

**CLARIFICATION / CORRIGENDUM TO**  
**RFP Reference: 2333/SDC4/2022,**  
**dt: 16.06.2022**

**Project Director**  
Samagra Shiksha Office DPI  
Campus, College Road,  
Subba Road Avenue, Nungambakkam,  
Chennai, Tamil Nadu 600006

**Date: 12th July 2022**

**RfP Reference: 2333/SDC4/2022, dt: 16.06.2022**

**Assignment Title:** Appointment of a firm to build capacity in student for integrated examinations.

In response to the feedback received and clarifications sought subsequent to the pre-bid meeting held on the 5<sup>th</sup> of July, 2022 we hereby issue the following clarifications and corrections to the RfP.  
2333/SDC4/2022, dt: 16.06.2022.

1. Extension of the due dates. The last date and time for bid submission is hereby extended to **29<sup>th</sup> July, 2022 at 12:00pm**. Technical bids will be opened on 29<sup>th</sup> July, 2022 at 3:00pm.
2. Modification of pre-qualification criteria. Amended pre-qualification criteria are provided in the table below in their entirety including any amendments

Sl.	Pre-Qualification (PQ) Criteria
1	All bidders should be registered as a Trust/ Society/ Section 8 Company; or should be registered under the Companies Act/ LLP Act and should have been in existence for at least five years on the date of publication of this bid.
2	The bidder should have been in the business of providing training for competitive exams for the last <b>three years</b> at the time of notification of this tender (FY 19-20, FY 20-21 and FY 21-22).
3	The bidder should have <b>an average</b> consolidated turnover of at least Rs. 5 Crore in each of the <b>last 2</b> financial years (2019-20, 2020-21).
4	The bidder should have detailed results available on a student-by-student basis and be able to connect the evaluation committee with any of the students on the list for reference checks. Bidders need to submit results for at least <b>50 students each</b> for any <b>2 of the following 3 exams for the years 2020 and 2021</b> <ul style="list-style-type: none"><li>• JEE Main</li><li>• NEET</li><li>• CPT</li></ul>
5	The Bidder should have at least 25 qualified faculty members (B.Sc / M.Sc/ B.Tech) who should have been on its regular employment, for at least <b>two</b> years, on the date of notification of this tender.
6	The Bidder should have detailed study materials for <b>2 of the following 3 streams</b> for both Class 11 and Class 12 as well as an online assessment platform on the pattern of national entrance exams. The online platform should also provide detailed assessment reports and statistics both at a student level and at a batch level. The bidder should also have technology systems to reliably deliver training to teachers via video conferencing. <ul style="list-style-type: none"><li>• Engineering</li><li>• Medical</li><li>• CPT</li></ul>

7	The Bidder should not have been debarred / blacklisted by any Organization / Board / Council / University / Commission and any other Government / PSU / Government undertaking/ Private organisation in the last five years.
8	EMD/ Bid Security should be submitted in the form of DD/Bank Guarantee as per Point 11 of the RfP Data Sheet in favour of Samagra Shiksha Office, Department of School Education, Government of Tamil Nadu.

3. The evaluation criteria and points criteria have been modified and the sections 4.3, 4.4 and 4.5 below replace and amend the same sections in the RfP document

#### 4.3. Firm Credentials

Bidders are requested to submit the supporting documents as mentioned below:

#	Evaluation Criteria	Max Points (25)	Criteria for Awarding Points
1	The Bidder should have at least <b>3 years</b> of experience in training and preparing students for competitive exams for engineering and medicine. Preference given to institutions having experience of working with state governments in education and training (at least one project).	3	a. > 15 years: 1.5 Points. b. > 10-15 years: 1 Points. c. > 3 - 10 years: 0.5 Points. d. Experience in working with the state governments/ central governments on similar project: 1.5 Points. (The Authority will award this bonus point after assessing the satisfaction of the said department. For this, the Bidder will provide the contact of the counter part).
2	The bidder shall submit for evaluation a Teaching plan for all 3 exams – for a foundation, one year and a two-year programme (total 9 teaching plans)	5	Teaching Plan will be graded on its comprehensiveness: 0.55 X 9 plans = 5 points.
3	Bidder shall submit teaching material that will be used as part of the training programme ( <b>1 chapter each</b> for Engineering, Medical and CPT for Class 9 and one set each for class 11)	9	3 points for Engineering 3 points for Medicine 3 points for CPT
4	The Bidder should have trained at least 500 students each in each of the exams in the past two years (FY 19-20 and FY 20-21). <i>Attach documents explicitly highlighting the number of students who have taken the exam.</i>	3	a. >5000 students: 3 Points. b. >2000 - 5000 students: 2 Points c. 500-2000 students: 1 Point.
5	Bidder's proposed plan to build capacity in the teachers.	5	Bidder will attach an up to 5 minute video / A document on the proposed plan to build capacity in the Govt. teachers. This will be assessed on (a) Demonstrated intent; (b) Plan; (c) Teacher training methodology; (d) Plan to

#	Evaluation Criteria	Max Points (25)	Criteria for Awarding Points
			improve teacher capacity (2 points); Points a, b and c will be 1 point each.

#### 4.4. Key Personnel (40 Marks)

- 4.4.1. The Bidder would be expected to deploy an appropriate team consisting of professionals as per the requirements mentioned below. We understand that the actual teaching team may be hired after the award of the tender and therefore request the profiles of the academic team that will mentor the project, hire the teachers and be responsible for the academic delivery overall as well as the training of the other teachers.
- 4.4.2. All faculty will need to be physically present for teaching the courses and will need to be full time residents of Chennai city.
- 4.4.3. The Bidder shall deploy professionals in the core team as per details given below:

Sl.	Resource	Scoring Criteria
1	Faculty Heads x 7  (Physics, Chemistry, Mathematics, Zoology, Botany, Accounting, Commerce)	Each faculty head will be scored out of 5 points. These will be awarded based on <ul style="list-style-type: none"> <li>The CV of the faculty including the length of experience preparing students for competitive exams</li> <li>A 1 paragraph statement from the faculty member on their vision for the program and commitment to preparing the students for success</li> <li>Any documentation of the track record of students under the mentorship if the faculty head</li> </ul>
2	CVs of 1 existing faculty in Chennai for at least 5 of the 7 subjects mentioned above (not necessarily those to be staffed on the project but employed for at least 2 years by the bidder)	For each such teacher a maximum of 1 mark will be awarded for each teacher profile (top 5 profiles will be included in the final score). The following scoring criteria shall apply: <ol style="list-style-type: none"> <li>Should have minimum teaching experience of at least 5 years – either in an individual capacity or in an institute involved in the training for competitive exams.</li> <li>Whether role of master trainer performed in any institution where worked earlier.</li> <li>Proficiency in reading, writing and spoken English.</li> <li>Proficiency in reading, writing and spoken Tamil.</li> </ol>
3	<b>TOTAL (40 marks)</b>	

- 4.4.4. **Replacement or Deployment Resources:** Without the consent of the Authority, no changes shall be made in the core project team deployed on the project. If, for any reason beyond the reasonable control of the Bidder, it is necessary to replace any of the team member, the Bidder shall be allowed to provide as a replacement a person with equivalent

or better qualifications, with approval from the Authority. In case of replacement of resource(s) or deployment of additional manpower (if any), the decision of Samagra Shiksha office authority will be final and binding. Further, in case no acceptable replacement is provided within 15 days of the date of departure of the named resource, a penalty of up to 25% of the payment in the next due milestone may be effected at the sole discretion of the bidder. Replacement will only be permitted as an exception; and all replaced profiles will go through the same process of selection as in the presentation stage.

- 4.4.5. **Empanelment of Firms:** The Authority can empanel, for additional work/ future work, the bidders who bid for this project at the rates quoted (or the lowest L1 rates, whichever is lower). In case of a consortium, each member of the consortium can be empaneled independently.
- 4.4.6. **Empanelment of Teachers:** The Authority can, in discussion with the Bidder, empanel the faculty members as individuals with the department at the rates quoted (or the lowest L1 rates, whichever is lower) and utilize their services in current/ subsequent works requiring their expertise.

#### **4.5 Presentation (35 Points)**

4.5.1 Bidders who meet the pre-qualifying criteria will be required to make a final presentation on their overall proposal and demonstrate their Exam training experience to the Evaluation Committee to be constituted for the purpose.

4.5.2 Scoring Criteria for PPT (2 Hours per Bidder):

- Only Faculty heads and faculty members whose profiles have been submitted will be actually present full time shall be permitted to attend the presentation.
- Teaching skills demonstrated by the faculty – one for each subject (any 4 faculty to be chosen by the Evaluation Committee; 8 marks). For this, each faculty will be given 15 minutes to present a concept to a class of students in English and in Tamil (both languages will need to be used in the classroom). The students will provide feedback on the performance of the faculty. The video of the teaching sessions will also be evaluated by the Evaluation Committee and graded by the Committee. A 50-50 weightage will be given to the rating of the students and the Committee.
- Live testimonials (4 faculty; 4 student testimonials for each) from students about the faculty (and not the institute). Two students should have been those who secured admissions into their institute of choice and 2 students should be those who have not secured admissions. Institutions/ faculty must share email and contact details of students who will be testifying. Note: The student should have been taught by the faculty in the last three years (i.e. between 2019 - 2021) (8 marks)
- Demo of the Learning Management System used by the bidder that will be used in case this project is awarded. The demo will have to be made from login to logout and will last at least 15 minutes; or longer, as desired by the Committee. [6 marks].
- Review of Teachers' Training Manuals: Four manuals to be shown to the panel – one per subject; total 8 marks. Manuals will be assess based on the quality of content (3 points), clarity of explanations (3 points), illustrations – where applicable (1 point), recency of revision (1 point).
- Review of subject wise teaching content: Four manuals to be shown to the panel – one per subject; total 8 marks. Manuals will be assess based on the quality of content (3 points), clarity of explanations (3 points), illustrations – where applicable (1 point), recency of revision (1 point).

- Review of questions used for assessment of students in each subject: 10 sets of question papers for each subject [8 marks].

4.5.3 The TECHNICAL COMMITTEE for evaluating the interested Bidders will comprise of: State education department representatives, IIT professors, model school teachers and student representatives.