Government of Odisha
Skill Development & Technical Education Department
DIRECTORATE OF TECHNICAL EDUCATION AND TRAINING
Kataka, Odisha

NIT No. DTET/2026-27/11995 (4) **Date: 22/10/2026**

Request for Proposal for Selection of Anchor Industry Partners (AIPs) for Implementation of the Pradhan Mantri Skilling and Employability Transformation through Upgraded ITIs (PM-SETU) Scheme for Rayagada Cluster in Odisha

Directorate of Technical Education and Training (DTET),
Killa Maidan, Buxi Bazar, Kataka, Odisha – 753001.
Phone: 0671-2301061 Email: dtetorissa@gmail.com

DTE&T under the administrative control of Skill Development & Technical Education Department, Government of Odisha (the Client) invites both Technical & Financial proposals from the world's leading OEM companies or their authorised channel partners through e-tender process for "Request for Proposal for Selection of Anchor Industry Partners (AIPs) for Implementation of the Pradhan Mantri Skilling and Employability Transformation through Upgraded ITIs (PM-SETU) Scheme for Rayagada Cluster in Odisha" on Turnkey Basis. Bidders fulfilling the prescribed eligibility criteria of the RFP can access and download the complete RFP Document and other details from www.dtet.odisha.gov.in / www.tendersodisha.gov.in.

The DTET, Odisha shall endeavour to adhere to the following schedule:

S. No.	Event Description	Date
1.	Date of Issue of RFP	23.10.2026
2.	Last date for receiving pre-bid queries	29.10.2026 by 05:00 PM
3.	Pre-Bid Meeting	30.10.2026 at 12:00 Noon
4.	DTET, Odisha response to queries latest by	31.10.2026 by 05:00 PM
5.	Bid Due Date	20.11.2026 by 05:00 PM
6.	Opening of Technical Bids	21.11.2026 at 11:00 AM
7.	Date of Technical Presentation (if any)	To be communicated
8.	Opening of Financial Bid	To be communicated

The proposals complete in all respect must be submitted through e-tender process latest by 20.11.2026 before 5:00 PM) clearly mentioning ''Request for Proposal for Selection of Anchor Industry Partners (AIPs) for Implementation of the Pradhan Mantri Skilling and Employability Transformation through Upgraded ITIs (PM-SETU) Scheme for Rayagada Cluster in Odisha''. The proposals received beyond the last date and time will be rejected without assigning any reason. Prospective bidders are advised to regularly visit the DTE&T Odisha website (www.dtet.odisha.gov.in/en/tenders) and e-procurement (Tenders Odisha) Portal https://tendersodisha.gov.in for any Updates/Corrigendum/Amendment. Any subsequent updates will be announced on the DTE&T Odisha website and e-procurement Odisha portal. The authority reserves all the rights to reject any/ all proposals at any stage without assigning any reason thereof.

Sd/-
Director
DTE&T, Odisha

Memo No. Date:

1. Copy to e-Governance Cell, SD&TE Department, Government of Odisha for publication in the website of the Department for wide publicity.
2. Copy to Dr. Sradhananda Beura, Sr. Lecturer (IT), O/O DTE & T, Odisha for publication on the Website and Notice Board of DTE&T for wide publicity.

Sd/-
Director
DTE&T, Odisha

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Disclaimer

The information contained in this Request for Proposal document (the "**RFP**") or subsequently provided to Bidder(s), whether verbally or in documentary or any other form, by or on behalf of the Directorate of Technical Education & Training (DTET), Odisha or any of its employees or advisors, is provided to Bidder(s) on the terms and conditions set out in this RFP and such other terms and conditions subject to which such information is provided.

This RFP is not an agreement and is neither an offer nor invitation by the DTET, Odisha to the prospective Bidders or any other person. The purpose of this RFP is to provide interested parties with information that may be useful to them in making their financial offers (Bids) pursuant to this RFP. This RFP includes statements, which reflect various assumptions and assessments arrived at by the DTET, Odisha in relation to the Cluster. Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. This RFP may not be appropriate for all persons, and it is not possible for DTET, Odisha, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this RFP. The assumptions, assessments, statements and information contained in this RFP may not be complete, accurate, adequate or correct. Each Bidder should therefore conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this RFP and obtain independent advice from appropriate sources.

Information provided in this RFP to the Bidder(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The DTET, Odisha accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein.

The DTET, Odisha, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Bidder or Bidder, under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFP or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the RFP and any assessment, assumption, statement or information contained therein or deemed to form part of this RFP or arising in any way for participation in this RFP.

The DTET, Odisha also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Bidder upon the statements contained in this RFP.

The DTET, Odisha may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this RFP.

The issue of this RFP does not imply that the DTET, Odisha is bound to select Bidder or Licensee, as the case may be, for the Cluster and the DTET, Odisha reserves the right to reject all or any of the Bids without assigning any reasons whatsoever.

The Bidder shall bear all its costs associated with or relating to the preparation and submission of its Bid including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the DTET, Odisha or any other costs incurred in connection with or relating to its Bid. All such costs and expenses will remain with the Bidder and the DTET, Odisha shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder in preparation or submission of the Bid, regardless of the conduct or outcome of the Bidding Process.

Glossary

Associate	As defined in Clause 2.2.8
DTET, Odisha	As defined in Clause 1.1.1
Bidder	As defined in Clause 1.1.2
Bid	As defined in Clause1.2.1
Bid Due Date	As defined in Clause 1.1.4
Bid Security	As defined in Clause 1.2.7
Bidding Documents	As defined in Clause 1.1.4
Bidding Process	As defined in Clause 1.2.1
License	As defined in Clause 1.1.3
License Agreement	As defined in Clause 1.1.2
Licensee	As defined in Clause 1.1.2
Conflict of Interest	As defined in Clause 2.2.1(c)
Damages	As defined in Clause 2.2.1 (c)
Financial Capacity	As defined in Clause 2.2.2
Financial Bid	As defined in Clause 1.2.2
Government	Government of India, and/or Government of [Odisha]
Highest Bidder	As defined in Clause 1.2.4
LOA	Letter of Award
Net Worth	As defined in Clause 2.2.3
Cluster	As defined in Clause 1.1.1 (C)
Pre-qualification	As defined in Clause 2.2.1
Re. or Rs. or INR or ₹	Indian National Rupee
RFP or Request for Proposal	As defined in the Disclaimer
Selected Bidder	As defined in Clause 3.4.1
SPV	As defined in Clause 2.2.5

The words and expressions beginning with capital letters and defined in this document shall, unless repugnant to the context, have the meaning ascribed thereto herein above.

1. INTRODUCTION

1.1. Background

1.1.1. The Directorate of Technical Education & Training (the "DTET, Odisha") having its principal office at Killa Maidan, Buxi Bazar, Kataka-753001 is engaged in providing vocational trainings for the upgradation of industrial production, services, productivity and innovation, contributing to the planned growth of the country's economy through the development of Industrial Training Institute(s) ("ITIs").

ITIs in India provide vocational education and training across a range of technical and non-technical disciplines. Since their inception in the 1950s, ITIs have served as the foundation of the country's vocational training ecosystem, equipping students with industry-relevant skills in areas such as manufacturing, construction, electronics, automobiles, and information technology. These institutions are instrumental in meeting the skilled workforce requirements of various industries. Recognizing the significant role of ITIs in national development, the Government of India has launched a comprehensive initiative aimed at upgrading and expanding vocational training. The Pradhan Mantri Skilling and Employability Transformation through Upgraded ITIs (PM SETU) Scheme aims to upgrade the ITIs through PPP mode.

1.2. Overview of the PM SETU Scheme

A. The Ministry of Skill Development & Entrepreneurship (MSDE), Government of India has launched the PM SETU Scheme with a total budgetary allocation of Rs.60,000 crore for the upgradation of 1,000 ITIs (comprising 200 Hub ITIs and 800 Spoke ITIs) and capacity augmentation of five National Skill Training Institutes (NSTIs) over a period of five years.

B. The Scheme shall be implemented with 50%, funding support from the Central Government, 33% contribution from the State Government, and 17% participation from Industry.

C. Each cluster shall comprise one Hub ITI and four Spoke ITIs, with a total investment of Rs. 241 .00 crore per cluster (1 Hub + 4 Spokes). Under the initiative, Hub ITIs shall introduce up to four (4) new courses and upgrade ten (10) existing courses, while Spoke ITIs shall introduce two (2) new courses and upgrade eight (8) existing courses. Specialized short-term programs for both ITI and non-ITI students (including engineering and work-based diploma courses), along with facilities such as Training of Trainers (ToT), placement services, innovation centres, and production units.

D. For each cluster, one Anchor Industry Partner (AIP) shall be onboarded through a Request for Proposal (RFP) process, based on the submission of a Strategic Investment Plan (SIP) for the respective cluster.

E. The PM SETU Scheme envisages upgradation of 1,000 ITIs in a Hub and Spoke Model in partnership with industry partners through PPP mode. The curriculum will be updated to align with industry demands, and new courses will be introduced to address evolving skill needs. The primary model for implementing the scheme will be industry led, wherein, a Special Purpose Vehicle (SPV) will be formed to implement

the scheme at the cluster level.

F. There will be a National Steering Committee (NSC) to oversee the scheme, coordinate with State/UT Governments, and monitor implementation. This committee will serve as the main decision-making body to ensure smooth execution. The NSC, chaired by the MSDE Secretary, could include senior officials from NCVET, DGT, states/UTs, other relevant ministries (e.g., Ministry of Education, Ministry of Heavy Industries, Ministry of Commerce and Industry, Ministry of Labor and Employment etc.), and key members of academia and industry. The NSC will have overall responsibility for all the activities under the National ITI Upgradation Scheme.

G. The Government of Odisha intends to upgrade the ITIs in the following cluster under the PM SETU Scheme for the second pilot phase:

Cluster	Hub ITI	Spoke ITI
1	ITI Rayagada	1. Govt. ITI Gumma 2. Govt. ITI Gajabahal 3. Govt. ITI Rayagada 4. Govt. ITI Kotgarh

The detail of the cluster along with the broad scope of work is at **Appendix-IV.**

H. The DTET, Odisha, through this RFP, intends to select the Bidder who shall act as an anchor industry partner **("AIP" or "Selected Bidder")** and shall be responsible for upgradation of a cluster of the ITIs on a hub and spoke model **("Cluster")** through a joint venture with Government. The estimated cost of project is INR 241.00 crore for each cluster **("Estimated Project Cost")**. The assessment of actual costs, however, will have to be made by the Bidders.

I. The Anchor Industry Partner (AIP) will form a Special Purpose Vehicle (SPV) (two AIPs will be onboarded for two distinct clusters), which will be a new not-for-profit Section 8 company incorporated under Companies Act, 2013, wherein Government would be, in terms of the Bidding Documents and particularly the shareholders agreement, issued and allotted 49% of the economic and voting shares of the SPV for onboarding it in the SPV to undertake the Cluster through a joint venture of AIP and the Government. The AIP will accordingly hold 51% of the economic and voting shares of the SPV, while the remaining 49% of the economic and voting shares of the SPV will be vested with the Central and State Government. The SPV will act as the Licensee and shall be responsible for the development and management of the Cluster and performance of related obligations including delivery of the specified training and employment outcomes. The SPV will have full autonomy over course offerings (e.g., introduction of new programs, curriculum and pedagogy design), trainer management (e.g., recruitment, training), and financial operations (e.g., expenditure, revenue generation from users).

J. The AIP is envisaged to be selected through a competitive bidding process through a quality and cost based mode based on weighted average of the marks scored in terms herein (including clause 1.2.4 and 3.4.2 on their technical and financial

eligibility, overall upgradation cost as per the Strategic Investment Plan **("SIP")**, and financial bid offer for the upgradation of the ITIs as submitted in terms herein for the Cluster. The transformation of ITIs shall be based on three key pillars:

- **Upgradation of ITI infrastructure**: Enhancing both soft and hard infrastructure to provide a more favourable learning environment.
- **Decentralization and deregulation**: Aligning ITI operations with industry requirements and local economic needs to meet current and future workforce needs.
- **A new governance structure**: Leveraging the managerial and operational support of industry and balancing autonomy with accountability.

K. The DTET, Odisha intends to award the identified Clusters to different entities through an open and transparent competitive bidding process in accordance with the procedure set out herein.

1.2.1. The bidder ("Bidder") for the purposes of this RFP (as defined the in the PM SETU Guidelines) shall mandatorily be one of the following entity types:

i. A registered Private or public limited company engaged in manufacturing or services, including Public Sector Undertakings (PSUs).

ii. An industry association or consortium representing one or more major sectors (at least 5 years old industry association).

iii. An industry-led foundation (CSR/Philanthropic arm of a company / industry group). A 100% wholly owned subsidiary of an entity is eligible to participate as a bidder, the financial strength, credentials, and experience of the parent company and other group entities may be leveraged for the purposes of qualification and evaluation.

iv. An industry-promoted / operated academic or training institutions

v. Industry in partnership with reputed academic institutions, Institutes of National Importance (INI), skilling institutions or universities, training partners, sector skill councils and so on.

Note: Entities debarred by any government agency will not be eligible to participate under the scheme.

The AIP/Selected Bidder shall be required to incorporate a new Section 8 company under Companies Act, 2013, prior to execution of the License agreement for the purpose of execution of the Cluster and discharging the obligations of the Licensee (the "**Licensee**" or "**SPV**") which inter alia shall include the design, development, management, operation and maintenance of the Cluster under and in accordance with the provisions of the License agreement (the "**License Agreement**") to be entered into between the Selected Bidder and the DTET, Odisha in the form provided by the DTET, Odisha as part of the Bidding documents pursuant hereto the prospective bidder firms may refer to the PM-SETU Guidelines available at DGT website .

1.2.2. The scope of work will broadly include upgradation, operation and maintenance of the ITIs mentioned in **Appendix-IV** through Hub and Spoke model in accordance with

the terms of the License Agreement. The Bidder shall submit a Strategic Investment Plan in accordance with **Appendix-VI** as part of its Technical Bid.

1.2.3. The DTET, Odisha shall receive bids in accordance with the terms and conditions set out in this RFP and the associated documents issued by the DTET, Odisha, as amended or clarified from time to time (collectively referred to as the "**Bidding Documents**") and all Bids shall be prepared and submitted in accordance with such terms on or before the date specified in Clause 1.3 for submission of Bids (the "**Bid Due Date**").

1.2.4. The statements and explanations contained in this RFP are intended to provide a better understanding to the Bidders about the subject matter of this RFP and should not be construed or interpreted as limiting in any way or manner the scope of services and obligations of the Licensee set forth in the License Agreement or the rights of DTET, Odisha to amend, alter, change, supplement or clarify the scope of work, the License to be awarded pursuant to this RFP or the terms thereof or herein contained. Consequently, any omissions, conflicts or contradictions in the Bidding Documents including this RFP are to be noted, interpreted and applied appropriately to give effect to this intent, and no claims on that account shall be entertained by the DTET, Odisha.

1.3. Brief description of Bidding Process

1.3.1. The DTET, Odisha has adopted a single-stage bidding process (collectively referred to as the "Bidding Process") for selection of the Bidder for award of the Cluster.

1.3.2. The first part (the "**Technical Bid**") of the process involves pre-qualification (the "Pre-qualification") of interested parties who submit a Bid in accordance with the provisions of this RFP. The second part of the process involves the financial proposals (the "**Financial Bid**") of the Bidders qualified in the Technical Bid. The Technical Bid and Financial Bid shall collectively be referred as Bid (the "**Bid**"). Prior to participation in the Bidding Process, the Bidder shall pay to the DTET, Odisha a sum of Rs.50,000 /- (Rupees Fifty Thousand Only), in the form of a demand draft issued by a Scheduled Bank in India, drawn in favour of 'DTE&T Odisha' and payable at 'Kataka' , as the cost towards the Bid process ("t"). The Bidders would be required to furnish all the information specified in this RFP. The Bid shall be valid for a period of not less than 120 (one hundred and twenty) days from the Bid Due Date.

1.3.3. Government of India has issued guidelines (see **Appendix-V)** for qualification of bidders seeking to acquire stakes in any public sector enterprise through the process of disinvestment. These guidelines shall apply mutatis mutandis to this Bidding Process. The DTET, Odisha shall be entitled to disqualify a Bidder in accordance with the aforesaid guidelines at any stage of the Bidding Process. Bidders must satisfy themselves that they are qualified to bid, and should give an undertaking to this effect in the form at **Appendix-I**.

1.3.4. The selection of the Bidder shall be on a Quality and Cost Based Selection (QCBS) on a weighted average basis. Based on the evaluation of Qualified Bidders in terms

herein, the following three scores shall be determined:

i. Technical Marks – say "X". Technical Marks shall have a weightage of 50%
ii. Score on overall costing of upgradation – say "Y". Y score shall have a weightage of 30%
iii. Score on Financial Bid offer (contribution) – say "Z". Financial Bid score shall have a weightage of 20%.

The bidder with the highest combined score computed as per above specified weightages will generally be awarded the contract ("Highest Bidder").

In this RFP, the term "Highest Bidder" shall mean the Bidder who scores the highest aggregate score in terms herein including clause 3.4 of this RFP. Subject to the provisions of this RFP, the Cluster will be awarded to the Highest Bidder.

1.3.5. The License period and other terms are pre-determined, as indicated in the draft License Agreement.

1.3.6. The Bidding Documents include the draft License Agreement for the Cluster which is enclosed. Subject to the provisions of Clause 2.1.2, the aforesaid documents and any addenda issued subsequent to this RFP Document, will be deemed to form part of the Bidding Documents. Please refer to the PM-SETU Guidelines available at DGT website.

1.3.7. A Bidder is required to deposit, along with its Bid a bid security with equal amount of 2% of the Anchor Industry Parner's (AIP) proposed Contribution (the "Bid Security"), refundable no later than 180 (one hundred and eighty) days from the Bid Due Date, except in the case of the selected Bidder whose Bid Security shall be retained till it has provided a Performance Security (equal amount of 2% of the Anchor Industry Parner's (AIP) proposed Contribution) under the License Agreement. The Bidders will have an option to provide Bid Security in the form of a demand draft or a bank guarantee acceptable to the DTET, Odisha in the format provided at Appendix-III. In case a bank guarantee is provided, its validity period shall not be less than 180 (one hundred and eighty) days from the Bid Due Date, inclusive of a claim period of 60 (sixty) days, and may be extended as may be mutually agreed between the DTET, Odisha and the Bidder from time to time. Where a demand draft is provided, its validity shall not be less than 90 (ninety) days from the Bid Due Date for the purposes of encashment thereof by the DTET, Odisha. The Bid shall be summarily rejected if it is not accompanied by the Bid Security.

1.3.8. Bidders are invited to examine the Cluster in greater detail, and to carry out, at their cost, such studies as may be required for submitting their respective Bids for award of the Cluster including implementation thereof. The DTET, Odisha shall facilitate conduct of such ITI level due diligence.

1.3.9. Generally, the Highest Bidder shall be the selected Bidder. The second ranked Bidder shall be kept in reserve, and the second ranked Bidder may, be invited to match the Bid submitted by the Highest Bidder in case such Highest Bidder withdraws or is not selected for any reason.

1.3.10. The Licensee shall, in consideration of its investment and services, be entitled to [levy fee and collect and appropriate the same] in accordance with the provision of the License Agreement.

1.3.11. The Bidding Documents shall be released on the e-tender website i.e. https://tendersodisha.gov.in. Any modifications / addendum / responses to queries shall be updated on the e-Tender Portal and the Bidders are requested to check the website regularly for updates. The DTET, Odisha shall not undertake any responsibility, if any, Bidder fails to regularly check the website for addendums. It shall be mandatory for the Bidders to get their firm/ company registered with the e-Tender Portal, to obtain user ID and password, in order to participate in this Bidding Process. For avoidance of doubt, it is clarified that the Bid shall be submitted online on or before the Bid Due Date and time and hard copy of the Enclosures to Bid in original as specified in clause 2.13.4 shall be submitted on or before the date and time mentioned in Clause 1.3 at the address specified in Clause 2.13.4.

All queries by prospective Bidders must be sent only via email to the following email address only: dtetorissa@gmail.com & dtetodisha.procurement@gmail.com .

All communications pertaining to the RFP shall clearly bear the following identification/ title:

RFP for Upgradation of ITIs in Odisha under PM SETU Scheme

1.4. Schedule of Bidding Process

1.4.1. The DTET, Odisha shall endeavour to adhere to the following schedule:

S. No.	Event Description	Date
1.	Sale of Bidding Documents	23.10.2026
2.	Last date for receiving pre-bid queries	29.10.2026 by 05:00 PM
3.	Pre-Bid Meeting	30.10.2026 at 12:00 PM
4.	DTET, Odisha response to queries latest by	31.10.2026 by 05:00 PM
5.	Bid Due Date	20.11.2026 by 05:00 PM
6.	Opening of Technical Bids	21.11.2026 at 11:00 AM
7.	Date of Technical Presentation (if any)	To be communicated
8.	Opening of Financial Bid	To be communicated

2. INSTRUCTIONS TO BIDDERS

A. GENERAL

2.1. Scope of Bid

2.1.1. The DTET, Odisha wishes to receive Bids under this RFP from eligible Bidders. No Bidder shall submit more than one Bid for the Cluster. A Bidder shall not be entitled to submit another bid. The Bidder can, however, choose to bid for multiple clusters.

2.1.2. The Bidders are expected to carry out their own surveys, investigations and other detailed examination of the Cluster before submitting their Bids.

2.1.3. Notwithstanding anything to the contrary contained in this RFP, the detailed terms specified in the draft License Agreement shall have overriding effect; provided, however, that any conditions or obligations imposed on the Bidder hereunder shall continue to have effect in addition to its obligations under the License Agreement. Please refer to the PM-SETU Guidelines available at DGT website for more information.

2.1.4. The Technical Bid and Financial Bid should be furnished in the format at **Appendix–I** and **Appendix-VII** respectively along with all enclosures, duly signed by the Bidder's authorized signatory. The Financial Bid shall clearly indicate the bid amount, in both figures and words, in Indian Rupees. The bid amount shall consist of the amount offered to be funded by the Bidder as a part of overall outlay under SIP, to be infused/expended as per the terms and conditions of this RFP and the provisions of the License Agreement. In the event of any difference between figures and words, the amount indicated in words shall be taken into account.

2.1.5. The Bidder shall deposit a Bid Security of an equal amount of 2% of the Anchor Industry Parner's (AIP) Proposed Contribution in accordance with the provisions of this RFP. The Bidder has the option to provide the Bid Security either as a Demand Draft or in the form of a Bank Guarantee acceptable to the DTET, Odisha, as per format at Appendix–III

2.1.6. The validity period of the Bank Guarantee shall not be less than 180 (one hundred and eighty) days from the Bid Due Date, inclusive of a claim period of 60 (sixty) days and may be extended as may be mutually agreed between the DTET, Odisha and the Bidder. Where a demand draft is provided, its validity shall not be less than 90 (ninety) days from the Bid Due Date, for the purposes of encashment by the DTET, Odisha. The Bid shall be summarily rejected if it is not accompanied by the Bid Security. The Bid Security shall be refundable no later than 120 (one hundred and twenty) days from the Bid Due Date except in the case of the Selected Bidder whose Bid Security shall be retained till it has provided a Performance Security under the License Agreement.

2.1.7. The Bidder should submit a Power of Attorney as per the format at **Appendix–II**, authorizing the signatory of the Bid to commit the Bidder.

2.1.8. Any condition or qualification or any other stipulation contained in the Bid shall render the Bid liable to rejection as a non-responsive Bid.

2.1.9. The documents including this RFP and all attached documents, provided by the DTET, Odisha are and shall remain or become the property of the DTET, Odisha and are transmitted to the Bidders solely for the purpose of preparation and submission of a Bid in accordance herewith. Bidders are to treat all information as strictly confidential and shall not use it for any purpose other than for preparation and submission of their Bid. The provisions of this Clause 2.1.9 shall also apply mutatis mutandis to Bids and all other documents submitted by the Bidders, and the DTET, Odisha will not return to the Bidders any Bid, document or any information provided along therewith.

2.2. Eligibility of Bidders

2.2.1. For determining the eligibility of Bidders for submission of Bids hereunder, the following shall apply:

a. The Bidder shall mandatorily be one of the following entity types:
- A registered Private or public limited company engaged in manufacturing or services, including Public Sector Undertakings (PSUs).
- An industry association or consortium representing one or more major sectors (at least 5 years old industry association).
- An industry-led foundation (CSR/Philanthropic arm of a company / industry group). 100% wholly owned subsidiary of an entity eligible to participate as the bidder, the financial strength, credentials, and experience of the parent company and other group entities may be leveraged for the purposes of qualification and evaluation
- An industry-promoted / operated academic or training institutions Industry in partnership with reputed academic institutions, Institutes of National Importance (INI), skilling institutions or universities, training partners, sector skill councils and so on.

Note: Entities debarred by any government agency will not be eligible to participate under the scheme.

b. A Bidder shall not have a conflict of interest (the "**Conflict of Interest**") that affects the Bidding Process. Any Bidder found to have a Conflict of Interest shall be disqualified. In the event of disqualification, the DTET, Odisha shall be entitled to forfeit and appropriate the Bid Security or Performance Security, as the case may be, as mutually agreed genuine pre-estimated loss and damage likely to be suffered and incurred by the DTET, Odisha and not by way of penalty for, *inter alia*, the time, cost and effort of the DTET, Odisha, including consideration of such Bidder's proposal (the "**Damages**"), without prejudice to any other right or remedy that may be available to the DTET, Odisha under the Bidding Documents and/ or the License Agreement or otherwise. Without limiting the generality of the above, a Bidder shall be deemed to have a Conflict of Interest affecting the BiddingProcess, if:

i. the Bidder, or Associate (or any constituent thereof) and any other Bidder, or any Associate thereof (or any constituent thereof) have common controlling shareholders or other ownership interest; provided that this disqualification shall not apply in cases where the direct or indirect shareholding of a Bidder, or an

Associatethereof (or any shareholder thereof having a shareholding of more than 25% (twenty-five per cent) of the paid up and subscribed share capital of such Bidder, or Associate, as the case may be) in the other Bidder, or Associate is not more than 25% (twenty five per cent) of the subscribed and paid up equity share capital thereof; provided further that this disqualification shall not apply to any ownership by a bank, insurance company, pension fund or a public financial institution referred to in sub- section (72) of section 2 of the Companies Act, 2013. For the purposes of this Clause 2.2.1(c), indirect shareholding held through one or more intermediate persons shall be computed as follows: (aa) where any intermediary is controlled by a person through management control or otherwise, the entire shareholding held by such controlled intermediary in any other person (the "**Subject Person**") shall be taken into account for computing the shareholding of such controlling person in the Subject Person; and (bb) subject always to sub-clause (aa) above, where a person does not exercise control over an intermediary, which has shareholding in the Subject Person, the computation of indirect shareholding of such person in the Subject Person shall be undertaken on a proportionate basis; provided, however, that no such shareholding shall be reckoned under this sub-clause (bb) if the shareholding of such person in the intermediary is less than 26% of the subscribed and paid up equity shareholding of such intermediary; or

ii. such Bidder, or any Associate thereof receives or has received any direct or indirect subsidy, grant, concessional loan or subordinated debt from any other Bidder, or any Associate thereof or has provided any such subsidy, grant, concessional loan or subordinated debt to any other Bidder, or any Associate thereof; or

iii. such Bidder has the same legal representative for purposes of this Bid as any other Bidder; or

iv. such Bidder, or any Associate thereof has a relationship with anotherBidder, or any Associate thereof, directly or through common third party/ parties, that puts either or both of them in a position to have access to eachother's information about, or to influence the Bid of either or each other;or

v. such Bidder, or any Associate thereof has participated as a consultant to the DTET, Odisha in the preparation of any documents, design or technical specifications of the Cluster.

c. A Bidder shall be liable for disqualification if any legal, financial or technical adviser of the DTET, Odisha in relation to the Cluster is engaged by the Bidder, or any Associate thereof, as the case may be, in any manner for matters related to or incidental to the Cluster. For the avoidance of doubt, this disqualification shall not apply where such adviser was engaged by the Bidder, or Associate in the past but its assignment expired or was terminated at least 30 (thirty) days prior to the Bid Due Date. Nor will this disqualification apply where such adviser is engaged after a period of 3 (three) years

from the Bid Due Date.

2.2.2. To be eligible for qualification, a Bidder shall fulfil the following condition of minimum eligibility:

a. **Technical Capacity**: The Bidder should have at least 1,000 employees on its payroll as on Bid Due Date. In the case of industry-led foundations or industry-promoted academic institutions or similar entity, the employee strength of the parent company or group company shall be considered.

b. **Financial Capacity**:

i. **Net Worth:** The Net Worth of the Bidder in the financial year immediately preceding the Bid Due Date should be positive.

ii. **Average Annual Turnover:** The Bidder shall have an average annual turnover equal to or greater than ₹ 500 crore in the last three financial years preceding the Bid Due Date. The audited balance sheets for the last three years should be submitted, which must demonstrate the soundness of the Bidder's financial position. In case the date of registration/ incorporation of the bidder is less than 3 years old prior to Bid Due Date, the average annual turnover or actual production in respect of the completed financial years after the date of constitution shall be taken into account for this criterion. This must be duly certified by a Chartered Accountant or Statutory Auditor, as the case may be. In the case of industry-led foundations or industry-promoted academic institutions or similar entity, the turnover of the parent company or group company shall be considered.

Note: In case the annual accounts for the latest financial year are not audited and therefore the Bidder cannot make it available, the Bidder shall give an undertaking to this effect, and the statutory auditor/chartered accountant shall certify the same. In such a case, the Bidder shall provide the audited annual reports for 3 (three) financial years preceding the year for which the audited annual report is not being provided

c. **Technical Marks:** The Bidders meeting the aforesaid minimum eligibility criteria shall be eligible for evaluation and scoring of their Strategic Investment Plan (SIP) submitted in terms herein including **Appendix-VI**) **("Technical Marks").** The scoring of the SIP for Cluster 1 and Cluster 2 would be determined separately based on the applications received respectively. The scoring of the SIP for each Cluster shall be in terms of the provisions and marks as tabulated below:

Dimension	Criteria	Sub-criteria	Rating Mechanism	Weightage (marks)
A. HR Plan	HR level Managerial Capacity	Proposed managerial level HR Plan for the SPV and capacity building of existing ITI staff	Credentials of proposed SPV CEO and Management of SPV	5
			Plan for capacity building and HR	5

Dimension	Criteria	Sub-criteria	Rating Mechanism	Weightage (marks)
			Management of existing ITI Staff/ Trainers	
			Plan to induct industry level/ lateral hires as Master Trainers/ Academic Deans/ Subject Experts	5
			Filling of vacancies through contractual staff until permanent staff is hired by Government of Odisha	5
				20 Marks
B. Operational Plan and Strategy	Inclusion and Outreach plan	Proposed outreach to underserved groups (SC/ ST/ others identified)		2
		Proposed increase in female share of enrolment over baseline		5
		Aspirational districts/ hilly areas as part of the cluster		3
				10 marks
	Curriculum strategy - diversity and innovation	Plan for Re-design of Existing Courses	Qualitative Assessment	5
		Plan to introduce courses in new age areas/ IR 4.0/ Green/ Digital/ Advanced Manufacturing		5
		Plan for non-ITI courses -short term courses, work-based Diplomas, Executive programs, etc.		5
		Innovation in pedagogy/ technology enabled learning, AR/VR, etc.		5
				20 marks
	Infrastructure	New capex		5

Dimension	Criteria	Sub-criteria	Rating Mechanism	Weightage (marks)
	and Facility Management	development strategy; Infra maintenance strategy (blueprint for an inclusive, climate and disaster resilient and sustainable capex plan and civil infra upgradation[1])		
		Fungibility of equipment and machinery proposed		5
				10 marks
C. Employment Outcomes and Industry Linkages	Employment Potential over baseline	Overall employment outcomes to be achieved as per the SIP over the baseline	Placement (Increase in share of placed over baseline)	10
			Apprenticeship (Increase in share of those engaged as Apprentices)	2
			Salary growth of placed students over baseline	5
			Overseas Mobility Opportunities envisaged	3
				20 marks
	Strength of Industry engagement & in-house absorption of pass-outs	Industry engagement strategy (MoUs, DSTs, OJT partnerships planned)		5
		Extent of inhouse absorption of pass-outs by AIP and its partner/ supply chain/ vendors		5
		Size of the cluster proposed		-
				10 marks
D. Sustainability Plan	Extent of sustainability envisaged for the Cluster	Plan for building revenue stream from activities like Production Centre, fee-based courses, etc.		10

[1] This shall include overall redesign and upgradation of existing equipment and civil infrastructure, with some weightage for energy-efficient equipment, climate & disaster-resistant infrastructure, and overall environmental sustainability.

Dimension	Criteria	Sub-criteria	Rating Mechanism	Weightage (marks)
		over the years		
				10 marks
Grand Total				**100 marks**

2.2.3. The Bidder shall enclose with its Technical Bid, to be submitted as per the format at **Appendix-I**, complete with its Annexes, the following:

a. Documentary evidence by way of Statutory Auditor'/ Chartered Accountant's certificate or concerned client certificate. Such documentary evidence shall be duly signed by the authorized personnel of the Bidder.

b. Certificate(s) from statutory auditors of the Bidder or its Associates specifying the Net Worth of the Bidder, as at the close of the preceding financial year, and specifying that the methodology adopted for calculating such Net Worth conforms tto the provisions of Clause 2.2.2.

c. For the purposes of this RFP, net worth (the "**Net Worth**") for a company shall mean the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account, after deducting the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, as per the audited balance sheet, but does not include reserves created out of revaluation of assets, write-back of depreciation and amalgamation;

For eligible entities which are not companies, the Net Worth shall mean the corpus and reserve amounts as certified by the chartered accountant having valid registration.

2.2.4. The Bidder should submit a Power of Attorney as per the format at **Appendix-II**, authorizing the signatory of the Bid to commit the Bidder.

2.2.5. The Bidder if selected shall be required to form a Section 8 Company an appropriate Special Purpose Vehicle, incorporated under the Indian Companies Act, 2013 **(the "SPV"),** to execute the License Agreement and implement the Cluster. As part of the Bidding documents pursuant hereto the prospective bidder firms may refer to the PM-SETU Guidelines available at DGT website.

2.2.6. Any entity which has been barred by the [Central/ State Government, or any entity controlled by it] from participating in any project (PPP or otherwise), and the bar subsists as on the date of Bid, would not be eligible to submit a Bid under this RFP.

2.2.7. A Bidder including any Associate should, in the last 3 (three) years, have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or DTET, Odisha or a judicial pronouncement or arbitration award against the Bidder or Associate, as the case may be, nor has been expelled from any project or contract by any public entity nor have had any contract terminated by any public entity for breach by such Bidder, or Associate. Provided, however, that where a

Bidder claims that its disqualification arising on account of any cause or event specified in this Clause 2.2.8 is such that it does not reflect (a) any malfeasance on its part in relation to such cause or event; (b) any wilful default or patent breach of the material terms of the relevant contract; (c) any fraud, deceit or misrepresentation in relation to such contract; or (d) any rescinding or abandoning of such contract, it may make a representation to this effect to the DTET, Odisha for seeking a waiver from the disqualification hereunder and the DTET, Odisha may, in its sole discretion and for reasons to be recorded in writing, grant such waiver if it is satisfied with the grounds of such representation and is further satisfied that such waiver is not in any manner likely to cause a material adverse impact on the Bidding Process or on the implementation of the Cluster.

2.2.8. In computing the Financial Capacity of the Bidder under Clauses 2.2.2 and 2.2.3, the Financial Capacity of their respective Associates would also be eligible hereunder.

For purposes of this RFP, Associate means, in relation to the Bidder, a person who controls, is controlled by, or is under the common control with such Bidder (the "**Associate**"). As used in this definition, the expression "control" means, with respect to aperson which is a company or corporation, the ownership, directly or indirectly,of more than 50% (fifty per cent) of the voting shares of such person, and with respect to a person which is not a company or corporation, the power to direct the management and policies of such person by operation of law.

2.2.9. The following conditions shall be adhered to while submitting a Bid:

a. Bidders should attach clearly marked and referenced continuation sheets in the event that the space provided in the prescribed forms in the Annexes is insufficient. Alternatively, Bidders may format the prescribed forms making due provision for incorporation of the requested information;
b. information supplied by a Bidder must apply to the Bidder, or Associate named in the Bid and not, unless specifically requested, to other associated companies or firms;
c. in responding to the qualification submissions, Bidders should demonstrate their capabilities in accordance with Section 3 below;

2.2.10. While qualification is open to persons from any country, the following provisions shall apply:

a. Where, on the date of the Bid, 25% (twenty-five per cent) or more of the aggregate issued, subscribed and paid-up equity share capital in a Bidder is held by persons resident outside India or where a Bidder is controlled by persons resident outside India; or
b. if at any subsequent stage after the date of the Bid, there is an acquisition of 25% (twenty-five per cent) or more of the aggregate issued, subscribed and paid-up equity share capital or control, by persons resident outside India, in or of the Bidder;

then the qualification of such Bidder or in the event described in sub clause (b) above,

the continued qualification of the Bidder shall be subject to approval of the DTET, Odisha from national security and public interest perspective. The decision of the DTET, Odisha in this behalf shall be final and conclusive, and binding on the Bidder.

The holding or acquisition of equity or control, as above, shall include direct or indirect holding/ acquisition, including by transfer, of the direct or indirect legal or beneficial ownership or control, by persons acting for themselves or in concert and in determining such holding or acquisition, the DTET, Odisha shall be guided by the principles, precedents and definitions contained in the Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011, or any substitute thereof, as in force on the date of such acquisition.

The Bidder shall promptly inform the DTET, Odisha of any change in the shareholding, as above, and failure to do so shall render the Bidder liable for disqualification from the Bidding Process.

2.2.11. While qualification is open to persons from any country, the following provisions shall apply:

Any Bidder from a country which shares a land border with India will be eligible to bid in this tender only if the bidder is registered with the Competent DTET, Odisha as provided in the Order (Public Procurement No. 1) dated 23rd July 2020 issued by the Ministry of Finance, Department of Expenditure Public Procurement Division. Provided further that the Selected Bidder shall not be allowed to sub-contract works to any contractor from a country which shares a land border with India unless such contractor is registered with the Competent DTET, Odisha as provided in the aforesaid Order. It is however clarified that, as mentioned in Annex 2 of the aforesaid Order, the restriction contained in this clause will not apply to Bidders from those countries (even if sharing a land border with India) to which the Government of India has extended lines of credit or in which the Government of India is engaged in development projects. The updated lists of countries to which lines of credit have been extended or in which development projects are undertaken are given in the website of the Ministry of External Affairs.

"Competent DTET, Odisha" for the purpose of this clause means the DTET, Odisha defined in Annex 1 of the Order (Public Procurement No. 1) dated 23rd July 2020 issued by the Ministry of Finance, Department of Expenditure Public Procurement Division.

"Bidder from a country which shares a land border with India" for the purpose of this clause means: -

a. An entity incorporated, established or registered in such a country; or
b. A subsidiary of an entity incorporated, established or registered in such a country, or
c. An entity substantially controlled through entities incorporated, established or registered in such a country; or
d. An entity whose beneficial owner is situated in such a country; or
e. An Indian (or other) agent of such an entity; “agent” for the purposes of this RFP

shall mean a person employed to do any act for another, or to represent another in dealings with third person; or

f. A natural person who is a citizen of such a country, or

The "beneficial owner" for the purpose of (d) above will be as under:

1. In case of a company the beneficial owner is the natural person(s), who, whether acting alone or together, or through one or more juridical person, has a controlling ownership interest or who exercises control through other means.

   Explanation:

   a. "Controlling ownership interest" means ownership of or entitlement to more than twenty-five per cent of shares or capital or profits of the company,

   b. "Control" shall include the right to appoint majority of the directors or to control the management or policy decisions including by virtue of their shareholding or management rights or shareholders agreements or voting agreements,

2. In case of a partnership firm, the beneficial owner is the natural person(s) who, whether acting alone or together, or through one or more juridical person, has ownership of entitlement to more than fifteen percent of capital or profits of the partnership.

3. In case of an unincorporated association or body of individuals, the beneficial owner is the natural person(s), who, whether acting alone or together, or through one or more juridical person, has ownership of or entitlement to more than fifteen percent of the property or capital or profits of such association or body of individuals.

4. Where no natural person is identified under (1) or (2) or (3) above, the beneficial owner is the relevant natural person who holds the position of senior managing official.

5. In case of a trust, the identification of beneficial owner(s) shall include identification of the author of the trust, the trustee, the beneficiaries with fifteen percent or more interest in the trust and any other natural person exercising ultimate effective control over the trust through a chain of control or ownership

2.2.12. Notwithstanding anything to the contrary contained herein, in the event that the Bid Due Date falls within 3 (three) months of the closing of the latest financial year of a Bidder, it shall ignore such financial year for the purposes of its Bid and furnish all its information and certification with reference to the 5 (five) years or 1 (one) year, as the case may be, preceding its latest financial year. For the avoidance of doubt, financial year shall, for the purposes of a Bid hereunder, mean the accounting year followed by the Bidder in the course of its normal business.

2.2.13. A Bidder shall be liable for disqualification and forfeiture of Bid Security if any legal, financial or technical adviser of the DTET, Odisha in relation to the Cluster is engaged by the Bidder, or any Associate thereof, as the case may be, in any manner for matters related to or incidental to such Cluster during the Bidding Process or subsequent to the (i) issue of the LOA or (ii) execution of the License Agreement. In the event any such adviser is engaged by the Selected Bidder, as the case may be, after issue of the LOA or execution of the License Agreement for matters related or incidental to the

Cluster, then notwithstanding anything to the contrary contained herein or in the LOA or the License Agreement and without prejudice to any other right or remedy of the DTET, Odisha, including the forfeiture and appropriation of the Bid Security or Performance Security, as the case may be, which the DTET, Odisha may have thereunder or otherwise, the LOA or the License Agreement, as the case may be, shall be liable to be terminated without the DTET, Odisha being liable in any manner whatsoever to the Selected Bidder or Licensee for the same. For the avoidance of doubt, this disqualification shall not apply where such adviser was engaged by the Bidder, or Associate in the past but its assignment expired or was terminated at least 30 (thirty) days prior to the Bid Due Date. Nor will this disqualification apply where such adviser is engaged after a period of 3 (three) years from the Bid Due Date.

2.2.14. This RFP is not transferable.

2.2.15. Any award of License pursuant to this RFP shall be subject to the terms of Bidding Documents.

2.3. Change in Ownership

2.3.1. The Bidder further acknowledges and agrees that the aforesaid obligation shall be the minimum and shall be in addition to such other obligations as may be contained in the License Agreement, and a breach hereof shall, notwithstanding anything to the contrary contained in the License Agreement, be deemed to be a breach of the License Agreement and dealt with as such thereunder.

2.4. Number of Bids and costs thereof

2.4.1. No Bidder shall submit more than one Bid for the Cluster. They can, however, bid for multiple clusters. Separate SPVs and separate Bid security deposits are required for each Cluster.

2.4.2. The Bidders shall be responsible for all of the costs associated with the preparation of their Bids and their participation in the Bidding Process. The DTET, Odisha will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Bidding Process.

2.5. ITI Cluster visit and verification of information

2.5.1. Bidders are encouraged to submit their respective Bids after visiting the Cluster ITIs and ascertaining for themselves the ITI conditions, demand, industry cluster/s, space for upgradation works, Trainers, availability of power, water and other utilities for construction, access to site, handling and storage of materials, applicable laws and regulations, and any other matter considered relevant by them.

2.6. Acknowledgement by Bidder

2.6.1. It shall be deemed that by submitting the Bid, the Bidder has:

a. made a complete and careful examination of the Bidding Documents;
b. received all relevant information requested from the DTET, Odisha;
c. accepted the risk of inadequacy, error or mistake in the information provided in the Bidding Documents or furnished by or on behalf of the DTET, Odisha relating to any of the matters referred to in Clause 2.5 above.

d. satisfied itself about all matters, things and information including matters referred to in Clause 2.5 herein above necessary and required for submitting an informed Bid, execution of the Cluster in accordance with the Bidding Documents and performance of all of its obligations thereunder.
e. acknowledged and agreed that inadequacy, lack of completeness or incorrectness of information provided in the Bidding Documents or ignorance of any of the matters referred to in Clause 2.5 hereinabove shall not be a basis for any claim for compensation, damages, extension of time for performance of its obligations, loss of profits etc. from the DTET, Odisha, or a ground for termination of the License Agreement by the Licensee;
f. acknowledged that it does not have a Conflict of Interest; and
g. agreed to be bound by the undertakings provided by it under and in terms hereof.

2.6.2. The DTET, Odisha shall not be liable for any omission, mistake or error in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to the RFP or the Bidding Process, including any error or mistake therein or in any information or data given by the DTET, Odisha.

2.7. Right to accept or reject any or all Bids

2.7.1. Notwithstanding anything contained in this RFP, the DTET, Odisha reserves the right to accept or reject any Bid and to annul the Bidding Process and reject all Bids, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons therefor. In the event that the DTET, Odisha rejects or annuls all the Bids, it may, in its discretion, invite all eligible Bidders to submit fresh Bids hereunder.

2.7.2. The DTET, Odisha reserves the right to reject any Bid if:
a. at any time, a material misrepresentation is made or uncovered, or
b. the Bidder does not provide, within the time specified by the DTET, Odisha, the supplemental information sought by the DTET, Odisha for evaluation of the Bid.
Such misrepresentation/ improper response shall lead to the disqualification of the Bidder.

2.7.3. If disqualification/ rejection of a Bidder occurs after the Bids have been opened and the Highest Bidder gets disqualified/ rejected, then the DTET, Odisha reserves the right to:
a. invite the second ranked Bidder for award of Cluster; or
b. take any such measure as may be deemed fit in the sole discretion of the DTET, Odisha, including annulment of the Bidding Process.

2.7.4. In case it is found during the evaluation or at any time before signing of the License Agreement or after its execution and during the period of subsistence thereof that one or more of the qualification conditions have not been met by the Bidder, or the Bidder has made material misrepresentation or has given any materially incorrect or false information, the Bidder shall be disqualified forthwith if not yet appointed as the Licensee either by issue of the LOA or entering into of the License Agreement, and if the Bidder/SPV has already been issued the LOA or has entered into the License

Agreement, as the case may be, the same shall, notwithstanding anything to the contrary contained therein or in this RFP, be liable to be terminated, by a communication in writing by the DTET, Odisha to the Bidder, without the DTET, Odisha being liable in any manner whatsoever to the Bidder. The DTET, Odisha shall be entitled to forfeit and appropriate the Bid Security or Performance Security, as the case may be, as Damages, and without prejudice to any other right or remedy which the DTET, Odisha may have under this RFP, the Bidding Documents, the License Agreement or otherwise.

2.7.5. The DTET, Odisha reserves the right to verify all statements, information and documents submitted by the Bidder in response to the RFP or the Bidding Documents and the Bidder shall, when so required by the DTET, Odisha, make available all such information, evidence and documents as may be necessary for such verification. Any such verification or lack of such verification by the DTET, Odisha shall not relieve the Bidder of its obligations or liabilities hereunder nor will it affect any rights of the DTET, Odisha thereunder.

2.7.6. The DTET, Odisha may, in its sole discretion and on grounds of reciprocity, disqualify a Bidder, if any or all of its constituents are entities incorporated in a country where an entity incorporated in India does not have similar rights of bidding for contracts contemplated hereunder.

B. DOCUMENTS

2.8. Contents of the RFP

2.8.1. This RFP comprises the disclaimer set forth herein above; the contents as listed below and will additionally include any Addenda issued in accordance with Clause 2.10.

Invitation for Bid

- Section 1. Introduction
- Section 2. Instruction to Bidders
- Section 3. Criteria for Evaluation
- Section 4. Fraud & Corrupt Practices
- Section 5. Pre-Bid Meeting
- Section 6. Miscellaneous

Appendices

I. Letter comprising the Technical Bid
II. Power of Attorney for signing of Bid
III. Bank Guarantee for Bid Security
IV. List of ITIs to be upgraded and scope of work
V. Guidelines of the Department of Disinvestment
VI. Guidelines for preparation of Strategic Investment Plan (SIP)
VII. Financial Bid

2.9. Clarifications

2.9.1. Bidders requiring any clarification on the RFP may notify the DTET, Odisha only by e-mail in accordance with Clause 1.2.9. They should send in their queries on or before

the date specified in the schedule of Bidding Process contained in Clause 1.3. The DTET, Odisha shall endeavour to respond to the queries within the period specified therein, but no later than 10 (ten) days prior to the Bid Due Date. The DTET, Odisha will post all the queries and its responses on the official website without identifying the source of queries.

2.9.2. The DTET, Odisha shall endeavour to respond to the questions raised or clarifications sought by the Bidders. However, the DTET, Odisha reserves the right not to respond to any question or provide any clarification, in its sole discretion, and nothing in this Clause shall be taken or read as compelling or requiring the DTET, Odisha to respond to any question or to provide any clarification.

2.9.3. The DTET, Odisha may also on its own motion, if deemed necessary, issue interpretations and clarifications to all Bidders. All clarifications and interpretations issued by the DTET, Odisha shall be deemed to be part of the Bidding Documents. Verbal clarifications and information given by DTET, Odisha or its employees or representatives shall not in any way or manner be binding on the DTET, Odisha.

2.10. Amendment of RFP

2.10.1. At any time prior to the Bid Due Date, the DTET, Odisha may, for any reason, whether at its own initiative or in response to clarifications requested by a Bidder, modify the RFP by the issuance of addendum/ corrigendum ("Addendum/Corrigendum").

2.10.2. Any Addendum/Corrigendum thus issued hereunder shall be hosted on the e-Tender Portal (https://tendersodisha.gov.in/).

2.10.3. In order to afford the Bidders a reasonable time for taking an Addendum/Corrigendum into account, or for any other reason, the DTET, Odisha may, in its sole discretion, extend the Bid Due Date.

C. PREPARATION AND SUBMISSION OF BID

2.11. Language

2.11.1. The Bid and all related correspondence and documents in relation to the bidding process shall be in English language. Supporting documents and printed literature furnished by the Bidder with the Bid may be in any other language provided that they are accompanied by translations of all the pertinent passages in the English language, duly authenticated and certified by the Bidder. Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation and evaluation of the Bid, the English language translation shall prevail.

2.12. Format and signing of Bid

2.12.1. The Bidder shall provide all the information sought under this RFP. The DTET, Odisha will evaluate only those Bids that are received in the required formats and complete in all respects. Incomplete and /or conditional Bids shall be liable to rejection.

2.12.2. The Bid shall be typed or written in indelible ink. It shall be duly signed in digital form by the authorized signatory of the Applicant. All the alterations, omissions, additions

or any other amendments made to the Bid shall be initialled by the person(s) signing the Application. The Bid shall contain page numbers.

2.13. Submission of Bids

2.13.1. The Bidder shall submit the Bid no later than the date and time specified as the Bid Due Date, on the e-Tender Portal (https://tendersodisha.gov.in/), duly signed in digital form by the authorized signatory of the Bidder, by uploading the complete and legible scanned/digital copies of the Technical and Financial Bids in pdf/digital format (i.e. scanned copy of original signed documents and the supporting documents). The documents submitted in the Bid should be scanned in at least 100 dpi with black and white option.

2.13.2. The Bid is to be submitted on the document downloaded from Official Website, the Bidder shall be responsible for its accuracy and correctness as per the version uploaded by the DTET, Odisha and shall ensure that there are no changes caused in the content of the downloaded document. In case of any discrepancy between the document used for submission by the Bidder and the version uploaded by the DTET, Odisha, the latter shall prevail.

2.13.3. The documents comprising the Bid referred to in Clause 2.13.1 shall include:

a. Technical Bid in the prescribed format (**Appendix-I**) along with Annexes and supporting documents.
b. Power of Attorney for signing the Bid as per the format at **Appendix-II;**
c. Bid Security in the format at **Appendix-III**;
d. Strategic Investment Plan as per the format outlined in **Appendix-VI;**
e. Documents of incorporation (Memorandum and Articles of Association, if the Bidder is a body corporate, if a partnership then a copy of its partnership deed, etc.);
f. Bidder's duly audited balance sheet and profit and loss account for the preceding three years;

2.13.4. The following documents shall be separately submitted in original to the person specified in the Clause 2.13.5 in a sealed envelope on or before the Bid Due Date, failing which the Bid shall be rejected:

a. Power of attorney as required under Clause 2.13.3 (c);
b. Joint Biding Agreement as required under Clause 2.13.3 (e);
c. Demand draft towards the cost of the RFP process as required under clause 1.2.2; and
d. Bank Guarantee / Demand Draft towards the Bid Security as required under Clause 2.25.

The envelope specified in this Clause 2.13.4 shall clearly bear the following identification:

"**Enclosures of the Bid for Upgradation of ITIs in Odisha under PM SETU Scheme"**

If the envelope is not sealed and marked as instructed above, the DTET, Odisha assumes no responsibility for the misplacement or premature opening of the contents of the Bid and consequent losses, if any, suffered by the Bidder.

2.13.5. The envelope specified in Clause 2.13.4 shall be addressed to:
Director,
Directorate of Technical Education & Training, Odisha
Killa Maidan, Buxi Bazar, Kataka, Odisha – 753001.
Phone:0671-2301061, Email:dtetorissa@gmail.com;
dtetodisha.procurement@gmail.com

2.13.6. Bids submitted by special messenger, fax, telex, telegram, e-mail, or in any way other than on the specified e-platform for bidding, shall not be entertained and shall be rejected.

2.14. Bid Due Date

2.14.1. The Bid should be submitted on or before the Bid Due Date, on the e-Tender Portal as per the format.

2.14.2. For the purpose of submission of the Bid on the e-Tender Portal, registration of the Bidder with e-Tender Portal (https://tendersodisha.gov.in/) is mandatory.

2.14.3. The DTET, Odisha may, in its sole discretion, extend the Bid Due Date by issuing an Addendum/Corrigendum in accordance with Clause 2.10 uniformly for all Bidders.

2.14.4. Bids received by the DTET, Odisha after the specified time on the Bid Due Date shall not be eligible for consideration and shall be summarily rejected.

2.15. Contents of the Bid

2.15.1. The Technical Bid shall be furnished in the format at **Appendix–I** along with all the information and documents (complete in all respects) as requested in this RFP.

2.15.2. The Financial Bid shall be furnished in the mentioned in format outlined in **Appendix-VII** and shall consist of the amount offered to be funded by the Bidder as a part of overall outlay under SIP, to be infused/expended as per the terms and conditions of this RFP and the provisions of the License Agreement.

2.16. Modifications/ substitution/ withdrawal of Bids

2.16.1. The Bidder may modify, substitute or withdraw its Bid after submission, provided that the modification, substitution or withdrawal is received by the DTET, Odisha prior to the closing time on the Bid Due Date. No Bid shall be modified, substituted or withdrawn by the Bidder on or after the closing time on the Bid Due Date.

2.16.2. Any alteration/ modification in the Bid or additional information or material supplied subsequent to the closing time on the Bid Due Date, unless the same has been expressly sought for by the DTET, Odisha, shall be disregarded.

D. EVALUATION PROCESS

2.17. Opening and Evaluation of Bids

2.17.1. The DTET, Odisha shall open the Technical Bids on the Bid Due Date, at the place specified in Clause 2.13.5 and in the presence of the Bidders who choose to attend.

2.17.2. Bids for which a notice of withdrawal has been submitted shall not be opened.

2.17.3. The DTET, Odisha will subsequently examine and evaluate Bids in accordance with the provisions set out in Section 3.

2.17.4. Bidders are advised that selection of Bidders will be entirely at the discretion of the DTET, Odisha. Bidders will be deemed to have understood and agreed that no explanation or justification on any aspect of the Bidding Process or selection will be given.

2.17.5. Any information contained in the Bid shall not in any way be construed as binding on the DTET, Odisha, but shall be binding against the Bidder if the Cluster is subsequently awarded to it on the basis of such information.

2.17.6. The DTET, Odisha reserves the right not to proceed with the Bidding Process at any time without notice or liability and to reject any or all Bid(s) without assigning any reasons.

2.18. Confidentiality

2.18.1. Information relating to the examination, clarification, evaluation, and recommendation of the Bidders shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional advisor advising the DTET, Odisha in relation to, or matters arising out of, or concerning the Bidding Process. The DTET, Odisha will treat all information, submitted as part of Bid, in confidence and will require all those who have access to such material to treat the same in confidence. The DTET, Odisha may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory entity and/ or the DTET, Odisha or as may be required by law or in connection with any legal process.

2.19. Tests of responsiveness

2.19.1. Prior to evaluation of Bids, the DTET, Odisha shall determine whether each Technical Bid is responsive to the requirements of the RFP. A Technical Bid shall be considered responsive if:

a. it is received as per the specified format;
b. it is received by the Bid Due Date including any extension thereof pursuant to Clause 2.14.3;
c. it is signed and marked as stipulated in Clauses 2.12 and 2.13;
d. it is accompanied by the Bid Security as specified in Clause 2.1.5
e. it is accompanied by the Power of Attorney as specified in Clause 2.2.5;
f. it contains all the information and documents (complete in all respects) as requested in this RFP;
g. it contains information in formats same as those specified in this RFP;
h. it contains certificates from its statutory auditors in the formats specified at **Appendix-I** of the RFP;
i. it does not contain any condition or qualification;
j. the original documents as stipulated under Clause 2.13.4 have been submitted by the Bidder; and
k. it is not non-responsive in terms hereof.

2.19.2. A Financial Bid not conforming with the format specified in BOQ on the portal shall not be considered as responsive to the requirements of the RFP.

2.19.3. The DTET, Odisha reserves the right to reject any Bid which is non-responsive and no request for alteration, modification, substitution or withdrawal shall be entertained by the DTET, Odisha in respect of such Bid. Provided, however, that the DTET, Odisha may, in its discretion, allow the Bidder to rectify any infirmities or omissions if the same do not constitute a material modification of the Bid.

2.20. Clarifications

2.20.1. To facilitate evaluation of Bids, the DTET, Odisha may, at its sole discretion, seek clarifications from any Bidder regarding its Bid. Such clarification(s) shall be provided within the time specified by the DTET, Odisha for this purpose. Any request for clarification(s) and all clarification(s) in response thereto shall be in writing.

2.20.2. If a Bidder does not provide clarifications sought under Clause 2.20.1 above within the prescribed time, its Bid shall be liable to be rejected. In case the Bid is not rejected, the DTET, Odisha may proceed to evaluate the Bid by construing the particulars requiring clarification to the best of its understanding, and the Bidder shall be barred from subsequently questioning such interpretation of the DTET, Odisha.

E. PRE-QUALIFICATION AND BIDDING

2.21. Submission of Bid

2.21.1. The Bidder shall submit its Bid in the form and manner to be set out in this RFP.

2.22. Pre-Qualification and notification

2.22.1. After the evaluation of Technical Bids, the DTET, Odisha would announce a list of qualified Bidders "(Qualified Bidders") who will be eligible for opening and evaluation of their Financial Bids. All communications relating to pre-qualification shall be uploaded on Official Website. The DTET, Odisha will not entertain any query or clarification from Bidders who fail to pre-qualify.

2.23. Proprietary data

2.23.1. All documents and other information supplied by the DTET, Odisha or submitted by a Bidder to the DTET, Odisha shall remain or become the property of the DTET, Odisha. Bidders are to treat all information as strictly confidential and shall not use it for any purpose other than for preparation and submission of their Bid. The DTET, Odisha will not return any Bid or any information provided along therewith.

2.24. Correspondence with the Bidder

2.24.1. Save and except as provided in this RFP, the DTET, Odisha shall not entertain any correspondence with any Bidder in relation to the acceptance or rejection of any Bid.

F. BID SECURITY

2.25. Bid Security

2.25.1. The Bidder shall furnish as part of its Bid, a Bid Security (2% of the Anchor Industry Parner's (AIP) Proposed Contribution) referred to in Clauses 2.1.5 and 2.1.6 hereinabove in the form of a bank guarantee issued by a nationalized bank, or a

Scheduled Bank in India having a net worth of at least Rs. 1,000 crore (Rupees one thousand crore), in favour of the DTET, Odisha in the format at **Appendix–III** (the "Bank Guarantee") and having a validity period of not less than 180 (one hundred and eighty) days from the Bid Due Date, inclusive of a claim period of 60 (sixty) days, and may be extended as may be mutually agreed between the DTET, Odisha and the Bidder from time to time. In case the Bank Guarantee is issued by a foreign bank outside India, confirmation of the same by any nationalized bank in India is required. For the avoidance of doubt, Scheduled Bank shall mean a bank as defined under Section 2(e) of the Reserve Bank of India Act, 1934.

2.25.2. Bid Security can also be in the form of a demand draft issued by a Scheduled Bank in India, drawn in favor of the DTET, Odisha and payable at Kataka (the "Demand Draft"). The DTET, Odisha shall not be liable to pay any interest on the Bid Security deposit so made and the same shall be interest free.

2.25.3. Any Bid not accompanied by the Bid Security shall be summarily rejected by the DTET, Odisha as non-responsive.

2.25.4. Save and except second ranked Bidder, the Bid Security of unsuccessful Bidders will be returned by the DTET, Odisha, without any interest, as promptly as possible on acceptance of the Bid of the Selected Bidder or when the Bidding process is cancelled by the DTET, Odisha, and in any case within 180 (one hundred and eighty) days from the Bid Due Date. Where Bid Security has been paid by Demand Draft, the refund thereof shall be in the form of an account payee demand draft in favour of the unsuccessful Bidder(s). Bidders may by specific instructions in writing to the DTET, Odisha give the name and address of the person in whose favour the said demand draft shall be drawn by the DTET, Odisha for refund, failing which it shall be drawn in the name of the Bidder and shall be mailed to the address given on the Bid.

2.25.5. The Selected Bidder's Bid Security will be returned, without any interest, upon the Licensee signing the License Agreement and furnishing the Performance Security in accordance with the provisions thereof.

2.25.6. The DTET, Odisha shall be entitled to forfeit and appropriate the Bid Security as Damages inter alia in any of the events specified in Clause 2.25.7 herein below. The Bidder, by submitting its Bid pursuant to this RFP, shall be deemed to have acknowledged and confirmed that the DTET, Odisha will suffer loss and damage on account of withdrawal of its Bid or for any other default by the Bidder during the period of Bid validity as specified in this RFP. No relaxation of any kind on Bid Security shall be given to any Bidder.

2.25.7. The Bid Security shall be forfeited as Damages without prejudice to any other right or remedy that may be available to the DTET, Odisha under the Bidding Documents and/ or under the License Agreement, or otherwise, if

a. a Bidder submits a non-responsive Bid;
b. a Bidder engages in a corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice as specified in Section 4 of this RFP;

c. a Bidder withdraws its Bid during the period of Bid validity as specified in this RFP and as extended by mutual consent of the respective Bidder(s) and the DTET, Odisha;
d. the Selected Bidder fails within the specified time limit -
   i. to sign and return the duplicate copy of LOA; or
   ii. to sign the License Agreement; or
   iii. to furnish the Performance Security within the period prescribed therefor in the License Agreement.
e. the Selected Bidder, having signed the License Agreement, commits any breach thereof prior to furnishing the Performance Security.

3. CRITERIA FOR EVALUATION

3.1. Evaluation of Bids

3.1.1. Only those Bidders who meet the minimum eligibility criteria specified in Clause 2.2.2 and score the cut-off Technical Marks shall qualify for evaluation under this Section 3. Bidders whose Bid do not meet these criteria shall be rejected. Minimum 60% marks to be obtained in Technical Bid Evaluation, to qualify for the opening of Financial Bid.

3.1.2. The Bidder's technical capability is to be established by the minimum Technical Capacity, Financial Capacity that Bidder demonstrates to meet terms herein and Technical Marks scored pursuant to evaluation of SIP; and the Bidder who scores the cut-off marks shall be eligible for opening of its Financial Bids.

3.2. Financial information for purposes of evaluation

3.2.1. The Bid must be accompanied by the Audited Annual Reports of the Bidder for the last 3 (three) financial years preceding the Bid Due Date.

3.2.2. In case the annual accounts for the latest financial year are not audited and therefore the Bidder cannot make it available, the Bidder shall give an undertaking to this effect and the statutory auditor/CA shall certify the same. In such a case, the Bidder shall provide the Audited Annual Reports for 3 (three) years preceding the year for which the Audited Annual Report is not being provided.

3.3. Pre-Qualification of Bidders

3.3.1. The credentials of eligible Bidders shall be measured in terms of their Technical and Financial Capacity.

3.4. Selection of Bidder

3.4.1. The Bidders considered as responsive in terms of Clause 2.19 and fulfills the minimum eligibility criteria as set forth in Clause 2.2.2 shall be further evaluated in terms of the SIP based on the evaluation criteria set forth in the RFP. Financial Bids of only Qualified Bidders shall be considered for opening and evaluation. The DTET, Odisha shall select the Bidder through Quality cum Cost Based Selection ("QCBS")

process.

3.4.2. Based on the evaluation of Qualified Bidders in terms herein, the following three scores shall be determined:

- **Technical Score – say 'X'.** Technical Marks shall have a weightage of 50%
- **Score on overall costing commitment – say "Y".** Y score shall have a weightage of 30%
- **Score on Financial Bid offer – say "Z".** Financial Bid score shall have weightage of 20%.

The Final Score shall be computed using the following formula:

Overall SIP Score (Sn) = [Xt × 0.5] + [Yt × 0.3] + [Zt × 0.2]

Where:

Sn = Final Score of SIP

Xt = Technical Score of SIP, based on technical parameters mentioned in **Para 2.2.2 (c)**

Yt = Financial Score, based on the cost per unit technical score secured and calculated as follows:

- **Cost per unit technical score (A) =** Total Financial Outlay ÷ Xt
- **Yt =** (Amin ÷ A) × 100
- **Zt =** (F ÷ Fmax) × 100, where:

F is the share of industry proposed by the AIP/Consortium in percentage of total outlay of SIP. **17% would be the minimum industry share** as mandatory/essential condition (i.e., 17% of the total project cost submitted for the Hub and Spoke Cluster).

3.4.3. Subject to the provisions hereof, the Qualified Bidders shall be informed individually about the opening of the Financial Bids. The DTET, Odisha shall open the Financial Bids of the Bidders qualified in the Technical Bid on the scheduled date and time in the presence of the authorized representatives of the Bidders who may choose to attend.

3.4.4. In the event that two or more Bidders have the same score (the "**Tie Bidders**"), the DTET, Odisha shall identify the Bidder with the highest Technical Marks as Selected Bidder. In the event the Technical Marks of such Tie Bidders are also the same, then the Bidder with highest Financial Bid quote shall be selected for award of the Cluster

3.4.5. In the event that the Bidder with the highest score withdraws or is not selected for any reason in the first instance (the "**first round of bidding**"), the DTET, Odisha may in its sole discretion invite second ranked Bidder for award of the Cluster or annul the Bidding Process.

3.4.6. After selection, a Letter of Award (the "**LOA**") shall be issued, in duplicate, by DTET, Odisha to the Selected Bidder and the Selected Bidder shall, within 7 (seven) days of the receipt of the LOA, sign and return the duplicate copy of the LOA in acknowledgement thereof. In the event the duplicate copy of the LOA duly signed by the Selected Bidder is not received by the stipulated date, the DTET, Odisha may, unless it consents to extension of time for submission thereof, appropriate the Bid

Security of such Bidder as Damages on account of failure of the Selected Bidder to acknowledge the LOA, and the next eligible Bidder may be considered.

3.4.7. After the acknowledgement of the LOA as aforesaid by the Selected Bidder, it shall execute the License Agreement (including shareholders agreement annexed thereto) within the period prescribed in Clause 1.3.The Selected Bidder shall not be entitled to seek any deviation, modification or amendment in the License Agreement. Please refer to the PM-SETU Guidelines available at DGT website.

3.5. Contacts during Bid Evaluation

3.5.1. Bids shall be deemed to be under consideration immediately after they are opened and until such time the DTET, Odisha makes official intimation of award/ rejection to the Bidders. While the Bids are under consideration, Bidders and/or their representatives or other interested parties are advised to refrain, save and except as required under the Bidding Documents, from contacting by any means, the DTET, Odisha and/ or their employees/ representatives on matters related to the Bids under consideration.

4. FRAUD AND CORRUPT PRACTICES

4.1. The Bidders and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the Bidding Process and subsequent to the issue of the LOA and during the subsistence of the License Agreement. Notwithstanding anything to the contrary contained herein, or in the LOA or the License Agreement, the DTET, Odisha may reject a Bid, withdraw the LOA, or terminate the License Agreement, as the case may be, without being liable in any manner whatsoever to the Bidder if it determines that the Bidder or the Licensee, as the case may be, has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice in the Bidding Process. In such an event, the DTET, Odisha shall be entitled to forfeit and appropriate the Bid Security or Performance Security, as the case may be, as Damages, without prejudice to any other right or remedy that may be available to the DTET, Odisha under the Bidding Documents and/ or the License Agreement, or otherwise.

4.2. Without prejudice to the rights of the DTET, Odisha under Clause 4.1 hereinabove and the rights and remedies which the DTET, Odisha may have under the LOA or License Agreement, or otherwise, if a Bidder or Licensee, as the case may be, is found by the DTET, Odisha to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Bidding Process, or after the issue of the LOA or the execution of the License Agreement, such Bidder shall not be eligible to participate in any tender or RFP issued by the DTET, Odisha during a period of 2 (two) years from the date such Bidder or Licensee, as the case may be, is found by the DTET, Odisha to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as the case may be.

4.3. For the purposes of this Section 4, the following terms shall have the meaning hereinafter respectively assigned to them:

a. "**corrupt practice**" means (i) the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the actions of any person connected with the Bidding Process (for avoidance of doubt, offering of employment to, or employing, or engaging in any manner whatsoever, directly or indirectly, any official of the DTET, Odisha who is or has been associated in any manner, directly or indirectly, with the BiddingProcess or the LOA or has dealt with matters concerning the License Agreement or arising therefrom, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of the DTET, Odisha, shall be deemed to constitute influencing the actions of a person connected with the Bidding Process); or (ii) save and except as permitted under sub clause (d) of Clause 2.2.1, engaging in any manner whatsoever, whether during the Bidding Process or after the issue of the LOA or after the execution of the License Agreement, as the case may be, any person

in respect of any matter relating to the Cluster or the LOA or the License Agreement, who at any time has been or is a legal, financialor technical adviser of the DTET, Odisha in relation to any matter concerning the Cluster;

b. "**Fraudulent practice**" means a misrepresentation or omission of facts or suppression of facts or disclosure of incomplete facts, in order to influence the Bidding Process;

c. "**Coercive practice**" means impairing or harming or threatening to impair or harm, directly or indirectly, any person or property to influence any person's participation or action in the Bidding Process.

d. "**Undesirable practice**" means (i) establishing contact with any person connected with or employed or engaged by the DTET, Odisha with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Bidding Process; or (ii) having a Conflict of Interest; and

e. "**Restrictive practice**" means forming a cartel or arriving at any understanding or arrangement among Bidders with the objective of restricting or manipulating a full and fair competition in the Bidding Process.

5. PRE-BID MEETING

5.1. A Pre-Bid Meeting of the potential Bidders shall be convened, where a maximum of three representatives of each Bidder shall be allowed to participate on production of DTET, Odisha letter from the Bidder. Interested bidders may submit their queries, clarifications, or suggestions regarding this RFP by email to dtetorissa@gmail.com & dtetodisha.procurement@gmail.com on or before 5PM of 29.10.2026.

The date, time and venue of the Pre-Bid Meeting shall be:

Date: 30.10.2026 Time: 12:00 PM

Venue: DTE&T Odisha office at Kataka

5.2. During the course of Pre-Bid Meeting, the Bidders will be free to seek clarifications and make suggestions for consideration of the DTET, Odisha. The DTET, Odisha shall endeavour to provide clarifications and such further information as it may, in its sole discretion, consider appropriate for facilitating a fair, transparent and competitive Bidding Process.

6. MISCELLANEOUS

6.1. The Bidding Process shall be governed by, and construed in accordance with, the laws of India and the courts in the State of Odisha in which the DTET, Odisha has its headquarters shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the Bidding Process.

6.2. The DTET, Odisha, in its sole discretion and without incurring any obligation or liability, reserves the right, at any time, to:

a. suspend and/ or cancel the Bidding Process and/ or amend and/ or supplement the Bidding Process or modify the dates or other terms and conditions relating thereto;

b. consult with any Bidder in order to receive clarification or further information;

c. qualify or not to qualify any Bidder and/ or to consult with any Bidder in order to receive clarification or further information;

d. retain any information and/ or evidence submitted to the DTET, Odisha by, on behalf of, and/ or in relation to any Bidder; and/ or

e. independently verify, disqualify, reject and/ or accept any and all submissions or other information and/ or evidence submitted by or on behalfof any Bidder.

6.3. It shall be deemed that by submitting the Bid, the Bidder agrees and releases the DTET, Odisha, its employees, agents and advisers, irrevocably, unconditionally, fully and finally from any and all liability for claims, losses, damages, costs, expenses or liabilities in any way related to or arising from the exercise of any rights and/ or performance of any obligations hereunder, pursuant hereto, and/ or in connection with the Bidding Process, and waives to the fullest extent permitted by applicable laws, any and all rights and/ or claims it may have in this respect, whether actual or contingent, whether present or in future.

6.4. The License Agreement and RFP are to be taken as mutually explanatory and, unless otherwise expressly provided elsewhere in this RFP, in the event of any conflict between them the priority shall be in the following order:

a. License Agreement;
b. the RFP.

i.e. the License Agreement at (a) above shall prevail over the RFP at (b) above.
As part of the Bidding documents pursuant hereto the prospective bidder firms may refer to the PM-SETU Guidelines available at DGT website

Appendices

APPENDIX-I Letter Comprising the Technical Bid

(Refer Clause 2.13.3)

Dated:

To,

The Director,
Directorate of Technical Education & Training, Kataka
Skill Development & Technical Education Department
Government of Odisha

Sub: Bid for the For Upgradation of ITIs in Odisha under PM SETU Scheme

Dear Madam/Sir,

1. With reference to your RFP document dated ....., I/we, having examined the Bidding Documents and understood their contents, hereby submit my/our Bid for theaforesaid Cluster. The Bid is unconditional and unqualified.
2. I/ We acknowledge that the DTET, Odisha will be relying on the information provided in the Bid and the documents accompanying the Bid for selection of the Bidder for the aforesaid Cluster, and we certify that, to the best of our knowledge, all information provided therein is true and correct; nothing has been omitted which renders such information misleading; and all documents accompanying the Bid are true copies of their respective originals.
3. This statement is made for the express purpose of qualifying as a Bidder for the development, augmentation, operation and management of the aforesaid Cluster.
4. I/ We shall make available to the DTET, Odisha any additional information it may find reasonably necessary or require to supplement or authenticate the Bid.
5. I/ We acknowledge the right of the DTET, Odisha to reject our Bid without assigning any reason or otherwise and hereby waive, to the fullest extent permitted by applicable law, our right to challenge the same on any account whatsoever.
6. I/ We certify that in the last three years, have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial DTET, Odisha or a judicial pronouncement or arbitration award, nor been expelled from any project or contract by DTET, Odisha nor have had any contract terminated by Odisha for breach on our part.
7. I/ We declare that:
   a. I/ We have examined and have no reservations to the Bidding Documents, including any Addendum issued by the DTET, Odisha;
   b. I/ We do not have any conflict of interest in accordance with Clauses 2.2.1(c) of the RFP document;
   c. I/We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as defined in Clause 4.3 of the RFP document, in respect of any tender or request for proposal issued by or any agreement entered into with the DTET, Odisha or any other public sector enterprise or any government, Central or State; and

d. I/ We hereby certify that we have taken steps to ensure that in conformity with the provisions of Section 4 of the RFP, no person acting for us or on our behalf has engaged or will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.

8. I/ We understand that you may cancel the Bidding Process at any time and that you are neither bound to accept any Bid that you may receive nor to invite the Bidders to Bid for the Cluster, without incurring any liability to the Bidders, in accordance with Clause 2.17.6 of the RFP document.
9. I/ We believe that we satisfy(s) the Net Worth criteria and meet(s) all the requirements as specified in the RFP document and am/ are qualified to submit a Bid.
10. I/ We declare that we or our/ its Associates are not a part of any other Bid for the Cluster.
11. I/ We certify that in regard to matters other than security and integrity of the country, no adverse orders have been passed by DTET, Odisha which could materially impact our ability to undertake the Cluster, or which relates to a grave offence that outrages the moral sense of the community.
12. I/ We further certify that in regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a Court of Law.
13. We further certify that, to the best of our knowledge, no investigation by a regulatory DTET, Odisha is pending either against us/ or against our CEO or any of our directors/ managers/ employees, which materially impacts our ability to perform our obligations in relation to this bid/to undertake the cluster.
14. I/ We further certify that we are qualified to submit a Bid in accordance with the guidelines for qualification of bidders seeking to acquire stakes in Public Sector Enterprises through the process of disinvestment issued by the GOI vide Department of Disinvestment OM No.6/4/2001-DD-II dated 13th July, 2001 which guidelines apply mutatis mutandis to the Bidding Process. A copy of the aforesaid guidelines forms part of the RFP at Appendix-V thereof. I/ We, only in respect of ourselves and not any associate or sister concern, and further subject to the qualifications hereinabove for similar
declarations, certify that, to the best of our knowledge, we are not disqualified in terms of the additional criteria specified by the Department of Disinvestment in their OM No. 6/4/2001-DD-II dated July 13, 2001, a copy of which forms part of the RFP at **Appendix-V** thereof.
15. I/ We further certify that we or any entity controlled by it, have not been barred from participating in any project (PPP or otherwise), and no bar subsists as on the date of Bid.
16. I/ We undertake that in case due to any change in facts or circumstances during the Bidding Process, we are attracted by the provisions of disqualification in terms of the provisions of this RFP, we shall intimate the DTET, Odisha of the same immediately.
17. I/ We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by the DTET, Odisha in connection with the selection of the Bidder, or in connection with the Bidding

Process itself, in respect of the above-mentioned Cluster and the terms and implementation thereof.

18. In the event of being declared as the Selected Bidder, I/we agree to enter into a License Agreement in accordance with the draft that is to be provided to us. Except as indicated in our pre-bid queries, we agree not to seek any changes in the aforesaid draft and agree to abide by the same.
19. I/ We have studied all the Bidding Documents carefully and also surveyed the Cluster Site.
20. We understand that except to the extent as expressly set forth in the License Agreement, we shall have no claim, right or title arising out of any documents or information provided to us by the DTET, Odisha or in respect of any matter arising out of or relating to the Bidding Process including the award of Cluster.
21. The Statement of Legal Capacity as per format provided at Annex-III in **Appendix-I** of the RFP document, and duly signed, is enclosed. The power of attorney for signing of Bid as per format provided at Appendix II of the RFP, is also enclosed.
22. I/ We understand that the Selected Bidder shall incorporate a Section 8 Company under the Indian Companies Act, 1956/ 2013 as such prior to execution of the License Agreement.
23. I/ We agree and undertake to abide by all the terms and conditions of the RFP document.
24. I/ We certify that in terms of the RFP, my/our Net Worth is positive in the financial year preceding Bid Due Date.
25. I/ We offer Bid Security of INR. [*] Crore (Rupees ___ Only) to the DTET, Odisha in accordance with the RFP Document.
26. The Bid Security in the form of a {Demand Draft/ Bank Guarantee} has been submitted.
27. The documents accompanying the Bid, required to be submitted in original as specified in Clause 2.13.4 of the RFP, have been submitted in a separate envelope and marked as “Enclosures of the Bid for ..... Cluster” and the documents specified in Clause 2.13.3 have been uploaded/ are being uploaded on the official website.
28. I/ We agree and understand that the Bid is subject to the provisions of the Bidding Documents. In no case, I/we shall have any claim or right of whatsoever nature if the Cluster is not awarded to me/us or our Bid is not opened or rejected.
29. The Financial Bid has been quoted by me/us after taking into consideration all the terms and conditions stated in the RFP, draft License Agreement, our own estimates of costs/commitment and after careful assessment of the site and all the conditions that may affect the project cost and implementation of the Cluster.
30. I/ We agree and undertake to abide by all the terms and conditions of the RFP document.
31. I/ We shall keep this offer valid for 120 (one hundred and twenty) days from the Bid Due Date specified in the RFP.
32. I/ We hereby undertake to submit this Technical Bid for undertaking the aforesaid Cluster in accordance with the Bidding Documents and the License Agreement.

In witness thereof, I/we submit this Bid under and in accordance with the terms of theRFP document.

Yours faithfully,

Date :

Signature :
Name :
Designation :
Place :
Seal of the Bidder

Appendix I: Annex-I Particulars of the Bidder

Bid applied for: Cluster Rayagada

1. a. Name:
   b. Country of incorporation:
   c. Address of the corporate headquarters and its branch office(s), if any, in India:
   d. Date of incorporation and/ or commencement of business:

2. Brief description of the Company including details of its main lines of business and proposed role and responsibilities in this Cluster:

3. Particulars of individual(s) who will serve as the point of Contact
   a. Name:
   b. Designation:
   c. Address:
   d. Phone Number:
   e. Email:

4. Particulars of the Authorized Signatory of the Bidder:
   a. Name:
   b. Designation:
   c. Address:
   d. Phone Number:
   e. Email:

5. The following information shall also be provided for the Bidder
   Name of Bidder

No.	Criteria	Yes	No
1.	Has the Bidder been barred by the Central/ State Government, or any entity controlled by it, from participating in any project (PPP or otherwise)?		
2.	If the answer to 1 is yes, does the bar subsist as on the date of Bid?		
3.	Has the Bidder paid liquidated damages of more than 5% of the contract value in a contract due to delay or has been penalized due to any other reason in relation to execution of a contract, in the last three years?		

6. The Bidder is not subject to any pending litigation or arbitration which, to its knowledge, will have a material adverse effect on its ability to execute the Project/undertake the Cluster

Appendix I: Annex-II Financial Capacity of the Bidder

(*Refer to Clause 2.2.2 of the RFP*)

Name of Bidder:

(In Rs. crore[$])

Bidder Type[$$]	Net Worth[££]
1. Private or Public Limited Company (including PSUs) **OR** 2. Industry Association / Consortium **OR** 3. Industry-led Foundation (CSR / Philanthropic) **OR** 4. Industry-promoted / operated Academic or Training Institution	
TOTAL	

Name & address of Bidder's Bankers:

$For conversion of US Dollars to rupees, as per current market rate. In case of any other currency, the same shall first be converted to US Dollars as on the date 60 (sixty) days prior to the Bid Due Date, and the amount so derived in US Dollars shall be converted into Rupees at the aforesaid rate.The conversion rate of such currencies shall be the daily representative exchange rates published by the International Monetary Fund for the relevant date.

$$A Bidder applying as an entity shall furnish details under the category / Bidder type.

££The Bidder should provide details of its own Financial Capacity or of an Associate specified in Clause 2.2.9.

Instructions:

1. The Bidder shall attach copies of the balance sheets, financial statements and Annual Reportsfor 5 (five) years preceding the Bid Due Date. The financial statements shall:
   a. reflect the financial situation of the Bidder and its Associates where the Bidder is relying on its Associate's financials;
   b. be audited by a statutory auditor;
   c. be complete, including all notes to the financial statements; and
   d. correspond to accounting periods already completed and audited (no statements for partial periods shall be requested or accepted).
2. Net Worth in case of a company shall mean the aggregate value of the paid-up share capital and all reserves created out of the profits and securities premium account, after deducting the aggregate value of the accumulated losses, deferred expenditure and miscellaneous expenditure not written off, as per the audited balance sheet, but does not include reserves created out of revaluation of assets, write-back of depreciation and amalgamation.

   For eligible entities which are not companies, the Net Worth shall mean the corpus and reserve amounts as certified by the chartered accountant having valid registration.
3. Year 1 will be the latest completed financial year, preceding the bidding. In case the Bid Due Date falls within three months of the close of the latest financial year, refer to Clause 2.2.12.
4. The Bidder shall provide an Statutory Auditor's/ Chartered Accountant Certificate specifying the Net Worth of the Bidder and also specifying the methodology adopted for calculating such Net Worth in accordance with Clause 2.2.3 (b) and 2.2.3 (c) of the RFP

documents.

Appendix I: Annex-III Statement of Legal Capacity

(On the letterhead of the Bidder)

Dated:

To,

Director,
Directorate of Technical Education & Training, Kataka
Skill Development & Technical Education Department
Government of Odisha

Dear Madam/Sir,

We hereby confirm that we satisfy the terms and conditions laid out in the RFP document.

We have agreed that ..... (insert individual's name) will act as our representative and has been duly authorized to submit the RFP. Further, the authorized signatory is vested with requisite powers to furnish such letter and authenticate the same.

Thanking you,

Yours faithfully,

Date :

Signature :
Name :
Designation :
Place :
Seal of the Bidder

APPENDIX-II Power of Attorney for signing of Bid

(Refer Clause 2.2.5)

Know all men by these presents, We..... (name of the firm and address of the registered office) do hereby irrevocably constitute, nominate, appoint and authorise Mr/ Ms (name),.....son/daughter/wife of ..... and presently residing at ....., who is presently employed with us and holding the position of ..... , as our true and lawful attorney (hereinafter referred to as the "Attorney") to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our Bid for the Upgradation of Industrial Training Institutes (ITIs) under the PM SETU Scheme proposed or being developed by the..... (the "DTET, Odisha") including but not limited to signingand submission of all applications, bids and other documents and writings, participate in Pre-Bids and other meetings and providing information/ responses to the DTET, Odisha, representing us in all matters before the DTET, Odisha, signing and execution of all contractsincluding the License Agreement and undertakings consequent to acceptance of our bid, and generally dealing with the DTET, Odisha in all matters in connection with or relatingto or arising out of our bid for the said Cluster and/ or upon award thereof to us and/ortill the entering into of the License Agreement with the DTET, Odisha.

AND we hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE, ..., THE ABOVE-NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS ..... DAY OF ..... 2.....

For .....

Witnesses:

1.

2.

(Signature, name, designation and address)

(Notarised)

Accepted

.....(Signature)

(Name, Title and Address of the Attorney)

Notes:

- *The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.*
- *Wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a board or shareholders' resolution/ power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Bidder.*
- *For a Power of Attorney executed and issued overseas, the document will also have to be legalised by the Indian Embassy and notarised in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Bidders from countries that have signed the Hague Legislation Convention 1961 are not required to be legalised by the Indian Embassy if it carries a conformingApostille certificate.*

APPENDIX–III Format of Bank Guarantee for Bid Security

(Refer Clauses 2.1.5 and 2.25.1)

B.G. No. Dated:

1. In consideration of you, DTET, Kataka, Odisha having its office at Killa Maidan, Kataka (hereinafter referred to as the "DTET, Odisha", which expression shall unless it be repugnant to the subject or context thereof include its, successors and assigns) having agreed to receive the Bid of .....(a company registered under the Companies Act, 1956/2013) and having its registered office at ..... (hereinafter referred to as the "Bidder" which expression shall unless it be repugnant to the subject or context thereof include its/their executors, administrators, successors and assigns), for the Upgradation of Industrial Training Institutes (ITIs) under the PM SETU Scheme (hereinafter referred to as "the Cluster") pursuant to the RFP Document dated issued in respect of the Cluster and other related documents including without limitation the draft License Agreement (hereinafter collectively referred to as "Bidding Documents"), we (Name of the Bank) having our registered office at ..... and one of its branches at .....(hereinafter referred to as the "Bank"), at the request of the Bidder, do hereby in terms of Clause 2.1.5 read with Clause 2.1.6 of the RFP Document, irrevocably, unconditionally and without reservation guarantee the due and faithful fulfilment and compliance of the terms and conditions of the Bidding Documents (including the RFP Document) by the said Bidder and unconditionally and irrevocably undertake to pay forthwith to the DTET, Odisha an amount of Rs..... (Rupees .....Only) (hereinafter referred to as the "Guarantee") as our primary obligation without any demur, reservation, recourse, contest or protest and without reference to the Bidder if the Bidder shall fail to fulfil or comply with all or any of the terms and conditions contained in the said Bidding Documents.
2. Any such written demand made by the DTET, Odisha stating that the Bidder is in default of the due and faithful fulfilment and compliance with the terms and conditions contained in the Bidding Documents shall be final, conclusive and binding on the Bank.
3. We, the Bank, do hereby unconditionally undertake to pay the amounts due and payable under this Guarantee without any demur, reservation, recourse, contest or protest and without any reference to the Bidder or any other person and irrespective of whether the claim of the DTET, Odisha is disputed by the Bidder or not, merely on the first demand from the DTET, Odisha stating that the amount claimed is due to the DTET, Odisha by reason of failure of the Bidder to fulfil and comply with the terms and conditions contained in the Bidding Documents including failure of the said Bidder to keep its Bid open during the Bid validity period as set forth in the said Bidding Documents for any reason whatsoever. Any such demand made on the Bank shall be conclusive as regards amount due and payable by the Bank under this Guarantee. However, our liability under this Guarantee shall be restricted to an amount not exceeding Rs..... (Rupees .....Only). This Guarantee shall be irrevocable and remain in full force for a period

of 180 (one hundred and eighty) days from the Bid Due Date inclusive of a claim period of 60 (sixty) days or for such extended period as may be mutually agreed between the DTET, Odisha and the Bidder, and agreed to by the Bank, and shall continue to be enforceable till all amounts under this Guarantee have been paid.

4. We, the Bank, further agree that the DTET, Odisha shall be the sole judge to decide as to whether the Bidder is in default of due and faithful fulfilment and compliance with the terms and conditions contained in the Bidding Documents including, *inter alia*, the failure of the Bidder to keep its Bid open during the Bid validity period set forth in the said Bidding Documents, and the decision of the DTET, Odisha that the Bidder is in default as aforesaid shall be final and binding on us, notwithstanding any differences between the DTET, Odisha and the Bidder or any dispute pending before any Court, Tribunal, Arbitrator or any other DTET, Odisha.
5. The Guarantee shall not be affected by any change in the constitution or winding up of the Bidder or the Bank or any absorption, merger or amalgamation of the Bidder or the Bank with any other person.
6. In order to give full effect to this Guarantee, the DTET, Odisha shall be entitled to treat the Bank as the principal debtor. The DTET, Odisha shall have the fullest liberty without affecting in any way the liability of the Bank under this Guarantee from time to time to vary any of the terms and conditions contained in the said Bidding Documents or to extend time for submission of the Bids or the Bid validity period or the period for conveying acceptance of Letter of Award by the Bidder or the period for fulfilment and compliance with all or any of the terms and conditions contained in the said Bidding Documents by the said Bidder or to postpone for any time and from time to time any of the powers exercisable by it against the said Bidder and either to enforce or forbear from enforcing any of the terms and conditions contained in the said Bidding Documents or the securities available to the DTET, Odisha, and the Bank shall not be released from its liability under these presents by any exercise by the DTET, Odisha of the liberty with reference to the matters aforesaid or by reason of time being given to the said Bidder or any other forbearance, act or omission on the part of the DTET, Odisha or any indulgence by the DTET, Odisha to the said Bidder or by any change in the constitution of the DTET, Odisha or its absorption, merger or amalgamation with any other person or any other matter or thing whatsoever which under the law relating to sureties would but for this provision have the effect of releasing the Bank from its such liability.
7. Any notice by way of request, demand or otherwise hereunder shall be sufficiently given or made if addressed to the Bank and sent by courier or by registered mail to the Bank at the address set forth herein.
8. We undertake to make the payment on receipt of your notice of claim on us addressed to [name of Bank along with branch address] and delivered at our above branch which shall be deemed to have been duly authorised to receive the said notice of claim.
9. It shall not be necessary for the DTET, Odisha to proceed against the said Bidder before proceeding against the Bank and the guarantee herein contained shall be enforceable

against the Bank, notwithstanding any other security which the DTET, Odisha may have obtained from the said Bidder or any other person and which shall, at the time when proceedings are taken against the Bank hereunder, be outstanding or unrealised.

10. We, the Bank, further undertake not to revoke this Guarantee during its currency except with the previous express consent of the DTET, Odisha in writing.
11. The Bank declares that it has power to issue this Guarantee and discharge the obligations contemplated herein, the undersigned is duly authorised and has full power to execute this Guarantee for and on behalf of the Bank.
12. For the avoidance of doubt, the Bank's liability under this Guarantee shall be restricted to Rs..... (Rupees .....Only). The Bank shall be liable to pay the said amount or any part thereof only if the DTET, Odisha serves a written claim on the Bank in accordance with paragraph 9 hereof, on or before [..... (indicate date falling 180 days after the Bid Due Date)].

Signed and Delivered by .....Bank

By the hand of Mr./Ms ....., its ..... and authorisedofficial.

(Signature of the Authorised Signatory)

(Official Seal)

APPENDIX-IV: List of ITIs to be upgraded in Rayagada Clusters

Cluster 1:

Sl No	ITI Name (Hub/Spoke)	District	Available Land/Total Land of the ITI (acres)	Number of Trades Offered	Total Student Capacity	Indicative Focus Sectors
1	Govt. ITI Rayagada (Hub)	Rayagada	-	6	276	Capital Goods & Advanced Manufacturing Electronics & Hardware Power & Renewable Energy
2	Govt. ITI Gumma (Spoke)	Gajapati	-	4	104	
3	Govt. ITI Rayagada (Spoke)	Gajapati	-			
4	Govt. ITI Gajabahal (Spoke)	Rayagada	-	4	216	
5	Govt. ITI Kotgarh (Spoke)	Kandhamal	-	5	144	

1. **Key Responsibilities of the Anchor Industry Partner (AIP) and SPV:**

1.1. **Strategic Planning & Governance:** Lead the preparation of a five-year *Strategic Investment Plan (SIP)* for the cluster however post selection an application may be moved to state steering committee (SSC) For extension, detailing infrastructure upgrades, new courses, staffing and outcomes targets. Serve on the SPV Board along with government nominees. Participate in governance committees (Curriculum, Infrastructure, Placement, etc.).

1.2. **Infrastructure Upgradation:** Design and implement the upgradation of physical infrastructure (classrooms, labs, workshops, hostels, IT networks, etc.) at the Hub and Spoke ITIs. Procure and install modern equipment, tools and simulators aligned to industry needs in focus sectors.

1.3. **Curriculum Design & Training:** Collaborate with DGT and industry experts to co-develop and update curricula, ensuring alignment with NSQF and National Occupational Standards. Introduce new trades in emerging sectors (e.g. EV, renewable energy, AI/ML, advanced manufacturing). Implement competency-based training methodologies, modular courses, and blended learning (classroom + hands-on). Facilitate industry internships and on-the-job training for trainees.

1.4. **Faculty and Staff Development:** Work with existing ITI instructors to enhance their skills (through industry immersion, training-of-trainers programs, etc.). Recruit additional

trainers or subject-matter experts as needed, potentially from industry. Support faculty with pedagogical training and modern teaching aids.

1.5. Financial Co-investment: Provide co-funding as required under the scheme (minimum 17% of project cost, for operational and capital expenses beyond government share). Participate in revenue-generation initiatives (e.g. paid short courses, testing/consultancy services, usage fees for training facilities).

1.6. **Operational Management:** Take responsibility (through the SPV) for day-to-day management and operations of the Hub-and-Spoke cluster. This includes managing finances (budgeting, accounts), procurement, maintenance of assets, and hiring contractual staff if needed (while DGT/state continue funding government staff salaries). Implement efficient processes and ICT systems for administration (e.g. student management, accounting, learning management systems).

1.7. Placement and Industry Linkages: Leverage industry networks to arrange campus placements, apprenticeships and internships for ITI graduates. Organize job fairs, industry visits and employer engagement events. Facilitate the setting up of an Apprenticeship cell and career counselling in the ITIs.

1.8. Quality and Standards: Ensure training adheres to regulatory standards (NCVET, NSQF). Pursue accreditation or quality certifications for the ITIs. Implement an ongoing monitoring and evaluation framework with KPIs (enrolment rates, pass rates, placement percentages, etc.) as per guidelines. Report regularly to the State and Central Governments.

1.9. Innovation and Long-term Sustainability: Introduce innovations such as incubators or entrepreneurial cells for trainees. Explore new education delivery models (e.g. online labs, virtual reality training). Plan for financial sustainability of the ITIs beyond the project period (through new income streams, alumni networks, industry sponsorships, etc.).

2. Anchor Industry Partner (AIP) Role:

2.1. The AIP provides strategic vision, investment, and leadership. It is expected to have significant industry expertise in the cluster's focus sectors. The AIP will chair the SPV board and nominate members to the board. It will commit resources (funding and expertise) as per the SIP and shareholders' agreement. The AIP is expected to commit to a multi-year partnership (minimum 5 years) and help secure additional industry involvement, possibly including global technical partnerships.

2.2. Within the overall scheme, approximately ₹56,900 crore is allocated for upgrading the 1,000 ITIs (Component I of the scheme). The table below breaks this out between Hub ITIs and Spoke ITIs, along with the share of each funding source:

Component	Total 5-Year Cost	Central	State	Industry
Upgradation of 200 Hub ITIs (including new courses/	₹20,220 crore	₹10,420 crore	₹6,100 crore	₹3,700 crore

content development)				
Upgradation of 800 Spoke ITIs (including new courses/ content development)	₹36,680 crore	₹16,880 crore	₹13,900 crore	₹5,900 crore
Subtotal – ITI Upgradation (Comp. I)	₹56,900 crore	₹27,300 crore	₹20,000 crore	₹9,600 crore

3. Scope of Work

Selected partners are expected to bring strategic leadership, co-investment, technical know-how and long-term commitment (5 years) toward upgrading ITIs for vocational education. The responsibilities and activities expected from the Anchor Industry Partner include, but are not limited to:

3.1. Governance and Strategic Leadership

a. Participation as a member of the **SPV**.
b. Prepare the **Strategic Investment Plan (SIP)**, including HR structure and training roadmap, infrastructure development blueprint, and annual work plans.
c. Serve on sub-committees (e.g., Curriculum, Infrastructure, Placement) as required.

3.2. Financial Contribution and Revenue Models

a. Contribution of a minimum of 17% of the total cost for the upgradation of Hub-and-Spoke ITI cluster.
b. Contribution towards training programs, innovation labs or incubation centres.
c. Participation in revenue generation models, including:
    i. Paid training and consulting services
    ii. Use of shared infrastructure/labs for upskilling
    iii. Industry-paid assessment, certifications, or micro-credentials

3.3. Co-Design and Delivery of Training

a. Co-develop long-term and short-term training programs based on:
    i. Industry-aligned curriculum
    ii. NSQF/QP-NOS frameworks
    iii. Modular, blended and job-linked formats
b. Integrate on-the-job training (OJT), apprenticeships alignment with local demand for jobs.

3.4. Infrastructure Design and Lab Setup

a. Advise and execute in developing:
    i. Sector-specific labs, tools, simulators, digital classrooms
    ii. Workshop design and layout plans
    iii. Lab upgradation roadmap
b. Provide access to industry training facilities for practical exposure, assessment, and internships.

3.5. Human Resource and Faculty Development

a. Collaborate with DGT and NSTI to design and deliver Training of Trainers (ToT) programs (pre-service and in-service)
    i. Faculty immersion/sabbatical in industry
    ii. Pedagogy enhancement sessions

3.6. Employment, Placement, and Incubation Support

a. Facilitate in Employment and Placement through:
    i. Job placements for ITIs graduates
    ii. Internships and apprenticeships with participating companies

3.7. Outreach and Branding

a. Inclusive design- Open and accessible to all demographics, including women, rural youth, PwDs and underserved groups.
b. Co-create branding and outreach strategies for the ITIs , including:
    i. Participation in skill fairs and summits
    ii. Job/Placement Fairs,
    iii. Employer and youth engagement campaigns
    iv. Branding of labs or training programmes

3.8. Institutional Sustainability and Long-Term Engagement

a. Commit to multi-year partnership (minimum 5 years) with annual review mechanisms.
b. Participate in resource mobilization, capacity building and long-term planning for sustainability of the model

3.9. Government Support

DGT under MSDE and Government of Odisha will provide:

a. A maximum of 83% of the expenditure shall be borne by the Government.
b. Policy and administrative support through DGT and state government, including, leveraging the infrastructure, managerial support, teacher and training resources on mutually defined terms and conditions.
c. Handholding for regulatory approvals and curriculum alignment.
d. Autonomy provided to the SPV for running ITI as per the scheme guidelines.

APPENDIX-V Guidelines of the Department of Disinvestment

(Refer Clause 1.2.1)

No. 6/4/2001-DD-II
Department of Disinvestment, Government of India

OFFICE MEMORANDUM

Sub: Guidelines for qualification of Bidders seeking to acquire stakes in Public Sector Enterprises through the process of disinvestment

Government has examined the issue of framing comprehensive and transparent guidelines defining the criteria for bidders interested in PSE-disinvestment so that the parties selected through competitive bidding could inspire public confidence. Earlier, criteria like Net Worth, experience etc. used to be prescribed. Based on experience and in consultation with concerned departments, Government has decided to prescribe the following additional criteria for the qualification/ disqualification of the parties seeking to acquire stakes in public sector enterprises through disinvestment:

a. In regard to matters other than the security and integrity of the country, any conviction by a Court of Law or indictment/ adverse order by a regulatory authority that casts a doubt on the ability of the bidder to manage the public sector unit when it is disinvested, or which relates to a grave offence would constitute disqualification. Grave offence is defined to be of such a nature that it outrages the moral sense of the community. The decision in regard to the nature of the offence would be taken on case to case basis after considering the facts of the case and relevant legal principles, by the Government of India.

b. In regard to matters relating to the security and integrity of the country, any charge-sheet by an agency of the Government/ conviction by a Court of Law for an offence committed by the bidding party or by any sister concern of the bidding party would result in disqualification. The decision in regard to the relationship between the sister concerns would be taken, based on the relevant facts and after examining whether the two concerns are substantially controlled by the same person/ persons.

c. In both (a) and (b), disqualification shall continue for a period that Government deems appropriate.

d. Any entity, which is disqualified from participating in the disinvestmentprocess, would not be allowed to remain associated with it or get associated merely because it has preferred an appeal against the order based on which it has been disqualified. The mere pendency of appeal will have no effect onthe disqualification.

e. The disqualification criteria would come into effect immediately and would apply to all bidders for various disinvestment transactions, which have not been completed as yet.

f. Before disqualifying a concern, a Show Cause Notice why it should not be disqualified would be issued to it and it would be given an opportunity to explain its position.

g. Henceforth, these criteria will be prescribed in the advertisements seeking Expression of

Interest (EOI) from the interested parties. The interested parties would be required to provide the information on the above criteria, along with their Expressions of Interest (EOI). The bidders shall be required to provide with their EOI an undertaking to the effect that no investigation by a regulatory authority is pending against them. In case any investigation is pending against the concern or its sister concern or against its CEO or any of its Directors/ Managers/ employees, full details of such investigation including the name of the investigating agency, the charge/ offence for which the investigation has been launched, name and designation of persons against whom the investigation has been launched and other relevant information should be disclosed, to the satisfaction of the Government. For other criteria also, a similar undertaking shall be obtained along with EOI.

sd/-
Under Secretary to the Government of India

APPENDIX-VI Format of Strategic Investment Plan (SIP)

1. The SIPs must clearly specify the categorization of ITIs in hubs and spokes. The SIP will outline the key aspects of the upgradation plan, including the following areas:

a. Vision, mission and strategic objectives - Cluster's overarching goals, aligning with national and regional skill development priorities.

b. Governance, management, and HR transition - Leadership structures, roles and responsibilities, and plan for smooth staff transitions to strengthen institutional effectiveness.

c. New and Revised Courses Proposed Based on Demand and Gap Analysis – Integration of technology, development of new curricula, and establishment of Centers of Excellence (CoEs) to enhance training quality and relevance.

d. Industry and Employer Linkages for Demand-Driven Training and Placement - Collaborations with industry players, Government bodies, faculty, students, and local communities to co-create programs and improve placement outcomes.

e. Innovation in Training Program Design, Pedagogy, and Technology Integration

f. Capacity building for Institutional Leadership and Instructors - Leadership and faculty training programs, alongside ongoing professional development initiatives, to ensure teaching excellence.

Name of the ITI Cluster	Rayagada

#	**Section**
1.	Introduction
2.	Financial Details: Budget Overview, Sources, and Application of Funds
3.	Vision, Mission, and Strategic Objectives
4.	New and Revised Courses Proposed Based on Demand and Gap Analysis Long-term (CTS, Diploma), Industry-certified programs Other demand-driven and innovative programs
5.	Proposed Industry and Employer Linkages
6.	Innovation Proposed in Training Program, and Pedagogy
7.	Capacity Building Plan for ITI Leadership and Instructors
8.	Infrastructure Modernization and Development Plan (including digital infrastructure)
9.	Gender Equity and Social Inclusion Strategy
10.	Monitoring, Evaluation, and Performance Measurement Framework
11.	Governance Structure and Management Framework
12.	Strategy for Financial Sustainability and Scalable impact
13.	Stakeholder consultation, Engagement and Communications strategy
14.	Risk Identification, Assessment, and Mitigation Plan
15.	Template 1: Baseline Characteristics of Hub and Spoke ITIs. Prospective bidder may request Baseline Data from DTE&T Odisha through an email at 'dtetodisha.procurement@gmail.com
16.	Template 2: Budget allocation of the last three financial years. Prospective bidder may request Baseline Data from DTE&T Odisha through an email at 'dtetodisha.procurement@gmail.com

17.	Template 3 (A): Five-Year Investment Plan Budget
18.	Template 3 (B): Annual Budget estimated for the proposed ITIs for the cluster
18.	Template 4: Performance Indicators for Measuring Success
19.	Template 5: Implementation Gantt Chart

Template 1: Baseline Characteristics of Hub and Spoke ITIs

Sl. No.	**Particulars**	**Hub ITI** [name]	**Spoke ITI** [name]	**Spoke ITI** [name]	**Spoke ITI** [name]	**Spoke ITI** [name]
1.	Year in operation, current grading of ITI(s)					
2.	Current ITI management and IMC composition (if IMC is present)					
3.	List of courses offered					
4.	Number of enrolled students in the last three years (for courses, by gender and category- General/ SC/ ST/ OBC).					
5.	Number of graduates last year by courses (for courses, by gender and category General/ SC/ST/OBC), and specify proportion who are employed and other information about labour market outcomes					
6.	Number of instructors (total disaggregated gender wise data, types of contracts, sanctioned post, vacancies by course, by gender).					
7.	Size and condition of classroom and workshop facilities. Specify total area.					
8.	Composition of Internal Complaint Committee to address workplace safety and its effectiveness from number of GRM registered, resolved; training undertaken and submission of Annual reports					

Template 2: Budget allocation of the last three financial years across the proposed ITIs for the cluster

Sl. No.	Budget Component	Estimated Annual Budget (₹ Lakhs)	Source of Financing Center/State/ Industry-CSR/ Others	Year 1: 2021-22	Year 2: 2022-23	Year 3: 2023-24	Remarks
1	**Total Recurrent Expenditure**						
1.1.	Faculty Salaries						
1.2.	Non-teaching Staff Salaries						
1.3.	Maintenance of Infrastructure						
1.4.	Utilities (Electricity, Water, Internet)						
1.5.	Consumables / Raw Materials for Training						
1.6.	Scholarships, Internship/Ap apprenticeship and Welfare Programs such as Stipends to eligible women, SC/ST/PWD students						
2	**Total Capital Expenditure**						
2.1.	Infrastructure Development						
2.2.	Equipment Procurement						
2.3.	ICT based						
2.4.	System for monitoring and reporting of labour welfare measures						
Total Annual Budget (1+2)							

Template 3 (A): Five-Year Investment Plan Budget

Sl. No.	Investment Activity	Objective	Baseline	Five - year target					Expected Outputs	Potential Direct Beneficiaries (with estimated numbers)	Investment Required	Sources of funding	Timelines
				Year 1	Year 2	Year 3	Year 4	Year 5					
1.	Strengthening ITI Hub-and- Spoke Governance and Management												
2.	Institutionalizing Industry Linkages												
3.	Develop and Implement Demand- Driven, Industry- Aligned Training Programs												
4.	Capacity Building of ITI Leadership and Instructors												
5.	Upgrading Key Infrastructure, Training Facilities, and equipment												
6.	Implementing Technological Innovations in Training Delivery												
7.	Supporting Women, SC, ST and PwD Enrolment and Completion												
8.	Building Entrepreneurship Skills and Start- Up Support												
9.	Monitoring and Evaluation System Accessible system for Grievance Redressal Mechanism												

Template 3 (B): Annual Budget estimated for the next five financial years with sources of funding across the proposed ITIs for the cluster

Sl. No.	Component	Annual Budget (₹ Lakhs)	Source of Fund (Center/ State/ AIP, Others)	Year 1	Year 2	Year 3	Year 4	Year 5	Remarks
1	**Recurring Expenditure**								
1.1.	Faculty Salaries								
1.2.	Non-teaching Staff Salaries								
1.3.	Maintenance of Infrastructure								
1.4.	Utilities (Electricity, Water, Internet)								
1.5.	Consumables / Raw Materials for Training								
1.6.	Scholarships, Internship, apprenticeship and Welfare Programs such as Stipends to eligible women, SC/ST/PWD students								
	Add more rows, if required								
	Total (Recurring Expenditure)								
2	**Capital Expenditure**								
2.1.	Infrastructure Development								
2.2.	Equipment Procurement								
2.3.	ICT based								
2.4.	System for monitoring and reporting of labour welfare measures								
	Add more rows, if required								
	Total (Capital Expenditure)								
Grand Total									

Template 4: Key Performance Indicators

Key Area	Performance Indicator	Target / Threshold
Institutional & Governance Reforms	Adoption of industry-led SIP model at ITIs	100% of approved clusters
	Pathways for sustainable industry partnerships (production centres, OJT tie-ups, design partnerships, continuity of AI)	Composite index (baseline + YoY improvement)
Capacity Increment & Trainee Performance	Increase in CTS enrolment	95%
	Pass percentage	90%
	Increase in short-term course output	50% growth as per baseline
Placement Outcomes	Placement rate of CTS trainees	75%
	Average salary of placed trainees	Increment of 50% over baseline

Key Area	Performance Indicator	Target / Threshold
Gender & Inclusivity	Share of women, PwD, SC/ST, rural & tribal groups in enrolment	50% increment over baseline
Curriculum & Training Quality (incl. Green Practices)	Female trainee placement rate	>75%
	Courses upgraded as per industry requirements	10 per Hub ITI and 08 per Spoke ITI
	New CTS courses introduced	04 per Hub ITI and 02 per Spoke ITI
	New short-term courses introduced	10 per Hub and Spoke ITI cluster
	Industry validation of learning outcomes	Positive feedback index
Faculty & HR Development	Trainer recruitment (vacancy reduction)	Below 10% vacancy
	% of trainers upskilled (incl. green practices)	>95%
Infrastructure & Facilities	ITIs hubs & spoke upgradation	10 ITIs
Systemic Capacity Building	Number of trainers trained across ITIs	500 Trainers
Sustainability	Revenue from non-govt. sources (industry, CSR, production centres, trainings)	>30%
Monitoring & Reporting	Annual consolidated report at NSIC level	100% of onboarded cluster reporting

Template 5: Gantt Chart for ITI Upgradation (5-Year Roll-out) under PM SETU

Activity / Sub-Activity and Year	Year 1				Year 2				Year 3				Year 4				Year 5			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4

Instructions for the Preparation of the SIP - Part -1

1. Overall Guidance Note (to be read in conjunction with the Scheme Document; this section is for preparatory guidance only and may be deleted during final SIP submission.)
2. In alignment with the National Scheme for ITI Upgradation, each State and Union Territory (UT) shall facilitate the establishment of the Industrial Training Institute (ITI) Hub and Spoke Cluster. When submitting recommended SIPs of Hub and Spoke ITI Cluster to MSDE, states are required to attach commitment letters to fulfill the state's obligation of staffing, Scheme funding, and implementation of regulatory reforms, as specified in the scheme document.
3. Each Anchor Industry Partner (AIP) shall prepare a Five-Year Strategic Investment Plan (2025–2030) articulating a clear vision, strategic priorities, and investment roadmap to

transform the quality and relevance of ITI training delivery which shows alignment with the overall purpose of the scheme to increase employability of graduates of ITIs. SIP shall be evidence-driven, rooted in local economic analysis, and developed through multi-stakeholder consultation involving industry, ITI instructors, students, academia, etc. SIP should be based on local job market studies, analysis of industry value chains, and discussions with experts from different sectors.

4. AIPs/SPVs are encouraged to align their investment plans with identified priority sectors, including but not limited to advanced and smart manufacturing, heavy engineering, automotive, textiles and garments, construction, process industries, electricals, electronics and telecommunications, food processing, building interiors, and consumer durables.
5. The SIP must demonstrate innovation in training design and delivery, with an emphasis on technology integration, blended learning, and modular curriculum aligned to existing and emerging job roles. The aim is to enhance the scale, quality, and labor market outcomes of graduates from the ITI ecosystem.
6. The total investment for Hub ITI and each Spoke ITI shall not exceed ₹ 81 Crore and for ₹ 40 Crore respectively, inclusive of all capital and operational components. Within this overall financial ceiling, expenditure on civil infrastructure shall not exceed 20% of the total approved budget. SPV shall ensure optimal allocation between physical infrastructure, digital capabilities, faculty development, and program innovation.
7. The SIP is a strategic document focusing on demand-driven and industry-aligned courses, industry linkages, innovative approaches to program design and delivery, staff training, infrastructure development, gender and inclusion strategies, monitoring and evaluation systems, governance and management frameworks, financial and institutional sustainability. A comprehensive stakeholder engagement and communications plan may also be developed and included in the SIP budget. Each section of the SIP should describe the action, articulate expected outcomes, responsible entities, timelines, and budget requirements.
8. SIPs will be operationalized through Annual Operation Plan (AOP) which will include Annual Work and Budget Plans (AWBP). This Annual Operation Plan (AOP) will be submitted to SSC for approval before the start of the financial year. SIPs could be amended as needed by the SPVs based on the changes in Technological and other requirement in the market. However, amendments with financial implications and impacting on the mandatory KPIs will need to be approved by the State Steering Committee and the National Steering Committee.
9. Template 3 (A and B) consolidates the total budget required for implementing the Five-Year Strategic Investment Plan and Annual Budget estimated for the proposed ITIs for the cluster. Proposals must transparently disclose all sources of funding, including ongoing or expected support from Government of Odisha, public-private partnerships, or other externally aided projects. Template 4 to present the Performance Indicators for measuring

success. Template 5 provides Gantt Chart on the implementation timeline.

Instructions for the Preparation of the SIP: Part -2

Sl. No.	Section	Instruction
1.	Detailing on ITI and Local Economy	• List the hub ITI and its associated spokes, • Outline the characteristics of the local community, including the economy, key industries, labor market trends, and population demographics. • Specify the key trades, sectors and programs that will be offered to align with industrial needs
2.	Details of Anchor Industry Partner	• Details of the anchor industry partner (AIP) and its associated industry partners/ and institutional collaborators (if any).
3.	Budget and Financing	• Provide the annual recurring and capital budget for the hub and all spokes for the last 3 years. • Indicate the sources of financing (central, state, industry, income generation, grant-in aids etc). (Refer: Template 2)
4.	Vision and Mission	• State the rationale for selection of the Hub and Spoke ITI Cluster. Define the vision, mission, core strategies, and unique value propositions that add value to the proposal.
5.	ITI Leadership and Instructor Capacity Building Plan	• Plan for continuous professional development of ITI leaders, trainers, and staff. • Proposed Partnerships with National Skill Training Institutes (NSTIs) or other educational institutes such as the Indian Institute of Management or Institute of National Importance (INIs) etc. • Recruitment plans for existing vacancies and new trades. *(Staff professional development should begin with a training needs assessment to identify gaps in academic knowledge, technical competencies, and teaching methodologies. Strategies/ Plan for assessment can be provided in this section. Once these assessments are conducted, the SPV should implement a staff development plan that includes industrial attachments, ongoing training in pedagogy, ICT, training of the trainers, student management, and internship supervision, fostering a culture of continuous professional growth.)* • Plans for appraisals, incentives, and flexible HR arrangements may be outlined to enhance motivation and retention among instructors. • Provide clear policies for competitive selection of key leadership roles of SPV.
6.	Proposed Industry and Employer Linkages	• Partnerships with industries and employers. This may include financial support, technology know-how support • Development of customer-ordered industry- commissioned training programs and establishing “learning factories” • Detailing on proposed sharing of technology and production equipment’s

Sl. No.	Section	Instruction
		• SIP can also provide proposed solutions if any for small and medium enterprises e.g. R&D solutions etc. • Proposed MOUs with companies for employment, apprenticeships, funding etc. (Other details may include engaging industries in the development of standards, curriculum, and training programs, through technical committees, details of Jobs, and competency standards required in Industries, identifying specific industries that has potential for absorbing different categories of differently abled people and develop standard, curriculum and training programs. Organizing alumni and industrial outreach) • SPVs need to clearly articulate which types of industry partnerships are being provided in the SIP and attach letters from all the collaborating industries. • Detailing on proposed apprenticeships and faculty industry attachment. • Industry engagement strategy, including existing/proposed MoUs, DST linkages, and OJT/apprenticeship partnerships, with supporting evidence. • Mechanisms for placement and/or in-house absorption of pass-outs, indicating sectors, indicative numbers, and timelines.
7.	Gender and Inclusion Plan	• State current gender ratios in local community and ITI • Define strategies and actions for improving women's participation, especially in non-traditional trades. Address multiple layers of exclusion (e.g., SC, ST, PWD). • Define indicators to monitor progress.
8.	Innovation in Training Program Design, Delivery, and Technology Integration	• Innovation in program design and delivery. • Innovative programs for Occupational Health & Safety, Industry • 4.0 occupations, and entrepreneurship. • Initiatives like incubation centers, Atal tinkering labs, industry-commissioned specialized training, and industry-certified programs. Joint or sandwich programs with Indian or Foreign partner. • Innovative pedagogy like hybrid learning, student-centered and adaptive approaches, VR/AR labs, interdisciplinary and project- based learning, skills competitions, R&D, and on-the-job training.
9.	Upgradation Plan including Infrastructure Development Plan and labs	• Outline necessary investments in civil infrastructure (e.g., classrooms, hostels, workshops), including digital infrastructure, and procurement of state-of-the-art equipment. *(The SPVs are encouraged to develop a long-term infrastructure master plan first before deciding which specific civil works projects will be supported under the scheme,*

Sl. No.	Section	Instruction
		explain how investments have been prioritized across Hub and Spoke ITIs. Highlight gender- inclusive, climate resilient and accessible infrastructure. Highlight if any assistance of finance is proposed through other schemes of state/centre/existing collaborations.) • Development of sports facilities, incubation centre, production centre etc. *(Note: In case of upgradation of existing facilities or development of facilities, a checklist-based audit will be conducted and all-inclusive improvement (including improving solid, liquid waste management, energy efficiency, universal access, Health & Safety, etc.) may be made part of SIP and implemented while constructing/upgrading.)*
10.	Detailing on New and upgradation of courses proposed for CTS, Short term and any other program	• Provide details of labour market demand analysis to identify current and future employment opportunities. • Details of CTS courses to be upgraded. • Details of New CTS courses to be proposed and mechanism adopted. (This process will involve consultations with industry experts, governments, and other stakeholders to establish priority trades and courses. It is important to consider foundational learning as part of the course development. Modules such as language, digital skills, career guidance counselling, could be embedded into the new courses, or as electives or extracurricular activities). • Details of new short-term courses to be developed or adopted. • Explain the course development or upgradation process, including consultations and approval/ accreditation sought. Explain how the SPV, along with Hub and Spoke ITIs and industry partners will work together. Which courses or modules will be offered at which institutions? Whether the courses and modules offered are gender neutral and are also designed for the differently abled people? How will faculty and facilities be shared across institutions? How will all students be able to learn different courses in the hub and spokes? Provide evidence of: • skills demand and/or potential for expansion of this demand. • the presence of industrial linkages involving these programs. • perceived advantages for institutions and students through the programs
11.	Sustainability and Scalability	• Detail out sustainability plans including both institutional and financial sustainability. • (Explain how financial sustainability can be improved through income generation, both during and beyond the duration of the national scheme. Detail how the SPV intends to ensure long-

Sl. No.	Section	Instruction
		term impact.)
12.	Measuring Performance and Outcomes	• Define performance indicators • Define systems/mechanisms that would be established to produce these indicators. (Note: The indicative full set of performance indicators and measurement methodology can be found in Template 4)
13.	Governance and Management	• Provide the details of participating institutions, industry partners in SPV Board proposed by AIP/Industry Consortium. • Management Team: Provide details of SPV Management proposed with proposed organogram. • Hub and Spoke Relationship: Provide detailing on relationship of Hub ITI and Spoke ITI
14.	Stakeholder Engagement and Communication	• Detail out stakeholder engagement, communications strategy.
15.	Risk and Mitigation Strategies	• Detail out key risks (internal and external) for implementation • Provide mitigation strategies for each identified risk.

Summary Form of SIP

1. **Executive Summary –** Overview of the cluster (Hub-and-Spokes, locations, key industry sector focus), vision and goals of upgradation, summary of investment required and expected outcomes.
2. **Cluster Profile –** Baseline data for Hub and each Spoke: year established, courses/ trades, current capacity and enrolment, pass and placement rates, staff strength, infrastructure facilities available, notable partnerships or achievements. Include socio-economic context of the area (industries present, skill gaps).
3. **Needs Assessment & Gap Analysis –** Identified gaps in infrastructure, training quality, industry relevance, etc., through diagnostic studies or stakeholder consultations. For instance, list of equipment that is outdated or trades with obsolete curriculum, etc., and the improvements needed.
4. **Upgradation Plan –** Detailed plan with sub-components:

- **Infrastructure Development:** Civil works (new buildings, renovations) with specifications (e.g., construct new workshop of 500 sqm, renovate 10 classrooms, etc.), site readiness issues, and implementation timelines.
- **Equipment & Technology:** Trade-wise list of machinery, tools, IT hardware to be procured; quantity, estimated cost, and justification (e.g., CNC lathe – 2 units – to train 30 machinists/year).
- **Curriculum and Courses:** List of new courses to introduce (with duration, target annual intake), existing courses to be phased out or revised, modular structure adoption plan, alignment with NSQF/NCrF levels.
- **Faculty and HR:** Recruitment plan for new instructors or staff (numbers, profiles), training plan for existing faculty (areas/topics of ToT), any management staffing for SPV (CEO, admin, M&E officer, etc.).
- **Digital Integration:** Plan for implementing LOMS and digital classrooms – internet connectivity arrangements, hardware procurement for IT labs, digital content creation if any by the cluster.
- **Industry Partnerships:** Roles and contributions of Anchor and other industry partners – e.g., internships for X students/year at ABC Corp, industry expert lectures schedule, equipment donation commitment, etc.
- **Outreach & Mobilization:** Strategy for student mobilization (awareness campaigns, counselling workshops), focus on increasing female enrolment or other target groups.
- **Sustainability Measures:** How the cluster will generate revenue or manage costs post-scheme.

5. **Implementation Timeline –** Gantt chart or phased timeline showing sequence of key activities: SPV setup, procurement milestones, civil works start/finish, course launch dates, etc. Identify critical path items.
6. **Institutional Arrangements –** Details of SPV (promoters, proposed Board composition), coordination with state department, roles of key officials, any capacity building needed for implementation.
7. **Cost Estimates** – Detailed budget tables:
   Breakup by component (civil works, equipment, training, admin, etc.) and by year.
   Cost assumptions for each item (e.g., unit costs).
   Contingency provision (if any, say 5–10%).
   Summary of total cost for cluster.

8. **Financing Plan** – Sources of funds aligned to costs: central share, state share, industry share, any other (CSR, etc.). Indicate when each source will be injected (e.g., State ₹X crore in Year1, ₹Y in Year2, etc.). Ensuring this matches cost–sharing ratios.
9. **Expected Outcomes & KPI Targets** – Table of key performance indicators with baseline value, annual targets, and final target (for end of project).
10. **Risk Assessment & Mitigation** – Identify major risks (e.g., delay in civil works due to monsoon, difficulty in finding qualified trainers, industry contribution shortfall) and mitigation strategies.
11. **Approval and Endorsements** – Section for signatures of preparation team (AIP lead, ITI principals, etc.), endorsement by State department or SSC before forwarding to NSC.

(This template will guide clusters in preparing comprehensive and standardized SIPs. Actual SIPs may include additional annexes like detailed equipment specs, architectural drawings, etc., as needed.)

APPENDIX-VII Format for Financial Bid

Bid applied for: Cluster Rayagada

NOTE:

1. The format is only indicative of the online format that Bidder is required to fill online.

<Name of the Cluster>	**Source of Financing**				**Total**
	Central	**State**	**Industry-CSR**	Others, if any	
Estimated Budget for 5 years (₹ Crores)					
%age of Contribution					**100%**

2. Financial Bid to be submitted ONLINE only. Any submission of Financial Bid in hard copy would render Bid liable for summary rejection

************************************End of Document************************************