

# **Request for Expression of Interest (EoI) for Operating Common Facility Center (CFC) at selected clusters engaged in production of Jute Diversified Products (JDP)**

Last Date of Submission of Proposal and opening of Bids 27.11.2015

## **1. Introduction**

National Jute Board under the aegis of Ministry of Textiles, Govt. of India has developed large numbers of clusters of Women Self Help Groups (WSHGs) throughout country engaged in manufacture of various types of Jute Diversified Products (JDP) ranging from shopping/fancy bags, braided handicrafts, handloom products, footwear, motifs, floor coverings *etc.* through interventions such as training, supply of machines and marketing support.

These WSHGs do not have much exposure to the changing market trend due to change in taste and preferences of consumers. NJB proposes to have Common Facility Centres (CFC) for these WSHGs initially in five locations (Phase -1) as mentioned below:

1. Fulia, Ranaghat, Nadia, WB
2. Deganga, North 24 Paraganas, WB
3. Mogra, Hooghly, WB
4. Katihar, Bihar
5. Barpeta, Assam

The CFCs are to be established at these locations and would aim to bridge the gap between the market and the artisans / members. The clusters are expected to become regular sources of supplies for high value products, both in domestic and international markets. Such process may take one to two years approx. and needs to be handled by competent organizations having well established backward and forward linkages both in domestic and international markets by imparting Skill Training, Providing Designs, Raw Materials and buying back their Production.

2. The indicative Jute Diversified Products (JDPs) having wide demands are listed below:

- 1) **Shopping Bags** : includes Shopping, Promotional and Carry bags.
- 2) **Utility Products** : Office Stationery, Utility bags, Fancy and designers' value added bags - including file covers, pen stand, calendars, wallets and clutches, school bags, office bags, sports travel bags, laptop bags, brief cases, suitcases *etc.*
- 3) **Handicrafts** : Jute handicrafts—braided, non-braided, moulded, *etc.* including motifs, jewelry ornaments, flower bouquet, hammock, footwear& slippers *etc.*
- 4) **Handloom Products** : Decorative fabrics, floor coverings, mats and matting *etc.*
- 5) **Other Products** : Other innovative and value added jute products including Fashion Garments and Accessories.

The products shall be primarily from jute, depending on necessity and design requirements Jute blended fabrics, leather and other materials may also be used.

3. The Common Facility Centers (CFC) being proposed may be equipped with suitable modern machineries required for training cum production of quality JDPs and other infrastructural facilities /inventory of raw materials, storage for bulk production, Training hall, and Computer - center with Online access for e-commerce facilities, Retiring room for outstation trainers and customers etc. The selected agencies will be allowed to use facilities, they are responsible for identifying the product, imparting training, production and marketing etc , in these CFCs for the members of the WSHGs in the respective cluster only.
4. NJB intends to engage agencies for providing support services and invites Expression of Interest (EoI) from reputed Manufacturers, Exporters, Merchant traders and Institutions, engaged in Product identification, Skill Training, Bulk Production and Marketing & Sales of Jute Diversified Products. Such agencies will act as a catalyst to develop these clusters as sustainable production cum revenue base for their bulk supplies of quality and high valued Jute Diversified Products (JDPs) through various need based interventions such as product identification, skill development programs, imparting training to the member artisans of the WSHGs and supply of raw materials and finally marketing of finished products as per the requirement of the agency.

## **5. Objectives**

1. To assist the WSHGs through skill development programs, so that they are competent to produce orders in bulk, both domestic and international markets.
2. To arrange training by engaging trainers / master trainers for providing design, design guidelines and other related services to the cluster on continuous basis and establish a “Design Bank” to cater to the need of Retail/ Wholesale traders, Merchant Traders, Exporters, Entrepreneurs and other several channels *etc.*
3. To disseminate the design portfolios among the various groups in the defined clusters;
4. To make the stakeholders educated about consumer preferences in terms of product design, colors, size and utility *etc.* in different parts of India and some selected international markets.
5. To provide an access to international and domestic design trends to independent groups which will become regular sources of suppliers of quality JDPs in the markets, both domestic and international and thus have sustained revenue earning through their production.

## **6. Eligibility Criteria:**

1. The bidder should be a legal entity registered in India either as a Trust, registered under the Indian Trust Act, 1882 or a Society, registered under The Societies Registration Act, 1860, or a MSME registered with State Governments, or a Partnership firm or Company registered under the Companies Act, 2013 of repute with sound experience in performing above mentioned services, engaged in manufacture of JDPs and to the Women Self Help Groups (WSHGs) and rural artisans.

2. The bidder should have

- (i) Experience of working in the JDP sector and should possess sound track record for promotion and development of JDP sector. The bidder should have its own marketing network and channels including through popular e-commerce sites and preferably should have fair presence in domestic and international markets and provision of Skill development training in Jute diversified sector (in case of provision of Skill) for a period not less than 3 years and (ii) turnover not less than Rs. 5 crore per annum on an average for the last 3 years (in manufacturing), Self attested copy of Certificate of incorporation, PAN number and documents indicating incorporation and audited Balance Sheets for the last 3 years export performance (if any) as proof of revenues arising from Jute and Jute diversified product business shall have to be enclosed.

The bid shall be submitted by the date and time indicated in the format enclosed in plain paper.

#### **7. Period of Contract:**

The facility will be provided for a period of 2 (two) years, which may be extended on the basis of satisfactory performance, as per mutually agreed terms and conditions. Provided that, the contract can be cancelled with prior notice of 90 days from either side.

#### **8. Role of the Bidder (Operating Agency):**

1. To study the existing cluster, their activities and identify JDPs. The Operating Agency to employ persons as per standard requirement in the production units including WSHG and local artisans as far as possible.
2. To assess their abilities to develop as a quality JDP manufacturer. And to undertake regular skill up-gradation training in batches to eligible WSHG members in the cluster, both existing and new entrants. These trained members should be able to impart training to other artisans for development. Agency may also tie up with and/or hire reputed designer and design house for development of new product ranges and concepts. They may have access to NID's services through NJB.
3. WSHGs to be encouraged for bulk production through regular supply orders for quality JDPs and having regular revenue channels in addition to the revenue sharing arrangements.
4. Agency may create design and product library for all types of JDPs. To cater to at least 300 women per cluster.
5. The facility shall be operated, maintained and used only for production of Jute products as mentioned in the para 2 on a commercial scale and not for any other purpose. This will not be transferable to any other Individual/ Firm/ Entrepreneur.
6. Due care shall be taken for maintenance of the machineries well in time so as to ensure that the physical conditions of the facility remain intact. The maintenance shall be undertaken as per guidance of the Project Implementing Agency. All expenditure on these accounts shall be borne by the Operating agency of its own.

## **9. Role of Project Implementing Agency - NJB & State Government**

In order to supplement the efforts from the enlisted agency, NJB may also involve the WSHGs of the cluster in NJB's various ongoing activities like;

1. NJB may approach State Government for allotment of suitable Land and Construction of Infrastructure for CFC, depending on the time frame, they may perhaps seek an alternate place/ building to commence the works.
2. Providing modern machinery to the WSHGs required for skilling/ production;
3. Arranging space for undertaking regular skilling production;
4. Arranging space for proper stocking of Raw Materials/ finished products;
5. Provide funds for tool kits to individual beneficiaries through direct bank transfer;
6. Provide facilities for online E-marketing/ E-Commerce and priorities participation in fairs organized by NJB;
7. Participation in the Design Development workshops and access to NID for designs;
8. Diverting bulk enquiries, if any, to WSHGs for executions;
9. Promoting WSHGs on NJB's website and other online media and Booklets, leaflets etc. to be published in local and other languages for publicity etc;
10. Encouraging the formation of Federation of WSHGs for taking charge of operation of CFC.
11. The State Govt./ Project Implementing Agency (PIA) shall facilitate functioning of the unit by providing power, water and other facilities as per prevalent practices for similar cases. And an agreement indicating terms and conditions for using the facility shall be executed with the Operating Agency by the Project Implementing Agency.

## **10. Measurable Minimum Targets for Training/ Skilling & Commercial Sale of JDPs from the cluster:**

There will be two fold minimum targets which have to be achieved by the selected agency, measurable after each quarter:

- (1) **No. of trainings/Skills and trainees to be covered** : The number of trainings may include Basic, Advanced Skill & design trainings, entrepreneurship and market skill training to new as well as the trainees previously trained. Thus in a quarter there may be a combination of two trainings. This training is imparted to members of the established WSHGs in cluster .
- (2) **Commercial Value/Sale of products** from the cluster by the agency. It is expected that the agency will provide cost of raw materials and other expenses. The skilled workers will produce their products in the CFC or in their suitable work place and they will be allowed revenue sharing for their products with WSHG for the value of production lifted by the agency. The following table provides a specimen for imparting indicative Trainings and Commercial sale amount

Table -1 : Model / specimen for Indicative Training & Commercial Sale Amount

Sl. No.	Time Frame w.e.f. the date of Signing of MOU	No. of Trainings/Skilling & Trainees		Minimum Commercial value of JDPs production on commercial scale by WSHG members and share of revenue with members of WSHGs (Rs. lakhs)	
		Training/skilling		Min. Commercial Value of JDPs	
	Quarter	Min. no. of Trainings.	Min. Skills -WSHG members	Min. Value of production on commercial scale	Share of revenue (15%) to the skill members WSHG involved in the production of JDPs
1	Q1	2	30	0.00	0.00
2	Q2	2	30	1.50	0.225
3	Q3	2	40	3.00	0.450
4	Q4	2	40	4.50	0.675
5	Q5	3	50	6.00	0.900
6	Q6	2	40	20.00	3.000
7	Q7	1	20	30.00	4.500
8	Q8	1	20	35.00	5.250
<b>9</b>	<b>Total</b>	<b>15</b>	<b>270</b>	<b>100.00</b>	<b>15.00</b>
10	Approx no: of skill beneficiaries excluding the repeat trainings		130		

## 11. Selection of Operating Agency:

1. Parties interested for Skilling/Training or for manufacturing/production shall submit their offers as per the following terms and conditions:

- (i) Separate bids shall be submitted for using the facility for “Training / Skilling” and for “Production on commercial scale”. This should be clearly written in bold in red ink on cover of the envelope containing the offer.
- (ii) The bid shall be for each CFC location i.e Fulia - West Bengal, Deganga- West Bengal, Mogra- West Bengal, Barpeta- Assam & Katihar-Bihar
- (iii) Earnest Money Deposit (EMD) in the form of Bank Guarantee (BD)/Demand Draft for Rs. 1,00,000/- (Rupees one lakh only) per unit shall be submitted with the technical bid for each unit. The Bank Draft/Demand Draft shall be drawn in favour of the Project Implementing Agency. The Earnest Money of unsuccessful bidder shall be returned within 15 days of completing selection process. EMD of the successful bidder will be adjusted with the performance guarantee. However, in case a bidder withdraws from the tender process after opening of the bids, the EMD amount shall be forfeited.
- (iv) Each bid shall be submitted in two separate sealed envelopes covering :
  - i. Technical bid: giving relevant details of the bid as indicated in the eligible criteria. Self attested copy of relevant documents shall have to be submitted with the bid.
  - ii. Financial bid.

- iii. Both the envelopes shall be put together in another envelope and deposited as the offer.

## **12. Evaluation of Bid:**

1. All the bids received within the scheduled time will be opened at the time and place indicated and shall be scrutinized by a Committee, constituted for the purpose including a representative of the Ministry of Textiles.
  - a. The technical bids shall be opened first and checked with reference to the eligible criteria. Technical bids, which are incomplete in any respect, shall be summarily rejected.
  - b. After screening of the technical bids which are found to be valid in all respect, the financial bids of such bidders (whose technical bid is found to be valid) shall be opened.
2. **The financial index of a bidder will be ascertained by the following formula:**

**Total share of Revenue to the WSHG members (X of Table 2A of Financial Bid) ÷ Total Training fees to be paid to the Agency (Y of Table 2B of Financial Bid)**

**i.e X of Table 2A ÷ Y of Table 2B**

[Higher the index, Higher would be the performance]

## **13. Awarding the Work:**

1. As indicated above, the highest bidder shall be selected as per the recommendation of the Committee accordingly.
2. The selected agency shall be required to provide a performance guarantee equivalent to 3 (three) times the bid value (per month) out of which the Earnest Money Deposit amount shall be adjusted. He / She will also be required to execute an agreement about running of the CFC unit incorporating relevant terms and conditions.
3. The CFC-unit shall be made available to the highest bidder on completion of payment of performance guarantee and execution of the agreement.

## **14. Arbitration**

In the event of any dispute or differences arising in management of the unit for the purpose specified, the matter shall be referred to the Secretary (Textiles), whose decision on the issue(s) shall be final and binding.

## **15. Duration of the Project: 2 years**

The duration of the project is 24 months from the date of MoU, divided into 8 quarters. The failure of the agency to achieve the targets in any quarter and failure to recoup it in the next quarter also will render the MoU not maintainable and the MoU will be terminated. NJB has the right to deploy any other agency substituting upon approval by competent authority.

## **16. Payments Terms:**

The following two types of payments will be released by NJB under the scheme:

- (1) Payments for the trainings will be released in 5 installments as under;
  - I. 1<sup>st</sup> installment (10% of the bid value) along with the work order.
  - II. 2<sup>nd</sup> installment (20% of the bid value) on performance of the trainings and production output in terms of value of the production lifted by the agency after 2<sup>nd</sup> quarter, as shown in Table 2A and 2B of Financial Bid.
  - III. 3<sup>rd</sup> installment (20% of the bid value) on performance of the trainings and production output in terms of value of the production lifted by the agency after 4<sup>th</sup> quarter, as shown in Table 2A and 2B of Financial Bid.
  - IV. 4<sup>th</sup> installment (20% of the bid value) on performance of the trainings and production output in terms of value of the production lifted by the agency after 6<sup>th</sup> quarter, as shown as shown in Table 2A and 2B of Financial Bid.
  - V. 5<sup>th</sup> installment (30% of the bid value) on performance of the trainings and production output in terms of value of the production lifted by the agency after 8<sup>th</sup> quarter, as shown as shown in Table 2A and 2B of Financial Bid.
- (2) As per para 10(2), the trained/skilled members of WSHG will commence production of JDPs in the CFC or in their suitable work place and they will be allowed revenue sharing for their products equal to min 15% of the value of production lifted by the agency. The agencies may allow higher shares of revenues to the trained WSHG beneficiaries. The revenue sharing with the beneficiaries is primarily the responsibility of the Agency. NJB may also provide token amount to the member of WSHG through direct bank transfer depending on the budgetary support. The agency's share based on the value of production lifted by them from the trained/skilled member WSHG beneficiaries will also be paid by the agency through direct bank transfer. The agency will forward the list along with the supporting documents and bank details of the beneficiaries from whom the products were lifted, on monthly basis to NJB for consideration of releasing token amount.
- (3) NJB will have the right to recover the unutilized funds, if any, in the hands of the agency or any fund utilized by the agency for the purpose for which it was not sanctioned or disbursed.

This procedure will be monitored to ensure the actual performance by the trainees/ skills and the agencies on monthly / quarterly basis. There may be a meeting by Cluster Development committee, consisting of District Collector, Project Officers as members and Secretary NJB as convenor, who may monitor and review the performance of CFCs.

## **17. Guidelines for utilization of Funds:**

### **A: Training/Skilling part**

1. The agency is required to achieve the measurable minimum targets on quarterly basis as mentioned in Table -2A & 2B of the Financial Bid. The agency will submit a quarterly progress report highlighting the physical and financial parameters and indicating the achievement of measurable minimum targets.

2. The agency would have to submit requisition of fund as per schedule along with Utilization Certificate (U/C) in the format of GFR 19A ,duly certified by Chartered Accountants
3. The agency has to structure and develop the cluster so that it becomes self sustaining with a positive revenue stream.
4. The agency shall ensure health and safety standards in work place. It shall also comply with Social, Ethical, Quality and environmental compliance standards;
5. The agency may tie up with other institutions of repute for its various endeavors like establishing raw material banks, new design bank, other training programs and marketing channels and franchisee *etc.*

**B: Earnings to the Skill members involved in production:**

1. The agency will submit on Quarterly basis a return of the value of the products lifted by them clearly showing the name of the trainee member of WSHG who produced.
2. This Quarterly return will also disclose the trainee wise details of compensation paid to the trainees against the lifting of products from them, which may be minimum 15% of the commercial value of products lifted, with necessary supporting documents, as may be prescribed.
3. NJB may also release its token amount to the skilled members of WSHG involved in the production through Direct Bank Transfer to their bank account one time basis or multiple, depending on budgetary support.

**18. Procedure for submission of Request for Qualification (RFQ)**

The offers are to be submitted in three sealed covers and all the documents should have page number, total pages and signature of the authorized persons from the bidding agency as follows:

**1. First Cover - Technical Bid:**

For Provision of Commercial Value/Sales and Training/skills , Application Form- 1A & 1B , may be submitted along with following in Technical Bid :

1. Memorandum & Article of Association of the agency, if applicable
2. Agency Profiles in brief with details of experience in JDPs designing/product development, training, production and marketing in JDP sector including award won and details of its creativity, work done in the past in connection to the scope of the work suggested.
3. Proof of Experience and handling relevant JDP activities mentioned.
4. Copies of the audited Balance Sheet for the last three years should be enclosed duly signed by the Chartered Accountant along with the latest Income Tax returns filed in the last three years.
5. Details of PAN, Service Tax & VAT.
6. Any other supporting documents relevant as per clause 6 and an approach note as per clause 19, and highlighting the need of quality training focusing on development of Jute Diversified Sector through product identification, quality training with design inputs, bulk production and market sales, promotion of these JDPs in domestic and international market.



## **2. Second Cover – Financial Bid**

Any agency can submit bids for all or any of the clusters. Separate sealed Financial bids as per Application form 2A & 2B, shall be submitted for separate clusters, superscribing the envelop of the Financial Bid as “Financial bid for Cluster.....” and put inside the main envelop of the Bid.

The Financial bid will consist of quotation of total bid for the agency for a period of eight quarters. The fee should be inclusive of all type of expenses and cost towards conceptualizing, survey of product portfolio of the cluster, design development, supply of raw materials, training & skill development, production, branding, sales marketing and promotion *etc.*

Note – After evaluation of the Technical Bids with design illustration and description, the qualified bidder shall be called for presentation. The financial bid of the successful bidder only will be opened, thereafter. Lowest Bidder may not be the only consideration and more emphasis would be on the products identifications, forward linkages of the WSHGs with the sustainable markets in domestic and international and continued revenue sharing for all the beneficiaries of the CFC.

## **19. Format for Concept/Approach Note**

1. Executive Summary
2. Concept Note for the services to be offered for various product category
3. The agency composition and designer’s background including total experience in Jute Diversified Sector
4. Detailing of key activities with timeline
5. Manpower planning including organization chart
6. Marketing and market promotion plans
7. Expected Revenue Generation 6months onwards
8. Project scheduling
9. Deliverables with objectively measurable targets
10. Expected Socio–economic benefits of the cluster

## **20. Application Forms for Submission**

Form 1A Technical bid for Production on commercial scale

Form 1B Technical bid for Skilling

Form 2A Financial bid for Production on commercial scale

Form 2B Financial bid for Skilling.

## **21. Other information**

1. Pre-bid conference will be held on 17/11/2015 at the Conference Hall of National Jute Board (3A & 3B Park Plaza, 71, Park Street, Kolkata – 700016) at 04.00 PM. Bidders may request for clarification to this EoI by sending email to our address [jute@njbindia.in](mailto:jute@njbindia.in), quoting subject as “EoI for CFC – JDPs and Name of the Cluster applied for.....” and also by fax to 033-22172456 quoting subject as “EoI for CFC – JDPs”

2. Proposals/ quotation of the bids must remain valid for a period of 180 days from the date of submission.
3. The successful bidder would be required to submit and keep active for life of the Project a performance guarantee for equal to 10% of the bid amount for successful performance of the activities in the contract.
4. The Performance Guarantee deposits will be released to the agency on the pro-rata basis after six months of successful completion, subsequent reviews by the committee nominated and handing over of the project on being satisfied about the proper execution of the project.
5. National Jute Board will provide the format of Performance Guarantee to the successful bidders.
6. The selected agency has to sign an Agreement with National Jute Board for rendering satisfactory services and completion of the projects in a time bound manner.
7. The Agreement shall include provisions for taking performance guarantee, damages for delay or award for early completion besides other clauses as are finalized by NJB.

## **22. Last date for submission of EoI**

The last date for submission of EoI is 27<sup>th</sup> November 2015 (upto 1.00 pm.). The EoI received after due date & time shall not be accepted. The EoI should be addressed to The Secretary, National Jute Board, 3A & 3B Park Plaza, 71, Park Street, Kolkata – 700016. The envelop should be clearly marked “Expression of Interest (EoI) for Operating CFC at selected clusters engaged in production of JDPs”. Please note that the contents of the Financial Bid should not be a part of Technical bid under any circumstances. The Bids will be opened on 27<sup>th</sup> November 2015 at 3.00 PM.

## **23. Rights of National Jute Board**

The National Jute Board (NJB) reserves the right to accept /reject the proposals received without assigning any reasons whatsoever, or may call for any additional information/ clarification, if so required. NJB also reserves the right to recover the excess payment arising due to non performance of the agency as per terms of reference agreed upon.

## **24. Additional activities by WSHGs**

The WSHGs shall have liberty to earn more from by producing additional quantity and selling their products at different fairs and also through their own channels and further they may form a Society / Federation to start their operation so that they can become self sufficient before and after two years.

## **25. Court Jurisdiction**

This shall be subject to the exclusive jurisdiction of Kolkata High Courts.

## **26. Miscellaneous**

In case any further clarification or information is required, The Secretary, National Jute Board may be contacted with prior appointment.

## FORM 1A - Application form for submission of Bid

### 1(a) Production on Commercial Scale : Technical Bid

1. Name of the Party :
2. Address : Street:  
Town/City  
District  
State  
PIN  
Telephone No.  
Mobile No.  
Email:
3. Details of Registration \ :  
Number & Date  
(Self attested copy to be enclosed)
4. Proof of experience of Production (Turnover):  
(self attested copy to be enclosed):

Sl. No.	Year	Experience			Production	Export
		Location of production unit(s)	No. of machines	No. of workers		
1	2	3	4	5	6	7
1	2012-13					
2	2013-14					
3	2014-15					

5. Details of Earnest Money in the form of Demand Draft/Bank Guarantee:
  - (i) Amount (Rs.) :
  - (ii) DD No./BG Details :
  - (iii) Date :
  - (iv) Name of Bank :

(Signature of the Authorised person)  
with official seal

Date:  
Enclosures as per Clause 18 & 19.

## FORM 1 B- Application form for submission of Bid

### 2(a) Provision of Skill/Training : Technical Bid

1. Name of the Party :
2. Address : Street:  
Town/City  
District  
State  
PIN  
Telephone No.  
Mobile No.  
Email:
3. Details of Registration \ :  
Number & Date  
(Self attested copy to be enclosed)
4. Proof of experience of Production(Turnover):  
(self attested copy to be enclosed):

Sl.No.	Year	Location of the centre	Number of persons provided training
<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>
1	2012-13		
2	2013-14		
3	2014-15		

5. Details of Earnest Money in the form of Demand Draft/Bank Guarantee:
  - (i) Amount (Rs.) :
  - (ii) DD No./BG Details :
  - (iii) Date :
  - (iv) Name of Bank :

(Signature of the Authorised person)  
with official seal

Date:

**Form 2 A - Application form for submission of Bid**

**Production on Commercial Scale : Financial Bid**

1. Name of the Party :
2. Address : Street:  
Town/City  
District  
State  
PIN  
Telephone No.  
Mobile No.  
Email:
3. Details of Registration \ :  
Number & Date  
(Self attested copy to be enclosed)

TABLE-2A

Sl. No.	Time Frame w.e.f. the date of Signing of MOU	Minimum Commercial value of JDPs production on commercial scale by WSHG members and share of revenue with members of WSHGs (Rs. lakhs)	
		Value of production on commercial scale in Rs Lakhs	Share of revenue (15%) to the skill members WSHG involved in the production of JDPs in Rs Lakhs
1	Q1		
2	Q2		
3	Q3		
4	Q4		
5	Q5		
6	Q6		
7	Q7		
8	Q8		
<b>9</b>	<b>Total</b>		<b>X</b>

(Signature of the Authorised person)  
with official seal

Date:

**FORM 2B- Application form for submission of Bid**

**1(b) Provision of Training/Skill : Financial**

1. Name of the Party :
2. Address : Street:  
Town/City  
District  
State  
PIN  
Telephone No.  
Mobile No.  
Email:
3. Details of Registration \ :  
Number & Date  
(Self attested copy to be enclosed)

TABLE-2B

Sl. No.	Time Frame w.e.f. the date of Signing of MOU	Training/skilling to be imparted for the members of the WSHG	
		Min. no. of Skill/Trainings.	No: of WSHG members to be trained
1	Q1		
2	Q2		
3	Q3		
4	Q4		
5	Q5		
6	Q6		
7	Q7		
8	Q8		
<b>9</b>	<b>Total</b>		
10	Approx no: of skill beneficiaries excluding the repeat trainings		

N.B. The Minimum number of benefitted trainees shall be 75 in 1<sup>st</sup> year and 75 in 2<sup>nd</sup> year, i.e. at least 150 beneficiaries in two years' project.

4. Training Fee to be paid per for the whole period Rs. ....[ Y ].....  
(in words.....)

(Signature of the Authorised person)  
with official seal

Date:

**INDEX OF FINANCIAL BID**

**Total share of Revenue to the WSHG members (X of Table 2A of Financial Bid) ÷ Total Training fees to be paid to the Agency (Y of Table 2B of Financial Bid)**

**i.e X of Table 2A ÷ Y of Table 2B**

[Higher the index, Higher would be the performance]