

Response to Pre-Bid Queries

RFP for empanelment of Partner for conducting Psychometric Career Assessment and Counselling of the youth of Bihar under Bihar Skill Development Mission (BSDM) RFP No: BSDM/Career Assessment/92/2025-01 Date: 03/06/2025

Sl No.	Reference Section and Page No.	Content of RFP required clarification(s)	Point of Clarification	BSDM Response
1.	Clause 9.1 (Earnest Money Deposit)	Every applicant participating in the bidding process must furnish the required earnest money deposit (EMD) as specified in the Notice Inviting Proposals (Rs.50,000/- only).	EMD amount would be Rs 20,000.00 in the place of 50,000.00	No Change. RFP Condition will prevail.
2.	Clause 11. Eligibility Criteria and Proposal Evaluation	The Applicant Organization must have a minimum Average Annual Turnover of at least INR 50 Lakh in the three financial years i.e. FY 2021-22, 22-23 & 23-24.	Average turnover should be less than 50 Lakh	No Change. RFP Condition will prevail.
3	Technical Criteria and Score Point No.4 (Page Number: 16)	The Applicant Organization must submit with CV. Scoring will be determined based on the number of Counsellor provide	Kindly clarify what is meant by 'job roles' in this RFP, as the list of job roles has not been attached.	Job Roles in RFP any job work done by the Counsellor
4.	Technical Evaluation Criteria and Score Point 5 (Page Number: 16)	The Applicant Organization must submit prior experience for of launching at least one project career guidance/assessment/ counselling validated by experts for Central/State Governments ,e-governance projects of central/ state governments or a government- affiliated agency, Educational Boards, or Universities.	Any other documentary proof establishing successful completion of this project, must have to be submitted- Kindly clarify whether we can attach CA Certificate with UDIN, invoices, completion certificates, or proof of payment from government authorities as valid documents under 'Proof of Completion'.	CA Certificate along with any documentary proof to establishing successful completion of this project.
5.	Clause 11: Eligibility Criteria and Proposal Evaluation. - Sn. 1	The Applicant Organization (AO) must be registered on or before 31.03.2022. Consortiums / Joint Ventures are not allowed.	ETS Assessment Services Private Limited, formerly known as Integrated Learning Solution Private Limited, has undergone a name change and/or restructuring. The original entity, Integrated Learning Solution Pvt. Ltd., was incorporated on 12th December 2009. We have documentation, including a merger/name	No Change. RFP Condition will prevail.

(Signature)

			change letter, confirming the continuity of the legal entity. In light of this, we would like to confirm whether we can submit our bid using the merger letter as proof of eligibility under the stated clause	
6.	Annexure 1 - CA Certificate	CA Certificate for Financial Turnover, Net worth.	Since our previous entity (Integrate learning solutions Pvt. Ltd with 12 years' experience) has merged with the new entity (ETS Assessment Services Pvt Ltd with 3 years' experience), the turnover of the Previous entity stands now Null and Void so submitting the CA certificate as per the RFP requirements won't be possible. We will be Submitting the existing CA certificates With UDIN for Verification	No Change. RFP Condition will prevail.
7.	Clause 13.1: Platform Capabilities (Saas Based): Sn.1	Scientifically validated digital game-based psychometric career assessments covering students from middle school stage upwards.	Game-Based Format: Is it mandatory for the assessments to be game-based, or would interactive, engaging digital formats also be acceptable? Target Grades: Could you please confirm the exact grade levels that fall under "middle school stage upwards" for the purpose of this project?	Interactive Engaging the digital format will also be acceptable.
8.	Clause 13.1: Platform Capabilities (Saas Based): Sn.2	The game-based assessment must be accessible across main internet browsers, and mobile platforms – Android and iOS.	We would like to confirm whether iOS support is a mandatory requirement.	Yes, remain unchanged.
9.	Clause 11: Eligibility Criteria and Proposal Evaluation. - Sn. 1	The Applicant Organization (AO) must be registered on or before 31.03.2022. Consortiums / Joint Ventures are not allowed.	Our Career Guidance & Counselling Platform earlier used to exist with another name which was under the portfolio of another Private Limited organization from January 2018 to March 2023 and then it was acquired by our current Private Limited organization with both the trademark of earlier Career Guidance & Counselling platform as well as its employees, including the Project Manager and other resources we are nominating for this project.	No Change. RFP Condition will prevail.

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			Kindly consider this situation or request to make an amendment in the RFP so that we can consider name changes, organization structure changes (for example: Partnership Firm to Private Limited Company), previously merged organizations, and previously acquired organizations in the spirit of higher inclusivity in procurement.	
10.	Clause 11: Eligibility Criteria and Proposal Evaluation. - Sn. 1	The Applicant Organization (AO) must be registered on or before 31.03.2022. Consortiums / Joint Ventures are not allowed.	Our organization converted from a Partnership Firm to a Private Limited Company in mid-2022. Kindly consider this situation or request to make an amendment in the RFP so that we can consider name changes, organization structure changes (for example: Partnership Firm to Private Limited Company), previously merged organizations, and previously acquired organizations in the spirit of higher inclusivity in procurement.	No Change. RFP Condition will prevail.
11			What is the overall minimum or maximum value of this tender? This will help us design the proposal accordingly.	A minimum of Assessment shall be done for 50,000 candidates in any financial year.
12	13.3 Career Counselling Support Point No 1	Shall provide virtual/in person counselling through professional counsellors to the candidates.	Is there an expectation of a minimum number of Group or One-On-One Career Counselling Sessions.	No
13	13.3 Career Counselling Support Point No	Shall provide virtual/in person counselling through professional counsellors to the candidates	Is this program to be conducted online or offline.	It is excepted the counselling shall be provided both in virtual and physical mode with the help of professional counsellor.
14	11. Eligibility Criteria and Proposal Evaluation Point 5	The Applicant Organization must submit prior experience for of launching at least one project of psychometric assessments or digital career guidance, Counselling validated by experts for Central/State Governments, government-affiliated agency, Educational Boards, or Universities.	To exhibit previous work experience, is work with NGOs and CSR initiatives to provide Career Guidance & Counselling to Government Senior Secondary Schools considered as valid.	prior experience for of launching at least one project of psychometric assessments or digital career guidance, Counselling validated by experts for Central/State Governments, government-affiliated agency,



				15 Educational Boards, or Universities.
15			The number of sessions planned for each student after the psychometric test.	One session.
16			Does the scope can be extended to Parental Sensitization and Test Preparation.	Not required at this point.
17			The languages in which the Psychometric test to be taken.	Should support multilingual capabilities, at least in English and Hindi with both the game-based assessments and the auto-generated report for users available in these languages.
18			Expected number of Participants in the process.	A minimum of Assessment shall be done for 50,000 candidates in any financial year.
19			Financial bid to be submitted with the Technical Bid, or it has to be submitted after the company is shortlisted in technical bid.	At the time of submission of bid in E-Proc 2 Process
20	11. Eligibility Criteria and Proposal Evaluation Point 5	The Applicant Organization must submit prior experience of launching at least one project in career guidance/assessment/counselling validated by experts for Central/State Governments, e-governance projects of Central/State Governments or a government-affiliated agency, Educational Boards, or Universities."	In this context, we kindly seek your clarification on whether experience of executing similar projects in *government and private schools, in association with **recognized or affiliated universities*, would be considered valid under the said eligibility criteria.	No Change. RFP Condition will prevail.
21	11. Eligibility Criteria and Proposal Evaluation Point 5	The Applicant Organization must submit prior experience of launching at least one project in career guidance/assessment/counselling validated by experts for Central/State Governments, e-governance projects of Central/State Governments or a government-affiliated	We also request you to consider allowing the inclusion of projects executed in *private schools*, particularly where the program was academically validated or supported by a recognized or affiliated university or institution, as such engagements have also made meaningful contributions in the field of student career guidance and counselling.	No Change. RFP Condition will prevail.

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		22agency, Educational Boards, or Universities."		
22	9. Earnest Money Deposit	Every applicant participating in the bidding process must furnish the required earnest money deposit (EMD) as specified in the Notice Inviting Proposals (Rs.50,000/- only).	As an MSME entity we are exempted from EMD, hope the office of BSDM is acknowledging the same for this RFP as well.	Agency will submit required document of MSME registration to claim exemption in EMD.
23	11. Eligibility Criteria and Proposal Evaluation	The Applicant Organization must submit prior experience for of launching at least one project of psychometric assessments or digital career guidance. Counselling validated by experts for Central/State Governments, government-affiliated agency, Educational Boards, or Universities.	If a company has not worked with the government in India but is a global company working with several companies/colleges & institutions across multiple countries, is it eligible.	No Change. RFP Condition will prevail.
24			If a company has worked with PSUs and NGOs in India but not with any government schools/colleges, will it be eligible.	No Change. RFP Condition will prevail.
25	13.1. Platform Capabilities (Saas-Based)	Scientifically validated digital game-based psychometric career assessments covering students from middle school stage upwards	If few students do not take/are not able to take the test due to network connectivity issues at their end, how will we account for that.	The psychometric tests completion will be the basis for the count.
26	13.1. Platform Capabilities (Saas-Based)	Scientifically validated digital game-based psychometric career assessments covering students from middle school stage upwards	If the 1-2-1 career counselling sessions after the student has taken the test cannot be completed/taken due to network connectivity issues at the student's end, how will that be taken into account.	The psychometric test's completion will be the basis for the count
27	Page 15, Point 5	The Applicant Organization must submit prior experience for of launching at least one project of psychometric assessments or digital career guidance. Counselling Validated by experts for Central/State Governments, government-affiliated agency, Educational Boards, or Universities.	Shall you consider other training experience, like skill development, E-Learning etc. Is there exemption for MSME registered Companies	No Change. RFP Condition will prevail.
28	Page 16, Points	Technical Evaluation Criteria and Score: The Applicant Organization must submit prior experience for of launching at least one project career guidance/assessment/	Shall you consider other training experience, like skill development, E-Learning etc.	No Change. RFP Condition will prevail.

		29counselling validated by experts for Central/State Governments, e-governance projects of central/ state governments or a government- affiliated agency, Educational Boards, or Universities		
29	Page 14, Section 9.6	Upon successful award of the work the bidder agency has to submit Performance Bank Guarantee to Bihar Skill Development Mission of 3% of the total value to work order.	Are there any exemption criteria for MSME registered companies.	No Change. RFP Condition will prevail.
30	Page 19, Section 13.2	Should be hosted on a secure cloud-based infrastructure with scalable architecture.	Is there any provision to claim the cost of software	No Change. RFP Condition will prevail.
31	Page 30, Annexure II,	Financial Bid There will be 2 full time trained and experienced counsellors shall be deployed in this engagement, and it is expected that, the counsellors shall travel at least 10 days in any month	Shall you clarify total number of engagements 2 or more	There will be 2 full time trained and experienced counsellors shall be deployed in this engagement
32	Page no 15, Clause 11.	Eligibility Criteria and Proposal Evaluation the Applicant Organization must submit prior experience for of launching at least one project of psychometric assessments or digital career guidance, Counselling validated by experts for Central/State Governments, government- affiliated agency, Educational Boards, or Universities	Request to consider Bihar Startup Request Detailed Eligibility Criteria:	No Change. RFP Condition will prevail.
33	11. Eligibility Criteria and Proposal Evaluation	The Applicant Organization (AO) must be registered on or before 31.03.2022. Consortiums / Joint Ventures are not allowed.	The entity must be incorporated or registered in Bihar as a Private Limited Company, Partnership Firm, or Limited Liability Partnership.	No Change. RFP Condition will prevail.
34	11. Eligibility Criteria and Proposal Evaluation	The Applicant Organization (AO) must be registered on or before 31.03.2022. Consortiums / Joint Ventures are not allowed.	The entity must be less than 10 years old from the date of incorporation/registration.	No Change. RFP Condition will prevail.





35	11. Eligibility Criteria and Proposal Evaluation	The Applicant Organization must have a minimum Average Annual Turnover of at least INR 50 Lakh in the three financial years i.e. FY 2021-22, 22-23 & 23-24.	The turnover for any financial year since incorporation/registration must not exceed ₹100 crore.	No Change. RFP Condition will prevail.
36	11. Eligibility Criteria and Proposal Evaluation	The Applicant Organization (AO) must be registered on or before 31.03.2022. Consortiums / Joint Ventures are not allowed.	The entity must have a registered office in Bihar.	The Applicant Organization (AO) must be registered on or before 31.03.2022
37	11. Eligibility Criteria and Proposal Evaluation	The Applicant Organization must submit prior experience for of launching at least one project of psychometric assessments or digital career guidance. Counselling validated by experts for Central/State Governments, government-affiliated agency, Educational Boards, or Universities.	The entity must be working towards innovation, development, or improvement of products, processes, or services, or have a scalable business model with high potential for employment generation or wealth creation.	No Change. RFP Condition will prevail.
38	11. Eligibility Criteria and Proposal Evaluation	Applicant Organization may be Proprietorship, Partnership, Trust, Society and Public or Private Limited Company	The entity must be certified as a "Start-up" by the Bihar Startup Policy.	RFP Condition shall be remained unchanged.
39	11. Eligibility Criteria and Proposal Evaluation	Applicant Organization may be Proprietorship, Partnership, Trust, Society and Public or Private Limited Company	The entity must not have been formed by splitting up or reconstructing an existing business.	RFP Condition shall be remained unchanged
40	11. Eligibility Criteria and Proposal Evaluation	Applicant Organization may be Proprietorship, Partnership, Trust, Society and Public or Private Limited Company	Applicable taxes from the operations of the company must be payable in Bihar.	Question is unclear.
41	11. Eligibility Criteria and Proposal Evaluation	Applicant Organization may be Proprietorship, Partnership, Trust, Society and Public or Private Limited Company	The startup must be certified by the Nodal Agency and should be an early-stage startup.	Question is unclear.
42	11. Eligibility Criteria and Proposal Evaluation	Applicant Organization may be Proprietorship, Partnership, Trust, Society and Public or Private Limited Company	Startups that have obtained funding from State-registered angel investors are also eligible.	RFP Condition shall be remained unchanged
43	Page no 15, Clause 11.	Eligibility Criteria and Proposal Evaluation the Applicant Organization must submit prior experience for launching at least one project of psychometric assessments or digital career guidance, Counselling	1. We request to the department to kindly define the minimum project value. This would provide clarity to bidders for establish their experience	RFP Condition shall be remained unchanged.

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		validated by experts for Central/State Governments, government-affiliated agency, Educational Boards, or Universities.	2. We also request to the department to kindly consider the project related to soft skills/ spoken English training through online software for this project	
44	Page 16, Technical Evaluation Criteria and Score: Sr. 5	The Applicant Organization must submit prior experience for of launching at least one project career guidance/assessment/ counselling validated by experts for Central/State Governments, e-governance projects of central/ state governments or a government-affiliated agency, Educational Boards, or Universities.	We request to the department to kindly consider project value for evaluation and marking. E.g. Project with value 50 Lakh to 75 Lakhs - 5 Marks Project with value 75 Lakh to 1 Cr - 10 Marks Project with Value higher than 1 Cr - 15 Marks	No Change. RFP Condition will prevail.
45	Page 17 Financial Bid Evaluation	Price details to conduct career assessment & Counselling	Since the gross total include three different components, Price per candidate, monthly charges for one counsellor and other monthly expenses of counsellor. To ensure clarity in commercial bid we request to the department to kindly consider charges per candidates only. This would remove any ambiguity in financial bid	No Change. RFP Condition will prevail.

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