



IIM NAGPUR

भारतीय प्रबंध संस्थान नागपुर
Indian Institute of Management Nagpur

Minutes of the Pre-Bid meeting

Tender No.IIMN/141/2024-25/001 dated 10.05.2024

Pre-Bid meeting (online Mode) was held on 16.05.2024 at 11:00 AM.

Bidders attendees:

1. VC Now
2. Times Pro
3. Jaro Education
4. Emeritus
5. TeamLease
6. Nulearn

IIM Nagpur attendees:

1. Lt.Col. Makarand Alur
2. Dr.Mukund Vyas
3. Dr.Sapan Kumar Singh
4. Mr.Pushkar Deshpande
5. Ms.Aarti Pophali
6. Mr.Rahul Peshatwar

Queries raised and their responses discussed are as below:

Sr.No	Query	Response by IIMN
1	Which supporting documents are required for Annexure V – point 7 operational experience	Annexure V is checklist for Bid submission. The supporting documents for each point will be as detailed in respective Chapter. For example, for point no.7 – Chapter 2 PQ – 2.1.2
2	Bid submission date – clarification required as one of the dates in the tender document is different from the portal.	The Bid submission date is 31.05.2024.
3	What is the exact breakup of fees given in the PDS?	The breakup of fees will be shared in the final PDS with the ESP.
4	Clause 2.1.4 – Will the programmes delivered for institutes other than IIMs, IITs be considered as other top B-schools?	Other than IIMs and IITs, other CFTIs only will be considered as equivalent work provided the programme conducted is of Management education programmes.
5	Clause 4.2.6.2 – Will the GST be applicable for the entire fees of the programme?	No. For this programme, the GST will not be charged to the participants. The ESP will charge the GST for the shared revenue component only.
6	Are ongoing programmes acceptable as work order?	Ongoing programmes are acceptable with Work order copy before 31.03.2024 and the programme has commenced.
7	Will alumni status be given to Participants	Yes
8	Will there be a single batch of 140 ?	The intake is a minimum of 140. Sections will be created for the Batch.



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9	Is the fees of Rs.12.10 lacs inclusive of the campus immersion module?	Yes
10	In Annexure VI – Part 2 -Technical evaluation Sr.No.2 – “Number of individual institutions/clients (IIMs, IITs, NITs, IIITs or other equivalent CFTIs) that the bidder has worked with for the delivery of similar Long duration Programmes (more than 1 year duration) Multiple programmes for a single client will be considered as 1.”	May be read as - Number of individual institutions/clients (IIMs, IITs, NITs, IIITs or other equivalent CFTIs) that the bidder has worked with for the delivery of similar Long duration Programmes (minimum 1 year duration) Multiple programmes for a single client will be considered as 1.
11	Clause 3.2.14 – Revenue sharing for institute-sourced participants is not more than 10%. Will the participants who approach IIMN directly be considered for the same?	No. Institute-sourced participants mean only those participants sourced from organizations with whom IIM Nagpur is collaborating for the purpose through MoU or equivalent agreement model.
12	The Security Deposit is given as Rs.25 lakhs but mentioned as Rs.Ten lakhs in words.	The Security Deposit is Rs.25 lakhs (Twenty-Five lakhs)
13	Experience certificate	Work Order & Completion certificate from the client / Invoice denoting the programme details
14	Which Long-duration certificate programme is considered as acceptable	PG certificate programme – The participants must be Graduates. No undergraduate programme is acceptable anywhere for PQ or Technical scoring.
15	Annexure IV – Part 1 -Point no.14 – Please clarify which Govt. approvals are required	Udayam /MSME/Incorporation /Registration certificate clearly mentioning nature of work that the company is permitted to conduct.
16	Clause 2.1.4 – Atleast one programme completed in last 3 years. Will the earlier programmes be considered?	This is a PQ criteria where atleast one programme as per the condition given in the clause must have been conducted in the last three years. Earlier programmes will be considered for scoring.
17	Clause 2.1.4 – Which programmes will be considered	Management education programmes only.
18	Clause 2.1.5 Will email recommendation / feedback be acceptable	Yes
19	Clause 3.4.1 – Clarify	The Compliance certificate needs to be submitted as per the format in Annexure IX. It indicates that the bidder is not seeking any deviation from the terms and conditions of this RFP / tender document.
20	Annexure 1 – A1.3 Control room	To assist the Faculty and to maintain the equipment at the studios at IIM Nagpur a separate control room to be operated by the ESP’s staff is to be maintained.



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21	Annexure IV – Exam management – Point 9 – Is the PPT expected to be uploaded or created on the platform?	The PPT is expected to be uploaded by the participant on the platform.
22	Annexure IV – Technical requirements– Point 11-16 – Clarify	For each point please tick if the facility is available for the Faculty or the student or both.
23	Annexure VI – Part 2 – Technical assessment – Point no.3 – How the scoring will be done for the maximum number of participants.	The bidder is expected to submit the document which indicates the maximum number of participants that the bidder has managed in a single batch.
24	Who will conduct the Admission test	ESP will conduct the test in online mode.
25	Which certifications are acceptable?	Only those which are certified by the respective IIMs / IITs or CFTIs.
26	Will In-delivery programmes be considered?	Yes. Those programmes which have commenced will be considered in-delivery.
27	Clause 4.4 What will be the process for the award of programme?	As per the decision of Programme committee.
28	Number of assessments over the year	As per the academic plan by Faculty.
29	Is proctoring required for every assessment.	Yes
30	Clause 3.6 – 3.6.3 Penalty for Intellectual property rights compromised – if it happens due to participants will the ESP be held responsible	The ESP is expected to establish appropriate security measures for safeguarding the IPR of IIMN content. If the breach/leakage is found to be from the portal of ESP, the ESP will be penalized. If the violation happens due to the participant then ESP will not be penalised.
31	Will all Technically qualified bidders be invited for empanelment?	Only L2 bidder will be invited for empanelment as per the process defined in Chapter 4.
32	Clause 2.1.6 How will the value of Work order be considered?	The bidder must have a revenue of Rs.5 Cr from a single Long-duration programme batch from a single work order OR a revenue of Rs.2.5 Cr from two Long-duration programme batches each from two work orders to be considered for Clause 2.1.6. Overall revenue from multiple programmes even within a single work order will not be considered.
33	Request to consider top 100 NIRF-ranked institutes in India as acceptable work orders.	No. Only the institutes mentioned in this RFP will be considered for this bidding process.

For information of bidders.

Issued by

Stores & Purchase Office

IIM Nagpur