



ODISHA SKILL DEVELOPMENT AUTHORITY

Request for Expression of Interest (EOI)

for

Setting up of Advance Skill Academies in Odisha for imparting Skill Development for youth in Health, Hospitality and Interactive & Digital Media (including Gaming) Sectors

No. OSDA/EOI/ 2019-20/ 01

Date: 08.07.2019

Odisha Skill Development Authority Bhubaneswar, Odisha, invites Expression of Interests (EOIs) from interested reputed organisations/industry pioneers/ OEMs for setting up Advance Skill Academies for imparting skills to youth of Odisha in the sectors of Health, Hospitality and Interactive & Digital Media (including Gaming). The training programs offered will be to meet the current as well as future skill needs of the respective industry. The training at Advance Skill Academy will be imparted through state-of-the-art technology. The training programs will be mid and long-term courses to make the youth employable to meet the industry needs. The details regarding eligibility criteria, scope of work to be taken up, EOI schedule, terms and conditions and the prescribed application formats are available on the website www.skillodisha.gov.in & www.odisha.gov.in, which may be downloaded for use. Hard copy of the EOI can be collected by the intending applicants from the office of OSDA, Bhubaneswar between **11 A.M. to 4 P.M.** on any working day between **09.7.2019 to 20.7.2019**. Interested applicants may send their offers containing all the requisite details in sealed covers to the undersigned by **4 P.M. of 28.07.2019** through Registered Post/Speed Post/ Courier only and the same will be opened at **4.30 P.M. on the same day**. The Authority reserves the right to accept or reject any or all the offers without assigning any reason thereof.

**Sd/-
Chief Executive Officer
Odisha Skill Development Authority**

**Sriya Square, Unit-3, Bhubaneswar – 751007, Odisha,
Ph. No. - (0674) 2391320, Website: www.skillodisha.gov.in, E-Mail: dirosems@gmail.com**



Expression of Interest (EOI)

for

Setting up of Academies in Odisha for imparting Skill Development for youth in the sectors of Health, Hospitality and Interactive & Digital Media (including Gaming)

DISCLAIMER

1. All information contained in this EOI subsequently provided are in good faith. This EOI is not an agreement or an offer by OSDA to the prospective applicants or any other person. The purpose of this EOI is to provide interested parties with information that may be useful to them in the formulation and submission of their applications pursuant to this EOI.
2. This EOI includes statements, which reflect various assumptions and assessments arrived at by OSDA in relation to the selection of industry partner. Such assumptions, assessments and statements do not purport to contain all the information that each applicant may require.
3. OSDA accepts no liability of any nature whether resulting from negligence or otherwise however caused arising from reliance of any applicant upon the statements contained in this EOI.
4. OSDA may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumption contained in this EOI, without assigning any reason or providing any notice and without accepting any liability for the same.
5. The issue of this EOI does not imply that OSDA is bound to select an applicant or to appoint the selected applicant, as the case may be. OSDA reserves the right to cancel this request for EOI and/ or invite afresh with or without amendments to this request for EOI, without liability or any obligation for such request for EOI and without assigning any reason. Information provided at this stage is merely indicative.

1. Introduction

Odisha Skill Development Authority (OSDA), an apex body of Govt of Odisha, since its formation is working relentlessly towards Government of Odisha's highest priority i.e. skill development in the State. Odisha Skill Development Authority (OSDA)'s, primary objective is to guide, implement, coordinate and oversee all skill development programs in the state. OSDA also ensures quality skill training standards and sustained employability of trained youth, with an objective to provide outstanding skilled workforce comparable to the best in the world. OSDA has been implementing some of the flagship schemes like PMKVY, Chief Minister Employment Generation Scheme (CMEGP) and Placement Linked Training Program (PLTP). Apart from the primary objective of imparting quality skill education to the youth, it has been endeavored by the Authority to also provide better job opportunities to the youth.

Over a period of time, it has been observed that skilling needs to be revisited to meet the sweeping changes across various job roles. All stakeholders are facing tough challenges to meet each other's requirement. The focus of skill development should be on hands-on training. To address this, OSDA intends to engage with the pioneers in skilling from the sectors of Health, Hospitality and Interactive & Digital Media (including Gaming) in phased manner for setting up skill academies in Odisha. This will augment the existing Skill Development efforts being undertaken by OSDA and also provide the youth with an opportunity to develop skills to meet the changing dynamics of the industry by making them more competent and industry ready.

This scheme will be implemented by OSDA and industry pioneers through joint collaboration as per terms of engagement mutually agreeable to both sides.

Objective of the Scheme

- (a) The underlying objective is to provide skill training to the youth of Odisha to meet the changing specific job requirements of industries/organizations having demand for skilled manpower for their business operations in India or overseas.
- (b) OSDA through this special initiative intends to provide such training to the youth of Odisha which will open up avenues for their instant employment in India or Overseas.
- (c) The Training will be imparted in courses tailor made to the needs of the industry that may be proposed by the applicant and approved by the OSDA.

The Applicants have to mention in their EOIs their area of competency in one or more of the above core areas.

2. Instructions to Applicants

- a) Odisha Skill Development Authority Bhubaneswar, Odisha, invites Expression of Interests (EOIs) from interested reputed organisations/industry pioneers/ OEMs for setting Advance Skill Academies for imparting skills to youth of Odisha in the sectors of Health, Hospitality and Interactive & Digital Media (including Gaming).
- b) The training programs offered will be to meet the current as well as future skill needs of the respective industry. The training at Advance Skill Academy will be imparted through state-of-the-art technology.
- c) The contract shall be initially for a **period of 3 (three) years** from the date of signing of contract, subject to satisfactory performance of the partner, which will be evaluated after each year of completion of the contract.
- d) The contract may be renewed further after the initial period of 3 years subject to satisfactory performance of the Partner and with the mutual consent of both the parties.

3. General Information

Sl. No.	Information	Details
1.	EOI No. and Date	OSDA/ EOI/ 2019-20/ 01 Date:08.07.2019
2.	Last Date & Time of Submission of EOI	28.07. 2019 by 4 P.M.
3.	Date & Time of Opening of EOI	28.07. 2019 at 4.30 P.M.
4.	Presentation by the shortlisted applicants	To be intimated to the technically qualified Bidders
5.	Contact person for any assistance	Mr. Shashank Shekhar Choudhury Chief Technology Officer 9937228911
6.	Address for submission of EOIs	Odisha Skill Development Authority Sriya Square, Unit – 3, Bhubaneswar, Odisha – 751001

4. Compliant Proposals/ Completeness of Response

Applicants are advised to study all instructions, forms, terms and conditions, requirements and other information in the document carefully. Submission of the EOIs shall be deemed to have been done after careful study and examination of the document with full understanding of its implications.

Failure to comply with the requirements of this paragraph may render the EOI as non-compliant and the EOI may be rejected.

Applicants must:

- a) Include all documents specified in this EOI;
- b) Follow the formats of this document and respond to each element in the order as set out in this

document;

c) Comply with all requirements as set out within this document.

5. Objective

The basic objective of this EOI for selection of reputed organisations /industry pioneers/ OEMs as “Industry Partner” for OSDA is to set up Advance Skill Academies for imparting skills to youth of Odisha in the sectors of Health, Hospitality and Interactive & Digital Media (including Gaming).

6. Scope of Work/ Responsibilities of the Industry Partner

The Partner shall be responsible for –

- a) Setting up Advanced Skill Academy, self-sustainable after a period of five years.
- b) Imparting advance skills to make youth competent for employable.
- c) Conducting courses at international standard for such period as will be tailor made for each trainee, which may be medium-term and long-term with industry recognized certification
- d) Selection of appropriate courses, design the course structure, curriculum and pedagogy based on industry demand
- e) Engage trainer of high quality having industry and academia experience
- f) Assessment, Certification and Placement
- g) Association/Collaboration with the Industry
- h) Designing of training programmes & modules to bridge the gap between the skills, knowledge and competencies of each trainee
- i) The Industry Partner shall evaluate the training effectiveness in a phase-wise manner:
 - i) 1st phase will include evaluation of trainees at the end of training programme.
 - ii) 2nd phase will include evaluation of trainees by his reporting authority after two months of completion of training programme.
 - iii) Identification of the re-training programmes, immediate training programmes through effective training evaluation.
- j) The Industry Partner shall be responsible for maintenance of MIS.
- k) The industry partner will provide the exact details of the quantum of the fund required for the initial setup of the academy and indicate details of its own contribution towards the academy towards CSR or any other means.
- l) The industry partner will fix the fee structure for each course offered in consultation with the OSDA
- m) OSDA commits to provide ready-to-use Infrastructure as mentioned below and expects the industry partner to provide the complete model (course structure, offerings, execution methodology, self-sustainability model etc) for holistic advance skill development of youth. options
 - i) Health Academy : 10000 SFT to 15000 SFT
 - ii) Hospitality Academy : 7000 SFT to 10000 SFT
 - iii) Interactive & Digital Media Academy : 3000 SFT to 5000 SFT

7. Eligibility Criteria for Participating in the EOI

Industries wishing to participate in the EOI must have -

- a) Minimum 10 (Ten) years of business experience as on 31st March, 2019. **(Self-attested copy of Certificate of Incorporation/ Registration to be furnished)**
- b) Minimum 3 (Three) years of experience as on 31st March, 2019 in establishing/operating Skill Academies/Training Centres along with imparting skill development programmes for any Government/ PSU/ Private Sector Organization or directly implementing including ensuring placement in leading industries. **(Self-attested copies of Work Orders/ Agreements/ Completion Certificates in support of work done during the last 5 financial years to be furnished)**
- c) Established Skill Training Centres or Jointly working with State Government for providing state of the art courses in their domain to create employable workforce to meet industry demands **(Self-attested copies of MoUs/ Work Orders/ Agreements/ Completion Certificates in support of work done during the last 3 financial years i.e. 2015-16 to 2017-18 to be furnished)**
- d) Average annual turnover of not less than Rs. 50 Crores during the last three financial years as on 01 Apr 2019. **(Self-attested copy of annual turnover statement (original) certified by a Chartered Accountant as in Annexure - II along with the Audited Profit & Loss Accounts for last three financial years to be furnished.)**

8. Submission of EOI

The EOIs need to be submitted as per the formats enclosed in **Annexure – I**. The EOI document along with all supporting documents and certificates shall be submitted in a single sealed cover, which shall be super scribed as **“EXPRESSION OF INTEREST FOR SETTING UP ADVANCE SKILL ACADEMY”**.

- a) The EOIs shall be supported by the documents as listed in **Annexure -I**.
- b) While preparing the EOI, the applicant is expected to examine this document in detail. Material deficiencies in providing the information requested in the document may result in rejection of the EOI.
- c) The applicants shall bear all costs associated with the preparation and submission of their EOIs and OSDA shall not be responsible or liable for those costs, regardless of the conduct or outcome of the selection process.
- d) OSDA is not bound to accept any EOI and reserves the right to annul the selection process at any time prior to the selection.
- e) The EOI shall be signed in original and stamped on each page.
- f) If the envelopes and packages with the EOI are not sealed and marked as required, OSDA shall assume no responsibility for the misplacement, loss or premature opening of the EOI.

g) The EOI or its modifications must be sent to the address indicated in Point No.15 of this EOI and must be received by OSDA no later than the deadline indicated there in or any extension to this deadline. Any EOI or its modification received by OSDA after the deadline shall be declared late and rejected.

h) The EOI shall be valid for a minimum period of **120 days**.

9. Confidentiality

a) From the time the EOIs are opened to the time the selection is declared, the applicant should not contact OSDA on any matter related to its EOI evaluation. Information relating to the evaluation of EOI and award recommendations shall not be disclosed to the applicants who submitted the EOI or to any other party not officially concerned with the process, until the publication of the selection declaration.

b) Any attempt by the shortlisted applicants or anyone on behalf of the applicant to influence improperly the client in the evaluation of the EOI or agreement award decisions may result in the rejection of its EOI.

10. Disqualification

The EOI would be disqualified at any time during the evaluation process at the sole discretion of the OSDA for the following reasons:

- a) Submitted the EOI after the response deadline;
- b) Made misleading or false representations or suppressed relevant information in the EOI (including documents, forms, statements, attachments, presentations, etc.) submitted as proof of the eligibility requirements or as part of the EOI;
- c) Failure to meet any of the eligibility criteria as mentioned in the document;
- d) Failure to provide clarifications, non-responsive and/or substantive responses, when sought;
- e) Debarred/ Blacklisted by any Government/ Semi Government/ Government owned Agency including Quasi-Government Sector Organization for corrupt, fraudulent practices or reasons related to non-performance in an engagement on the date of opening of EOI.
- f) On any other ground as may be deemed fit by OSDA.

11. Right to Accept Any EOI and To Reject Any or All EOIs

OSDA reserves the right to accept or reject any EOI and to annul the evaluation process and reject all EOIs at any time prior to award of contract, without liability or any obligation and without assigning any reason or any obligation to inform the affected EOIs or applicants of the grounds for OSDA action.

12. Method of Selection of Industry Partner (s)

- a) A Committee constituted by the OSDA shall carry out a detailed evaluation of the EOIs received by it in order to determine whether they are substantially responsive to the requirements set forth in the EOI. In order to reach such a determination, the committee shall examine the information supplied by the applicants and shall evaluate the same as per the eligibility criteria specified in this EOI. The Committee will also evaluate the Financial Proposal for the Project submitted by the bidder. For the overall evaluation combine score of technical and financial evaluation shall be taken into the consideration in the ratio of 70:30
- b) The Primary Criteria for Financial Evaluation shall be based on overall Project Cost and the percentage of contribution through own resources or Donor committed by the agency. For this purpose committee will use the formula TC/TPC, where TPC stands for Total Project Cost and TC stands for Total Commitment of individual agency,
- c) Inability to submit requisite supporting documents/ documentary evidence, may lead to rejection.
- d) The Committee may ask for meetings with the applicants to seek clarifications on their EOIs.
- e) Each of the responses shall be evaluated as per the criteria and requirements specified in this document at **Annexure - III.**
- f) **The qualifying score in the evaluation is 75 out of the total score of 100.**
- g) If adequate nos. of firms do not qualify, then, OSDA, Bhubaneswar may reduce the qualifying score, however, it shall not be less than 60.
- h) The applicants qualified in the evaluation shall be asked to make a power-point presentation on the details of processes, practices and expertise available with them.
- i) **OSDA may consider inviting one or more agencies for the respective core area within each of the sector.**
- j) No correspondence shall be entertained outside the process of negotiation/ discussion with the Committee.

13. Signing of Agreement

Upon selection, an agreement shall be executed between OSDA and the Partner as per mutually agreed terms.

14. Time Schedule

The interested are requested to submit the EOIs in the prescribed format at **Annexure-I** in duplicate through Registered Post/Speed Post/ Courier **on or before 4 P.M. of 28.07.2019** at the address given below–

To

**The Chief Executive Officer
Odisha Skill Development Authority
Sriya Square, Unit – 3, Bhubaneswar, Odisha – 751001.**

Please specifically superscribe “EOI for Setting up a Skill Academy” on the envelope.

15. Submit your Queries

You are requested to ask for any query related to this EOI on or before 15.07.2019 through e-mail to dirosems@gmail.com. No phone call will be entertained in this regard. No query will be answered after **15.07.2019**.

Application for Expression of Interest (EOI)**APPLICANT ORGANISATION DATA FORMAT****Date of submission of application:** _____**1) Name and address of the agency/ institution/ organisation along with contact No., fax, e-mail id & web-site:** _____**2) Date of incorporation/ registration:** _____**3) Legal Status: Society/ Company/ Others- please specify** _____**4) Area of Working:** _____**5) Core Area of Competency:** _____**6) Name & designation of the contact person along with address, e-mail id and Contact No.:**
_____**7) Please provide basic information on the assignments done on similar lines in the last 5 Financial Years -**

Sl. No.	Name of the assignment	Duration of the assignment	Name of the Client	Type of Client (Govt./ Semi-Govt./ PSU/ Private)	Contract Amount (Rs.)	Deliverables	Date of completion of the assignment as per contract	Actual date of completion of the assignment	Reason for delay, if any
1.									
2.									
3.									
4.									
5.									

8) Proposed brief methodology for need assessment and conducting training

- Background (Maximum 250 words)
- Thematic Areas of Training & Capacity Need Assessment (Maximum 500 words)
- Tools & Methodology (Maximum 1,000 words)
- Time Plan (Maximum 250 words)
- Team Composition (Maximum 250 words)
- Deliverables

9) Financial Modelling envisaged for the Project

- (i) **CAPEX (with source of funding)**
- (ii) **OPEX**

10) Please attach following documents also with the application:

- a. Self attested copies of Annual Reports of the organization for the last three financial years i.e. 2016-17, 2017-18 & 2018-19.

Copy of GST Registration Certificate. I hereby declare that all the information and statements made in this EOI are true and accept that any of our misrepresentations contained in it may lead to our disqualification.

I hereby further declare that our company has not been debarred/ blacklisted by any Government/ Semi Government/ Government owned Agency including Quasi-Government Sector Organization.

I certify that I am the competent authority in my company authorized to make this declaration.

Yours sincerely,

Authorized Signatory [In full and initials]:

Name and Title of Signatory:

Company/ Organization Seal

Date:

Place:

ANNEXURE - II**ANNUAL TURNOVER STATEMENT**

I hereby certify that M/s. _____ (Name & address) is having the following annual turnover and the statement is true and correct -

Sl. No.	Financial Year	Turnover
1.	2016 – 17	Rs. (Rupees _____) only
2.	2017 – 18	Rs. (Rupees _____) only
3.	2018 – 19	Rs. (Rupees _____) only

Signature of the Applicant

Date:

Signature of the Chartered Accountant

Membership No. :

Seal:

ANNEXURE – III**FORMAT FOR EVALUATION OF EOI**

Name & address of the Applicant:				
(For office use only)				
Sl. No.	Criteria	Maximum Marks	Marks Obtained	Remarks
1.	Years of business experience: a) Between 10 to 12 years: 6 marks b) Above 12 years: 8 marks c) Above 15 years: 10 marks	10		
2.	Years of experience in establishing Skill Training Centre/Academy along with imparting skill development programmes for any Government/ PSU/ Private Sector Organization: a) Between 3 to 5 years: 3 marks b) Above 5 years: 4 marks c) Above 10 years: 5 marks	5		
3.	Nos. of Government/ PSU/ Private Organizations for which established Skill Academies/Training Centres along with imparting skill development programmes during the last 5 financial years a) Between 3 to 5 nos.: 3 marks b) Between 6 to 10 nos.: 4 marks c) Above 10 nos.: 5 marks	5		
4.	Average annual turnover (last 3 financial years i.e. 2016-17, 2017-18 & 2018-19): a) Between Rs.50 Crores to Rs.100 Crores: 5 marks b) For every 25Crores above Rs.100 Crores: 1 mark for each upto maximum of 10 marks	10		
5.	Past Experience for Programs conducted a) Vision, Mission and Program Educational Objective :5 marks b) Program Outcome, Curriculum and Learning Process –10 Marks c) Students quality and performance including admission: 10 marks d) Industry Connect including placement details: 10 marks	35		
6.	Proposed Methodology and Work Plan a) Thematic Areas of Training & Capacity Need Assessment:10 marks b) Tools & Methodology: 10 marks c) Time Plan: 5 marks d) Team Composition: 5 marks e) Minimum number of 5 Courses ✓ upto 5 courses: 2 Marks ✓ 5 – 7 Courses: 3 Marks ✓ 8 – 10 Courses: 4 Marks ✓ Above 10 Courses: 5 Marks	35		
Total		100		

Note: 1. For point No.2 above, where the services are provided to private organizations, the minimum

value of the project cost should not be less than Rs.2 Crores.

2. Applicants should submit documentary evidence to be eligible for award of points in each category.