

Minutes of the Pre-bid meeting of OPEN TENDER FOR ESTABLISHING LONG TERM AGREEMENT

Venue: NSDC Office, Block A Board Room, Qutab Hotel, Shaheed jeet Singh Marg.

Date: 09-01-2017 (11.00 AM onwards)

Following are the response to the queries sought by the prospective bidders:

Sl no.	Queries	Response
1.	Can the size of required paper be changed to suit the availability in market?	No. The requirement of paper dimensions will be as per the LTA.
2	Are consortium allowed?	Yes. Please refer ITB clause 16.2 under Bid Data Sheet
3	What would be the process for checking plagiarism?	A suitable process in consultation with NSDC/ SSC/ Publisher will be developed after empanelment.
4	Is printer/publisher responsible for translation for books?	No. However, Printer/publisher is responsible for designing and plagiarism check after receiving translated content from the respective SSC.
5	Will there be a variation of fonts in the translated versions of handbook?	Guidelines for the same have been issued for 10 languages. More will be released as per requirement and will be shared with the empaneled printer/publisher.
6	Is there an estimation available for demand in each sector for regional languages?	No estimation available as of now
7	Will different SSC have different agreement with printer.	As per the process flow define on Page no. 55 of LTA
8	Please have a provision of advance payment by Training center/Partner for each purchase order for books to be dispatched.	No. However, NSDC and SSC endeavor to streamline and ease the process of printing and eventually the procurement of books by TPs and expect in good faith that the TPs will make use of the opportunity provided to them. NSDC and SSC on their part will make every effort to facilitate the coordination between TPs and empaneled printers/publishers.

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9	Is there a specified delivery schedule for different regions and different tiered cities?	This will be mutually decided between NSDC/SSC and Publisher at the time of Empanelment
10	Is there a minimum order quantity for ordering of books by TP/TC?	No.
11	Will you make sure that each TP/TC orders one book per candidate?	No. However, NSDC and SSC endeavor to streamline and ease the process of printing and eventually the procurement of books by TPs and expect in good faith that the TPs will make use of the opportunity provided to them. NSDC and SSC on their part will make every effort to facilitate the coordination between TPs and empaneled printers/publishers.
12	Can there be a mechanism to check from the publishers and the TPs that each candidate has got one handbook?	As per the document (page 55, process flow, bullet point 7)
13	Only specific TPs under specific schemes (for e.g. PMKVY) can place orders for books or outsiders can place orders as well.	To begin with, all books to be supplied to candidate under PMKVY 2.0 scheme will be covered by this LTA. However, for others, decision will be taken based on performance of empaneled printers/publishers.
14	Will NSDC will give orders for the books?	No. please refer to the LTA bid document (page 53, process synopsis, point no. 6)
15	Is there a clarity on the number of pages in each book?	As per the LTA document (Page 45, point no. 2.1)
16	Will paper test report from mill be required, to make sure that the paper specs are being adhered to.	It may be required at various points in time to cross check adherence to quality guidelines.

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17	Will Publisher responsibility include marketing?	No, Publisher responsibility will not Include marketing.
18	Will training partner deduct WCT?	WCT will be applicable as per laws of VAT.
19	Who will pick up the unsold book	The Publisher should do a market estimation of the demand of each job roles.
20	Will one QP/Course require multiple books (Kitting)	No.
21	How will publisher know, which TP to accept the order from.	The list of Training Partners will be available on official PMKVY Website.
22	Any limit to number of companies in a consortium.	JV or consortium will be of maximum 3 agencies including a lead partner.
23	When will the EMD refunded to the bidders.	Please refer to ITB clause 18.4; page 19
24	What will be the average print run for one QP?	The Publisher should do a market estimation of the demand of each job roles.
25	Assuming TP gives 10,000 copies order and then they do not pay for all the copies?	Please refer Page 53, Point no. 6.
26	After the prices are decided through empanelment, will the TP/TC be able to change it?	No. Price will remain fixed as per empanelment.
28	Is it across 3 years or in total or 1 work order delivered in 3 years? What document to be given for consortiums?	Document as per clause. 1 Contract not less than 2 crores or aggregate of 3 contracts not less than 5 crores during preceding three years (i.e. 2013-14, 2014-15 & 2015-16). Consortium Documents: work order/contracts may be

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		attached as evidence for evaluation.
29	Printing and warehouse consortium can be different or not What document to be given for consortiums?	Yes, they can be different although a consortium cannot have more than 3 partners. Documents: An intent to get into a consortium from all parties; document relating to PAN, VAT and all requirements that a lead partner needs to furnish will be required from the consortium partners also. For example, in case of warehouse consortium, the related licenses for operating a warehouse (if applicable) and document mentioned above.
30	Documents to attach; bidders who are using hiring/outsourcing or consortium...	please refer clarification as above. Firms who are using outsourced printing presses or hiring of warehouses may produce their respective documents as required for the lead partner for e.g.: PAN, VAT licenses for press/warehouse premises (wherever applicable), audited statements etc.
31	Will the content of QP be changed very frequently as this may have impact on inventory?	QP expiry date is mentioned in each QP.
32	Usually EMD is 2% of order amount. Does Rs. 25 lakhs as EMD based on order value	No.
33	Are Bank Guarantees acceptable as EMD?	please refer to ITB clause 18.2 a for modes of acceptable EMD
34	Will number of QPs/Books vary across buckets?	Yes.
35	Can the buckets be reconstituted?	As per LTA Bid document in page no 39, Section c, Point no. 5.

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36	VAT number may not be there for Publisher.	The documents are to be submitted as per the legal status of the organization. If a document does not apply to an organization, it need not be submitted. In case of consortium with Printer, Vat certificates need to provided. If any law is not applicable, submit the letter on letter head with reasons.
37	Is bank solvency certificate required from a public bank?	The certificate is provided by the firm's banker's which must be scheduled bank.
38	Allocation of printing Job role specific or SSC specific	The job roles within 1 SSC will only be allocated to 1 Publisher/ Printer.
39	If new SSCs come up and how will the empanelment be done.	A procedure will be decided as per need.
40	Will the quoted price be inclusive of all taxes including GST?	Yes, Quoted price Inclusive of all taxes.
41	Will there be Branding of publisher on the book?	No not allowed
42	Content development and publishing for Skill sector. 0-5 job roles- 10 marks 5-10 job roles - 11 marks 10+ job roles - 12 marks List of skilling content and soft copy files in DVD	List of skilling content along with Soft copy of Table of Content (Index) will be accepted.
43	If publisher feels the content provided by SSC is not up to the mark, then?	SSC will take a final call on the content.
44	What are the documentary evidences required for each point?	As per document page 35.

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45	Certificate of working capital/liquid asset uptill March 2016 or December 2016?	Certificate of working capital/liquid asset as on 31 st March 2016.
46	<p>To clarify if work done for export can be also counted for eligibility:</p> <p>The Bidder must have successfully completed one contract of value not less than Rs. Two (2) Crores or aggregate of three contracts of value not less than Rs. five (5) Crores relating to printing of textbooks for Central/State Govt./ Public Sector undertakings/Government Enterprises/Government aided Institutions/ Private Institution as per the curriculum,</p>	Yes.
47	If L2 refuses to match the L1 price, then?	Anyone not matching Li1 will be considered as unsuccessful bidder and BG will be returned.
48	Exit clause mentioned in draft MOU is totally in favor of NSDC/ SSC, no option given to Publisher. Publisher cannot plan to leave in 30 days?	The standard terms and conditions of NSDC will apply to this MOU, however the clauses will be mutually decided between NSDC, SSC, Printer/ Publisher.
49	Tripartite agreement is not involving TP. So how can Publisher receive PO from someone with whom they don't have an agreement? Publisher first needs to have an agreement with all the TPs who may be placing order on us. (Mentioning advance pmt, Delivery schedule etc.). How will this be handled?	<p>NSDC and SSC endeavor to streamline and ease the process of printing and eventually the procurement of books by TPs and expect in good faith that the TPs will make use of the opportunity provided to them. NSDC and SSC on their part will make every effort to facilitate the coordination between TPs and empaneled printers/publishers.</p> <p>Please refer Point no. 6 at Page 53.</p>

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50	Customer feedback capture and continuous improvement should be devised by publishers?	Yes
51	If Technical score is 71 or 90, it does not benefit the publisher?	70% and above Tech Score qualifies your bid to be considered.
52	Royalty would be on stated and fixed price of the book by NSDC 18%	Yes
53	Royalty will be on stated book sale price. How will it be computed; Cover page will be treated as any normal page in the above computation?	Per page price* number of pages; Yes
54	The quote is only to hold for the participant Handbook, not Trainer/facilitator guide, is it only got PH no FG etc.	Trainer/ facilitate Guide will be a part of the kit and same per page rate will be applicable to them.
55	The bidder should have 'worked' with public institutions ... define worked please.	The document requirement is mentioned under "documents to attach". Bidder is required to furnish the purchase/work order to prove that their establishment has worked with public institutions.
56	Average annual turnover of the bidder in preceding three years (i.e. 2013-14, 2014-15 & 2015-16) as per the audited financial account must not be less than Rs. 10 Crore (Ten Crores Only) from the development, printing or publishing in education/skill space. All sectors or any one of the sectors is it "either" or "or"	Combined or segregated both is applicable
56	Bid Opening on 30Jan2017.	The participant from the company must carry an authorization letter (on the letter head) from the authorized signatory of the company.