

Inviting Partners (public) for Operationalization of Centre of Skills Acquisition-II at Global Skills Park, Bhopal

Introduction

1. The Global Skills Park (GSP) is being established under the Madhya Pradesh Skill Development Project (MPSDP) funded by both Government of Madhya Pradesh (GoMP) and Asian Development Bank (ADB). Center for Occupational Skills Acquisition (COSA) is proposed as the core training center at the GSP, Bhopal, Madhya Pradesh with focus on imparting advanced training with technical support from ITE Singapore. COSA will deliver two broad types of training programs: longer-term training (6–12 months) in COSA-I and industry-based **short-term or upskilling training in COSA-II**. The training programs at COSA-II shall include both the manufacturing and service sectors. For industry-based trainings in COSA-II, an appropriate arrangement shall be executed with operating partners such as industry (public / private), reputed training companies, and prominent academic institutions to set up the training centers to service either their customized training requirement or training needs of the market. The center (COSA-II) will provide facilities for setting up industry-specific training.

2. In this regard, the Department of Technical Education, Skill Development and Employment (DTESD&E), Government of Madhya Pradesh (GoMP) is planning to engage with operating partners from the public sector in phase 1. To attract suitable public sector partners to run and operate training facility at the centre and offer industry aligned programs, GoMP aims to institutionalize a policy. This document provides key policy aspects and an invitation to potential partners in public sector to join hands with the department in fulfilling the objectives of the COSA-2.

Scope of Work

3. The scope of work of the potential partners shall be all or a combination of some as enumerated below or as mutually agreed based on the merits of the proposal:

- Operate and manage the infrastructure and training equipment for training delivery (training space shall be offered free of cost by GSP).
- Assist GSP society in procurement and installation of training equipment as required to deliver the training.
- Shortlist relevant sectors based on suitable criteria, develop curriculum and deliver short term and upskilling programs.
- Manage the end-to-end operations, viz., selection of courses, fee structure, mobilization, counselling, enrolment, training, assessment and certification, as per the policy of GSP.
- Partnership with national and international bodies for accreditation and affiliation of the training programs, wherever applicable.
- Assist in developing necessary material including prospectus, brochures, webpage, social media engagement and similar other documents.
- Capacity building of the GSP officials and training staff for transition from a training institute to full-fledged Training cum Production unit.
- Any other as mutually agreed based on the merits of the proposal.

Roles and Responsibility Matrix

4. The proposed roles and responsibilities sharing arrangements between GoMP and the operating partner shall be as follows:

Roles and Responsibilities	Responsible Entity
Design, build and finance civil infrastructure	GSP
Procurement of training equipment, machinery, furniture & fixtures and basic IT facilities	GSP with inputs from operating partner
Inputs on equipment/raw materials BOQ, equipment specifications and lab setup as per required norms and standards (based on COSA-II floor plan provided by GSP)	Operating partner
Basic facilities (Security, Housekeeping, Electricity and water etc.)	GSP

Roles and Responsibilities	Responsible Entity
Deployment of experienced Management team including trainers and staff	Operating Partner
Mobilization & enrolment of candidates	Operating Partner
Counselling of candidates	Operating Partner
Delivery of training programs including Training of Trainers (as and when required)	Operating Partner
OJT/ Apprenticeship	Operating Partner
Assessment (Formative and summative, projects etc.)	GSP with support of Operating Partner(s)
Certification	Joint
Outreach and securing partnerships to strengthen the program	Joint
Annual maintenance, Service license, Insurance, etc. of equipment	GSP
Day to day upkeep and running maintenance of training premises	Operating Partner
Accidents and safety management	Operating partner
Waste disposal	Operating partner as per the GSP guidelines
Renovation & refurbishment of training premises	GSP
Setting of performance standards for Operating partner	GSP
Monitoring of performance of Operating partner	GSP

Floor Plan of COSA-2

5. Some of the facilities available at COSA-II are as follows:
- Reception and Waiting Areas
 - Ground Floor: 6 Labs (150 sqm each) and Reception area
 - First Floor: 6 Labs (150 sqm each) and Conference Hall
 - Second Floor: 6 Labs (150 sqm each) and Conference Hall
6. GSP may consider allocation of these labs based on the sectors proposed for training programs by the operating partners.

Key Concession Terms

7. The operating partner shall be signing a concession agreement with GSP Society for a period of 5 years.
8. Given that the GSP is providing required capital investment, the operating partner shall have to make annual payment to GSP during the concession period as laid down below:-
- (i) If the annual Revenue receipts of the operating partner in any year is 20% of the capital investment by GSP or more, then 40% of the annual Revenue receipts of the operating partner,
- (ii) If the annual Revenue receipts of the operating partner in any year is 8% of the capital investment by GSP or more but less than 20%, then 8% of the capital investment by GSP,
- (iii) If the annual Revenue receipts of the operating partner in any year is less than 8% of the capital investment by GSP, then 60% of the annual Revenue receipts of the operating partner.

Note: If no Capital investment is required by GSP, then (i) above would apply.

9. The procurement of tools and equipment for setup of CoE shall incorporate provisions for 'Make in India' as has been earlier followed for public procurement processes by different GoI Ministries such as, 'Public Procurement (Preference to Make in India) Order-2017 – Notification of telecom products, Services or works by Ministry of Communications Department of Telecommunication', 'Public Procurement (Preference to Make in India) Order 2017- Notifying Electronics products in furtherance of order by Ministry of Electronics and Information technology', etc.¹².

¹ https://dot.gov.in/sites/default/files/2018_11_02%20DOT%20PMA.pdf

² https://www.meity.gov.in/writereaddata/files/PPP_MII_Order_dated_16_09_2020.pdf

10. Post the completion of the concession period, the partner is expected to hand over the assets to GSP society on 'as is where is basis' operational condition.

Eligible Applicants

11. The potential applicants in public sector shall include – PSUs and Government Organizations (both central and state); Academic institutions such as Universities, Autonomous institutes, Institutes of Eminence; and Government (both central and state) owned Training institutes/Advanced Training Institutes/Center of Excellence/Tool rooms.

12. An applicant can also apply in consortium for the mentioned requirements, subject to applicable conditions. In case of consortium, the lead partner should be clearly identified.

13. All the interested participant organizations are required to submit a detailed proposal as per the template (attached in annexure) for further evaluation, shortlisting and selection by DTESD&E, GoMP.

Annexure 1- Proposal Template

The participants are required to submit the following information which shall be considered by DTESD&E, GoMP for further processing.

1. About the partner organization

Details about the partner organization *<please provide the required information in not more than 300 words>*

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Key details of partner organization *(separately for each consortium member in case of consortium)*

S.no	Particulars	Information
1	Number of years of establishment in India	
2	Registered office address in India and other locations	
3	Presence across other counties	< please mention the name of the countries across which the organization is present apart from India>
4	National and international affiliation/accreditation of training programs	<kindly mention the name of various affiliation and accreditations received by the partner organization for the proposed training programs>

5	Contact details (name, contact number and email id)	
6	Number of employees (on rolls) currently working in training, learning & development, talent development, and similar fields	
7	Whether applying in consortium? Give details, if yes.	

2. Financials of the partner organization *(separately for each consortium member in case of consortium)*

Average turnover (INR) of the partner organization for last three years (2019-20, 2020-21 and 2021-22)

Particulars	2019-20	2020-21	2021-22
Turnover of the partner organization			

Net worth (INR) of the partner organization for last three years (2019-20, 2020-21 and 2021-22)

Particulars	2019-20	2020-21	2021-22
Net worth of partner organization			

3. Experience in skill training *(separately for each consortium member in case of consortium)*

Details of skill training program

S.no	Name of the skill training program <i><kindly mention only name of the skill training program></i> <i><in case of multiple assignment for same client please use another row></i>	Name of the client/beneficiary	No of trainees trained and certified	Average Placement Rate (in %)	No of International Placements

4. Experience of establishing center of excellence/advance training center similar to the proposed concept of COSA-II *(please mention all the relevant experiences covering each such program managed in the past)* *(separately for each consortium member in case of consortium)*

Name of the COE	No of Trainees Trained	Placement Rate

Brief description about the COE and it operational model
<i><please describe about the operational and implementation arrangement, roles and responsibility of the stakeholders, scope of work, etc></i>

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Brief description about the COE and it operational model		
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5. Training Proposal at COSA-II in GSP, Bhopal

<Please provide the methodology for operating training programs at COSA-II, GSP, Bhopal across each of the below mentioned areas>

Proposed sectors/courses for training *<please also provide rationale for the courses/sectors selected>*

Counselling methodology

Content and Curriculum

Assessment and certification methodology

Placement Assistance

6. Information about trainers

<details of senior and junior trainers along with their academic qualifications and experience proposed for the programs across concerned sectors>

7. Infrastructure

<requirements on lab space, classroom, and equipment for training programs>

8. Partnerships

S.no	Areas for collaboration <i><mention areas across which the partner organization would bring in collaborations such as mobilization, counselling, assessment etc..></i>	Name of the proposed partner for collaboration <i><in case of multiple partners for same areas of collaboration n please use another row></i>	Role of the proposed partner for collaboration

9. Project management structure for the proposed COSA-II at Global Skills Park, Bhopal

<details of project management team, qualifications and experience for designated positions, robust management mechanism including SOPs and risk>

10. Commercial Details

<Please provide the following details>

Summary table of commercials

S.no	Particular	Amount (INR)
1	Total Fixed cost	
2	Total Variable cost	

*please provide the breakup of both the cost in the annexure of the proposal

Potential revenue streams

S.no	Revenue source	Amount (INR)

Sustainability plan

<please provide realistic and implementable approach to ensure sustainability of CO SA-II after the project completion period>