Past experience in the areas of skill gap study/skill demand supply survey or any socio-economic survey during last 5 financial years i.e. FY 2012-13, 2013-14, 2014-15, 2015-16 and 2016-17.</li> <li>Past experience <b>of conducting primary research</b> for skill gap study/skill demand supply survey or any socio-economic survey during last 5 financial years i.e. FY 2012-13, 2013-14, 2014-15, 2015-16 and 2016-17.</li> </ol>	<p>The past experience in areas of Skill Gap/Skill Demand Supply or any socio economic survey in the last 5 years has been allocated 15 points. Further, past experience of conducting primary research for Skill Gap/Skill Demand Supply or any socio economic survey has been assigned another 10 marks. <b>Both criteria seem to slightly overlapping as Skill gaps/Skill Demand Supply or socio economic surveys usually include primary surveys i.e.</b> a) Stakeholder Consultations, b) Household survey c) Focus Group Discussions.</p>	<p>We request if <b>Approach &amp; Methodology and understanding of the current skills ecosystem and Industrial scenario may also be included</b> in the selection criteria for paper based evaluation</p>	<p>Please refer amendments/ corrigendum</p>

S. No	Agency Name	RFP Reference and Clause	Clarification Sought	Proposed Changes	Responses to the queries
			While it is important to establish past credentials of the consultant firms in primary data collection and conducting skill gaps/socio economic surveys, <b>currently the emphasis has been on developing new innovative methodologies that are more robust than those used earlier.</b>		
1.g	<b>Pricewaterhouse Coopers Private Limited</b>	<b>Form 2(b): Marking Criteria for Presentation Based Evaluation, Point – C.2, Page No. - 28</b>  Demonstration/presentation on the web based IT platform for capture, storage, management & analysis of skill gap study data	Does the IT Platforms in this context mean?  Computer Aided Personal Interview (CAPI) Tools that allow capture of primary data on web based applications and hand held devices with close monitoring and associated data analytics tools	Request APSSDC to clarify	Yes, however not-exclusive to CAPIs only
1.h	<b>Pricewaterhouse Coopers Private Limited</b>	<b>Clause No. – 2 Scope of Work, various points, Page No.- 18 to 21</b>  The study should lead to identification of skill gap across sector, sub-sectors and job roles at state/district/mandal/industrial cluster levels.	Statistics and data analysis might not be replicable across all administrative divisions. The industrial clusters / mandals could vary on various aspects.	APSSDC to provide further clarity.	Appropriate geographical clustering/agggregation of district/mandal shall be finalized later while freezing the approach & methodology with the selected bidder
1.a	<b>ICRA Management Consulting</b>	<b>Clause No. - 3.1 Overview, Page No. - 18</b>  It is proposed that a comprehensive skill gap study at mandal level shall be conducted with preference being given to	AP has 664 mandals. Should all 664 mandals be covered or mandals across districts on sample basis with additional	-	Please refer 1.h



S. No	Agency Name	RFP Reference and Clause	Clarification Sought	Proposed Changes	Responses to the queries
	<b>Services Limited</b>	mandals belonging to industrial clusters, LWE districts, and Educationally Backward Blocks (EBB).	focus on industrial clusters suffice?		
2.b	<b>ICRA Management Consulting Services Limited</b>	-	With regard to the web based IT platform, we request you to consider online customizable IT tool as part of the exercise to capture survey inputs		Yes, however capability of the tool shall be assessed and marks awarded during technical presentation
2.c	<b>ICRA Management Consulting Services Limited</b>	<b>Clause No. – 1.16 Bidder Qualification, Point (c), Page No. – 8</b>  The consortium will provide appropriate documentary evidence but outsourcing of work shall not allowed	Clause 1.16 c specifies that outsourcing of work shall not be allowed in the case of consortium. However, when bidding as sole bidder, for a study of this nature which requires extensive field observations and interactions; outsourcing part of the field analyses is a must and we request you to consider the same		As per RFP
2.d	<b>ICRA Management Consulting Services Limited</b>	<b>Clause No. – 1.3 Key Events &amp; Dates, Page No. – 4</b>	The proposal submission deadline is given as 4th May 2017. Considering the fact that the pre-bid meeting is scheduled for 24 April 2017 and we receive the pre-bid proceedings on 26th April 2017 - there would be 4 working days to complete the proposal submission formalities including the pre-bid proceedings requirements which may not be sufficient. Hence we request you to extend the deadline of		Please refer amendments/ corrigendum

S. No	Agency Name	RFP Reference and Clause	Clarification Sought	Proposed Changes	Responses to the queries
			proposal submission to 11th May 2017		
3.a	<b>Datawise</b>		Will APSSDC help us in conducting Focus group discussion in arranging people and space		Yes
3.b	<b>Datawise</b>		How many labour economist should be there in team?		Bidder to propose by considering the size, timeline and requirement of the project.
3.c	<b>Datawise</b>		Can we collaborate with any educational institutions for this tender?		Consortium is allowed, the terms and conditions of consortium to be followed.
4.a	<b>Sreshta Skill Private Limited</b>		Extension of the last date from 04.05.2017 by at least 15 days can be extended.		Please refer amendments/ corrigendum
4.b			Please bring down the EMD amount from Rs. 1.5 lakh to Rs. 1.00 Lakh		As per the RFP
4.c			Is it 12 year study continuously for whole year or Six months period for every year for next 12 years? In the RFP, it is mentioned the period of study as 2017 - 2029. Basing on these details, the bid price can be finalised in the Commercial Bid.		This is the one time study. The time duration for projection is till 2029.

**Annexure-A**

**Bank Guarantee Form for EMD submission**

**File. No:** .....

**Project Name:** .....

(To be issued by a bank scheduled in India as having at least one branch in Vijayawada) Whereas..... (Here in after called "the Bidder") has submitted its bid dated ..... (Date). For the execution of ..... (Here in after called "the Bid") KNOW ALL MEN by these presents that WE ..... of ..... having our registered office at ..... (Here in after called the "Bank") are bound unto the (hereinafter called "Andhra Pradesh State Skill Development Corporation") in the sum of ..... for which payment well and truly to be made to the said Andhra Pradesh State Skill Development Corporation itself, its successors and assignees by these presents.

The conditions of this obligation are:

- a. If the bidder withdraws its bid during the period of bid validity; **or**
- b. If the bidder, having been notified of the acceptance of its bid by the Andhra Pradesh State Skill Development Corporation during the period of bid validity
  - 1) fails or refuses to execute the contract; **or**
  - 2) fails or refuses to furnish the performance security, in accordance with the bid requirement; **or**
- c. If the bidder submits fabricated documents

We undertake to pay the above amount upon receipt of its first written demand, without the Andhra Pradesh State Skill Development Corporation having to substantiate its demand, provided that in the demand Andhra Pradesh State Skill Development Corporation will note that the amount claimed by it is due to it, owing to the occurrence of one or more of the three above mentioned conditions, specifying the occurred condition or conditions.

This guarantee of Rs. -----will remain in force up to..... and any demand in respect thereof should reach the Bank not later than the above date.

**Name of Competent Authority:**

**Seal & Signature of the Competent Authority of the Bank**

**Date:**

**Place;**