

## **GLOBAL EXPRESSION OF INTEREST (EOI) FOR OPERATING THE CAIRN CENTRE OF EXCELLENCE (VOCATIONAL SKILLS TRAINING CENTRE)**

Cairn Foundation (CF), a not-for-profit society, is committed to empower local communities in its areas of operation and support them for their sustainable and inclusive growth. This commitment is fundamental to our long-term success and we are focused on creating shared value and making a difference through our CSR initiatives. Cairn Foundation implements a number of CSR initiatives, including in the realm of vocational skills at Cairn Centre of Excellence in Jodhpur.

Cairn Foundation invites NGOs, Not for Profit organizations, Charitable organisations, Profitable Organisations, educational institutions, Universities and incubation centres to express their interest for prequalification in the International Competitive Bidding (ICB) Process for operating the Cairn Centre of Excellence (CCoE) in Jodhpur on a long term basis (5-7 Years).

### **Background/ Brief Project Scope**

CCoE is a state-of-the-art vocational skills training centre spread over 12 acres near Jodhpur, Rajasthan. The building is LEED 'Gold rated' and has a number of environment friendly features. It is intended that students trained at the CCoE be able to find linkages to employment opportunities within and outside the country.

The institute has been delivering courses since Nov 2014 in the disciplines of Welding, Solar and Wind Installation & O&M, Automobile Maintenance and Retail. The bidder is expected to carry out an assessment of the existing programmes and development of skills, and propose other disciplines with varying degree and duration from a few weeks to 3 years.

The above is in line with the Skill India campaign of Government of India. Cairn Foundation intends to organise selective long term to short term courses and provide well recognised certificates / diplomas in line with various Government schemes to the trainees of CCoE to enable them finding better employment opportunities not only in India but also abroad. Towards this end, the training partner shall develop means for providing placement to at least 70% of the trainees including entrepreneurship.

To run the CCoE, it is expected that the Bidder shall arrange for major source of funding from Government schemes and run the institute in a self-sustaining mode. However, bidder may charge reasonable fees from students to ensure self-sustainability of Centre's operations. CCoE has partnership linkages with RSLDC, NISE (MNRE) and Tribal Area Development.

### **Specific Pre-Qualification Parameters:**

The bidder would be requested, as a minimum, to submit the following documents and details for prequalification via Smart Source

1. Letter of interest clearly indicating the Project reference
2. Detailed Company Information with Organisation structure, Support agencies, industry linkages and other facilities & resources.
3. Details of programmes undertaken - As a minimum, Bidder to demonstrate that at least 5000 students have been trained out of which at least 3000 have been trained during the last three financial years with a cumulative placement record of at least 70%.

4. Typical Project Planning and Execution methodology. A Business Plan leading to self-sustaining operations will be a key selection criterion.
5. Demonstrate experience of working in similar domain with strong industry linkages for assured training demands, internship and placements.
6. Company's financial performance documents (Audited Balance sheets and Profit and Loss statements , Auditors Report and Notes to Accounts etc.) for last 2 (two) years. Latest financial statement should not be older than 18 months on the date of submission of response to Expression of interest. The following financial evaluation criteria will be used for evaluation of financial standing and the vendors not meeting any of the criteria shall be disqualified from the bidding process -
  - a. Net Worth - Positive net-worth in each of the immediately preceding two financial years
  - b. Turnover - Annual Average turnover in each of the immediately preceding two financial years should be equal to or more than 5 Cr for commercial organizations and 1 Cr for not-for-profit organizations.

Also, note -

- i. Normally standalone financials of the bidding entity only will be considered. However, consolidated financials at the bidding entity level, if available, can also be submitted. Parent company or Affiliate's financials can be submitted and considered, subject to submission of Parent/ Affiliate company guarantee. This should be clearly mentioned in the EOI response.
- ii. In case of consortium, the financials of the leader of the consortium (in whose name the bid is submitted) will be evaluated. However, consortium partner's financials can also be considered subject to submission of corporate guarantee by consortium partner. This should be clearly mentioned in the EOI response.
- iii. Evaluation will be done only on the basis of the published annual reports / audited financials containing Auditor's report, Balance sheet, Profit & Loss a/c and Notes to Accounts.
- iv. In case of unaudited statements (if there are no audit requirements for auditing of financials as per the local law), the financials shall be accompanied by a certificate from a Certified Accountant. Certificate should also mention the fact that there is no requirement of audit of the financials as per the local law.

All qualifications and exceptions brought out in Auditor's report and Notes to Accounts would be factored in while undertaking financial evaluation

Cairn Foundation requests interested bidders to submit their Expression of Interest under ICB process who wish to receive Tender for the above. The interested bidders should evince interest to participate in the EoI by clicking on the "*Evince Interest*" link against the listing on Cairn India Ltd website i.e. <http://www.cairnindia.com> and submit their contact details online. Further to this, interested bidders would be invited to submit their response via *Smart Source (Cairn's e Sourcing Platform)* within 14 Days from publishing of this EoI.