**Target Allocation Methodology - RFP (Request for Proposal)**

Table of Contents

[**1.** **Organizations classification:** 2](#_Toc523813655)

[**2.** **Proposals received** 2](#_Toc523813656)

[**2.1.** **Category wise proposals received.** 2](#_Toc523813657)

[**2.2.** **State wise break up of received proposals.** 2](#_Toc523813658)

[**3.** **Shortlisting of Proposals for allocation of targets** 4](#_Toc523813659)

[**3.1.** **Scoring of Proposals.** 4](#_Toc523813660)

[**3.2.** **Hierarchy of Districts** 4](#_Toc523813661)

[**3.3.** **Limits of Target Allocation:** 6](#_Toc523813662)

[**3.4.** **Phases of Target Allocation** 6](#_Toc523813663)

[**3.5.** **Phase 1 – Shortlisting of proposals.** 7](#_Toc523813664)

[**3.5.1.** **Steps in shortlisting proposals in a district type 1-2** 7](#_Toc523813665)

[**3.5.2.** **Steps in shortlisting proposals in a district type 3-8:** 7](#_Toc523813666)

[**3.5.3.** **Waiting List** 8](#_Toc523813667)

[**3.6.** **Evaluation by Executive Committee and shortlisting of proposals** 8](#_Toc523813668)

[**4.** **Due-diligence** 9](#_Toc523813669)

[**5.** **Allocation of Tentative targets** 9](#_Toc523813670)

Request for Proposal (RFP) for providing Skill Training under Pradhan Mantri Kaushal Vikas Yojana 2016-2020 was released on Date: **31.07.2018** andsubsequentlyon 17th August 2018 RFP portal was made open for training partners to apply for targets.

Target Allocation of 2 lakh candidates under “Centrally Sponsored Centrally Managed” (CSCM) component of Short Term Training (STT) under PMKVY 2016-20 for the Fiscal Year 2018-19 shall be carried out under RFP route. The purpose of providing targets through RFP route is to encourage and promote Quality Educational Institutes, Government Training Institutions, reputed Philanthropic organisations, Non-profit organisations, new training providers who have not been associated with PMKVY 2016-18. This RFP will also consider the existing PMKVY centres which have successfully conducted trainings in particular priority districts and geographies but may not be eligible for reallocation due to lack of benchmarked performance levels. Proposals aims to bring in ITI’s, NGO, start up or other agencies working in aspirational and underserved districts especially with marginalized community. RFP mode aims to also uniformly distribute targets across regions and geography based on aspirational district combination for wider skilling outreach.

1. **Organizations classification:**

**Category 1**: **Government Institutions** including academic and non-academic institutions run and managed by Central/State government. Examples: Public Universities Government ITIs, CIPET, IITs, IIMs and any others.

**Category 2**: **Philanthropic organizations**, any registered Not-for-profit organization under Indian Societies Registration Act, Indian Trust Act, Indian Companies Act 1956/2013 (Section 25) (other than proprietorships, partnerships).

**Category 3**: **Any registered For-Profit organization** under Indian Societies Registration Act, Indian Trust Act, Indian Companies Act 1956/2013, and Limited Liability Partnership Act 2008 (other than proprietorships, partnerships).

**Category 4:** **Training Centers** that have conducted training in PMKVY central component and have provided more than 40% placement as per the placement definition in Annexure as on 15th July 2018: Placement criteria for the Training Centers that have conducted training in PMKVY central component. Any Training center including PMKKs allocated any Target under reallocation for FY 2018-20 would not be considered for target allocation under RFP route.

1. **Proposals received**
   1. **Category wise proposals received.**

|  |  |  |
| --- | --- | --- |
| **Category** | **Project/ Proposal Count** | **Existing Centres**  **(PMKVY/Non PMKVY)** |
| **Category 1** | 40 | 7 |
| **Category 2** | 5522 | 1,353 |
| **Category 3** | 2623 | 369 |
| **Category 4** | 9551 | 2,881 |
| **Total** | 17,736 | 4,610 |

* 1. **State wise break up of received proposals.**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **States** | **Existing Center (Other than PMKK/PMKVY)** | **PMKVY Center** | **New Proposed Center** | **Grand Total** |
| **ANDAMAN AND NICOBAR** | 1 |  | 27 | 28 |
| **ANDHRA PRADESH** | 49 | 54 | 245 | 348 |
| **ARUNACHAL PRADESH** | 4 | 13 | 134 | 151 |
| **ASSAM** | 73 | 25 | 432 | 530 |
| **BIHAR** | 144 | 77 | 981 | 1202 |
| **CHANDIGARH** | 4 | 4 | 15 | 23 |
| **CHHATTISGARH** | 65 | 61 | 249 | 375 |
| **DADRA & NAGAR HAVELI** | 0 | 0 | 7 | 7 |
| **DAMAN & DIU** | 0 | 0 | 22 | 22 |
| **DELHI** | 59 | 64 | 343 | 466 |
| **GOA** | 1 |  | 28 | 29 |
| **GUJARAT** | 59 | 36 | 379 | 474 |
| **HARYANA** | 353 | 133 | 865 | 1351 |
| **HIMACHAL PRADESH** | 31 | 27 | 285 | 343 |
| **JAMMU AND KASHMIR** | 151 | 35 | 519 | 705 |
| **JHARKHAND** | 55 | 32 | 523 | 610 |
| **KARNATAKA** | 58 | 18 | 132 | 208 |
| **KERALA** | 10 | 17 | 99 | 126 |
| **LAKSHADWEEP** | 0 | 0 | 10 | 10 |
| **MADHYA PRADESH** | 410 | 171 | 1144 | 1725 |
| **MAHARASHTRA** | 80 | 59 | 488 | 627 |
| **MANIPUR** | 11 | 10 | 156 | 177 |
| **MEGHALAYA** | 1 | 4 | 82 | 87 |
| **MIZORAM** | 7 | 10 | 62 | 79 |
| **NAGALAND** | 3 | 5 | 62 | 70 |
| **ODISHA** | 89 | 86 | 479 | 654 |
| **PUDUCHERRY** | 6 | 2 | 25 | 33 |
| **PUNJAB** | 233 | 59 | 557 | 849 |
| **RAJASTHAN** | 226 | 168 | 1405 | 1799 |
| **SIKKIM** | 1 | 2 | 49 | 52 |
| **TAMIL NADU** | 104 | 49 | 356 | 509 |
| **TELANGANA** | 57 | 82 | 270 | 409 |
| **TRIPURA** | 10 | 5 | 82 | 97 |
| **UTTAR PRADESH** | 483 | 260 | 1979 | 2722 |
| **UTTARAKHAND** | 49 | 50 | 366 | 465 |
| **WEST BENGAL** | 71 | 34 | 269 | 374 |
| **Grand Total** | 2958 | 1652 | 13126 | 17736 |

1. **Shortlisting of Proposals for allocation of targets**

Ensuring the geographical distribution leading to sector/state balance, the target allocation methodology will be based on state wise targets available. The target allocation exercise will be started only after receiving all applications subject to the last date of proposal receipt and after all the eligible applicant centers have been ranked in each district.

* 1. **Scoring of Proposals.**

The scoring of the proposal will be done in accordance with the RFP. Each proposal will be scored and ranked within a district. The detailed scoring matrix (not provided in the RFP) is given in annexure 1.

In case more than 1 training center in a district stand on rank 1 in any category, preference will be given as per below mentioned parameters but not limited to:

|  |  |
| --- | --- |
| **Category Type** | **Order of preference** |
| Category Type 1 | 1. NSDC Partners |
| Category Type 2 | 1. NSDC Partners 2. Community Engagement score based on RFP scoring matrix |
| Category Type 3 | 1. NSDC Partners 2. Annual Turnover of the TP |
| Category Type 4 | 1. Reported Placement %age should be more than 40%. 2. Community Engagement score in case of not for profit organisations and Annual Turnover in case of For Profit organisations. |

While looking at across category scorings, in case of same score, preference will be given to

1. NSDC Partnership
2. Annual Turnover/Expenditure
3. Placement percentage provided by the TP.
   1. **Hierarchy of Districts**

To ensure geographical distribution, and presence in districts across the country, all the districts will be served according to the below stated hierarchy with preference to be given to districts according to the following three gradients:

1. Aspirational District ( List of districts available in the notice)
2. Districts with no previous allocations under CSCM STT PMKVY 2016-20
3. Absence of PMKK centre

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **District Type** | **Aspirational District** | **No-PMKVY Target Allocation till date** | **No-PMKK Established** | **No. of Districts** | **Remarks** |
| 1 |  |  |  | 7 | No coverage at all & Aspirational districts |
| 2 |  |  |  | 49 | No coverage at all & other Districts |
| 3 |  |  |  | 4 | Covered but no PMKK established & is an aspirational district |
| 4 |  |  |  | 69 | Covered but no PMKK established & other districts |
| 5 |  |  |  | 4 | Covered through PMKKs only and aspirational districts |
| 6 |  |  |  | 16 | Covered through PMKKs only and other districts |
| 7 |  |  |  | 100 | Covered through PMKKs as well as non-PMKKs and aspirational districts |
| 8 |  |  |  | 469 | Covered through PMKKs as well as non-PMKKs and other district |
| Total |  |  |  | 718 |  |

Note: - For District Type 7 & District Type 8 districts, District saturation index & State saturation index (Actual scheme targets Vs Actual trained till date) would be referred to before allocating targets.

* 1. **Limits of Target Allocation:**

The below mentioned parameters will be applied during target allocation of shortlisted training centers

1. For district type 1 & 2 there would be capping of 2,000 per district and capping of 360 per TC with maximum of 60 per job role per cycle for 2 subsequent cycles.
2. For district type 3 - 8 there would be capping of 1200 per district and capping of 360 per TC with maximum of 60 per job role per cycle for 2 subsequent cycles.
3. Targets will be allocated to maximum 10 centers per TP/Organisation across the country.
4. Targets will be allocated to maximum 1 center per TP in a particular district.
5. In case, if the target capped for any district is not expended, then the capping of 360 per center can be increased according to the residual available.
   1. **Phases of Target Allocation**

Target Allocation to shortlisted training centers through RFP will be done in two phases based on type of training centers and modalities of RFP.

1. Phase 1:
   1. For district type 1 and 2, both existing (PMKVY & Non-PMKVY) and proposed centres would be considered for target allocation.
   2. For district type 3 to 7 only existing (PMKVY & Non-PMKVY) training centers would be considered for target allocation.
   3. Training centers with carpet area of more than or equal to 3,000 Sq. Ft will be considered for target allocation in Phase 1.
2. Phase 2:

Based on the learnings and outcome of target allocation through RFP in phase 1, the modalities of target allocation through RFP in phase 2 would be decided in consultation with relevant stake holders.

* 1. **Phase 1 – Shortlisting of proposals.**

During phase 1, the shortlisting of proposals will start from districts falling in type 1 🡪 type 8 and will be happen till all the targets have been exhausted.

In each district, shortlisting will start with Rank 1 TC of all 4 categories.

* + 1. **Steps in shortlisting proposals in a district type 1-2**
* Existing non PMKVY and Existing PMKVY Centers and new proposed centers considered for shortlisting
* Within the existing non PMKVY and Existing PMKVY Centers enters, only centers that have 3000 Sq. ft area (apart from special areas) will be considered for shortlisting. This was clearly laid down in the RFP.

1. Target allocated to all proposal in Category 1 (Govt. Institutions)
2. Target allocated to Rank 1 proposal in Category 2 (Not for Profit)
3. Target allocated to Rank 1 proposal in Category 3 (For Profit)
4. Target allocated to Rank 1 proposal in Category 4 (PMKVY Centers)
5. Out of the remaining proposals, the targets will be given to the highest scoring centers across categories in that district.
   * 1. **Steps in shortlisting proposals in a district type 3-8:**

* Existing non PMKVY and Existing PMKVY Centers considered, New proposed centers not considered).
* Within the existing non PMKVY and Existing PMKVY Centers enters, only centers that have 3000 Sq. ft area (apart from special area) will be considered for shortlisting. This was clearly laid down in the RFP.

1. Target allocated to all proposal in Category 1 (Govt. Institutions)
2. Target allocated to Rank 1 proposal in Category 2 (Not for Profit)
3. Target allocated to Rank 1 proposal in Category 3 (For Profit)
4. Target allocated to Rank 1 proposal in Category 4 (PMKVY Centers)
5. Out of the remaining proposals, the targets will be given to the highest scoring centers across categories in that district.

The allocation in each district is subject to the limits defined in section 3.3 of the document.

* + 1. **Waiting List**

In each district, a waiting list will also be created alongside the shortlisted proposals. This waiting list may be taken up for allocation if certain training providers fail the due diligence test.

* 1. **Evaluation by** **Executive Committee and shortlisting of proposals**

The targets arrived at will be then segregated state wise and each district allocation will be relooked by evaluation team keeping the following parameters in mind such as

1. State wise targets available
2. Sector saturation in a particular state
3. Geographical distribution leading to sector/state balance

Post this exercise, the State wise allocation will be presented to the PMKVY EC in accordance with Section 9 of the RFP.

The EC will have the power to examine and approve the allocation as proposed. The EC may also look at the proposed allocation from the following perspective:

1. State wise targets available
2. Sector saturation in a particular state/Pan India
3. Job role Saturation in a particular State/Pan India
4. Geographical distribution leading to sector/state balance
5. Aspirational districts
6. Unsaturated districts
7. Demand of proposed sector and Job Roles
8. Total training capacity and available capacity for skill training
9. Apprenticeship enabled training proposed
10. Government recognized award to the promoter/ director or the company
11. Institutional rating from NAAC, UGC/AICTE etc.
12. Geographical distribution leading to sector/state balance
13. State wise targets available
14. **Due-diligence**

Due diligence shall form an integral part of the evaluation process. All the documentary evidences provided by the Organizations whose proposals have been approved for target allocation by Executive committee will be taken up for the due diligence (Technical, Financial and Legal). The information and documents furnished by the applicant shall be verified by the due diligence team. In case of any discrepancy, the proposal will be rejected at this stage.

1. **Allocation of Tentative targets**

The applicant organizations that are selected post successful due diligence will be awarded tentative targets. These organizations will be able to start training only subject to their successful onboarding on SMART and other criteria as per PMKVY guidelines and PMKVY RFP.