Expression of Interest (EOI)



Consultancy Services for the Procurement of Vocational & Skill Development Training Implementation

Method of Consulting Service: National

EOI No: VSDTA-CS-VST-01-2080/81

Office Name: Vocational and Skill Development Training Academy

Office Address: Itahari, Sunsari

Issued on: 5th October 2023 (18th Asoj 2080)

Financing Agency: Government of Nepal

Abbreviations

CV	: Curriculum Vitae
DO	: Development Partner
EA	: Executive Agency
EOI	: Expression of Interest
GON	: Government of Nepal
PAN	: Permanent Account Number
PPA	: Public Procurement Act
PPR	: Public Procurement Regulation
TOR	: Terms of Reference
TTP	: Technical Training Provider
VAT	: Value Added Tax
VSDTA	: Vocational and Skill Development Training Academy
CTEVT	: Council for Technical Education and Vocational Training

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A. Request for Expression of Interest

Government of Nepal Ministry of Labour, Employment and Social Security Vocational and Skill Development Training Academy Itahari, Sunsari Request for Expression of Interest First Publication Date: 5th October 2023 (18th Asoj 2080)

Tender No.: VSDTA-CS-VST-01-2080/81

Name of Project: Consultancy Services for the Procurement of Vocational & Skill Development Training Implementation

- 1. Government of Nepal (GoN) has allocated fund *toward the cost of Vocational Skills Training* and intends to apply a portion of this *fund* to eligible payments under the Contract for which this Expression of Interest is invited for **National Consulting Services**.
- 2. The Vocational and Skill Development Training Academy (VSDTA), Itahari, Sunsari, now invites Expressions of Interest (EOI) from eligible, experienced, and competent private sector training and employment service provider/s or consulting firms ("consultant") having registered and updated certificate from company registrar's office, 7 years of working experience, VAT registration certificate and tax clearance certificate of FY 2079/80 to provide the following consulting services for delivering vocational training. The training should assure the standards as provisioned by curriculum. EOI has been announced for the 14 occupations as mentioned in TOR.

Occupations:

Package	Occupations/Trade	Number of	Training	Average
r ackage	Occupations/ made	Trainees	Duration	Turnover
			(hrs)	(Million)
VSDTA-CS-PLU-01-2080/81-1	Plumbing (Basic)	60	390	2.2
VSDTA-CS-BEA-01-2080/81-2	Beautician (Basic)	60	390	2.2
VSDTA-CS-BUE-01-2080/81-3	Building Electrician (Basic)	80	390	3.0
VSDTA-CS-COO-01-2080/81-4	Cook	80	160	3.0
VSDTA-CS-ADT-01-2080/81-5	Advance Tailoring	120	195	4.5
VSDTA-CS-COP-01-2080/81-6	Computer Operator	40	220	1.6
VSDTA-CS-MOM-01-2080/81-7	Motorcycle Mechanics	100	390	3.0
VSDTA-CS-MOB-01-2080/81-8	Mobile Repair	200	390	7.5
VSDTA-CS-MAS-01-2080/81-9	Mason	100	390	3.8
VSDTA-CS-MON-01-2080/81-10	Montessori	80	390	3.0
VSDTA-CS-EMB-01-2080/81-11	Embroidery	100	390	3.8
VSDTA-CS-COH-01-2080/81-12	Computer Hardware	100	390	3.8
VSDTA-CS-BAK-01-2080/81-13	Baker	100	390	3.8
VSDTA-CS-FAD-01-2080/81-14	Fashion Design	100	390	3.8
Total		1340		

- 3. Additional Entrepreneurship development training of 15 hours should be provided to the trainees.
- Interested eligible consultants may obtain further information and EOI document including Terms of References (TOR), free of cost from the VSDTA, Itahari, Sunsari website i.e. <u>https://vsdtaitahari.gov.np</u> before 3rd Kartik 2080 (20th October 2023) or visit e-GP system www.bolpatra.gov.np/egp.
- 5. The last date of submission is 3rd Kartik 2080 (20th October 2023), 12:00 PM.
- 6. Expressions of interest shall be delivered online through e-GP system <u>www.bolpatra.gov.np/egp</u> on or in case the last date of obtaining and submission of the EOI document happens to be a holiday, the next

working day will be deemed as the due date but the time will be the same as stipulated.

- 7. EOI will be assessed based on *Qualification 30 %, Experience 60 % and Capacity 10 %* of consulting firm and key personnel. Based on evaluation of EOI, only shortlisted firms will be invited to submit technical and financial proposal through a request for proposal.
- 8. Minimum score to pass the EOI is 60 (sixty) percent.
- 9. VSDTA, Itahari, Sunsari will select a minimum of 3 (three) to a maximum of 6 (six) consultants per occupational package based on the ranking method.
- 10. Curriculum will be as use VSDTA, Bhainsepaty/FEB and CTEVT prescribe by VSDTA, Itahari, Sunsari.

B. Instructions for submission of Expression of Interest

- 1. Expression of Interest shall be submitted by a sole firm and no joint venture of consulting firms are allowed.
- 2. Interested TTPS must provide information indicating that they are qualified to perform the services (*descriptions, organization and employee and of the firm or company, description of assignments of similar nature completed in the last 7 years and their location, experience in similar conditions, general qualifications and the key personnel to be involved in the proposed assignment*).
- 3. This expression of interest is open to all eligible consulting firm/ company/ organization.
- 4. The assignment has been scheduled for until the end of Baisakh 2081. The expected date of commencement of the assignment is after 2.5 months of the notice publication date.
- 5. Expression of Interest should contain following information:
 - (i) A covering letter addressed to the representative of the client on the official letter head of company duly signed by authorized signatory.
 - (ii) Applicants shall provide the following information in the respective formats given in the EOI document:
 - EOI Form: Letter of Application (Form 1)
 - EOI Form: Applicant's Information (Form 2)
 - EOI Form: Key Experts List (form 3).
 - EOI Form: Work Experience Details (Form 4(A), 4(B) &4(C))
 - EOI Form: Capacity Details (Form 5 (Form 5(A) & 5(B))
 - 6. Applicants may submit additional information with their application, but short listing will be based on the evaluation of information requested and included in the formats provided in the EOI document.
 - 7. The Expression of Interest (EOI) document must be duly completed and submitted through e- GP system by using the forms and instructions provided by the system.
 - 8. The completed EOI document must be submitted on or before the date and address mentioned in the "*Request for Expression of Interest*". Any EOI Document received after the closing time for submission of proposals shall not be considered for evaluation.
 - 9. Prescribed sequence while submitting additional documents:
 - i) Mandatory Documents
 - ii) Past Experiences
 - iii) Office Setup, classroom and lab photos
 - iv) Tools and equipment lists
 - v) Experts CV and documents

Terms of Reference (TOR)

1. Background

1.1 Nepal needs to develop skilled manpower in different sector for the development of the country so for fulfilling the needs of people and to enhance the capacity of the people Nepal government has its plan to provide skill training to needy people in the fiscal year 2080-81 through Vocational and Skill Development Training Academy, Itahari, Sunsari. Occupations:

Daalaaga	Occupations/Trade	Number of	Training	Average
Package	Occupations/Trade	Trainees	Duration	Turnover
			(hrs)	(Million)
VSDTA-CS-PLU-01-2080/81-1	Plumbing (Basic)	60	390	2.2
VSDTA-CS-BEA-01-2080/81-2	Beautician (Basic)	60	390	2.2
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VSDTA-CS-ADT-01-2080/81-5	Advance Tailoring	120	195	4.5
VSDTA-CS-COP-01-2080/81-6	Computer Operator	60	220	2.2
VSDTA-CS-MOM-01-2080/81-7	Motorcycle Mechanics	100	390	3.0
VSDTA-CS-EMR-01-2080/81-8	Mobile Repair	200	390	7.5
VSDTA-CS-MAS-01-2080/81-9	Mason	100	390	3.8
VSDTA-CS-MON-01-2080/81-10	Montessori	80	390	3.0
VSDTA-CS-EMB-01-2080/81-11	Embroidery	100	390	3.8
VSDTA-CS-COH-01-2080/81-12	Computer Hardware	100	390	3.8
VSDTA-CS-BAK-01-2080/81-13	Baker	100	390	3.8
VSDTA-CS-FAD-01-2080/81-14	Fashion Design	100	390	3.8
Tota	Total			

- 1.2 VSDTA, Itahari, Sunsari has plans to deliver basic and advanced vocational training to at least 1340 trainees within the fiscal year 2080/081. Trainees numbers may be increased or decreased based on available resources.
- 1.3 Additional Entrepreneurship development training of 15 hours should be provided to the trainees.
- 1.4 In order to accomplish the approved programs, VSDTA, Itahari, Sunsari aims to conduct training programs through Technical Training Provider Companies/ Firms and wants to make TTPs more responsible to facilitate trained youths in gainful employment opportunities.
- 1.5 The Technical Training Providers will be selected based on quality and cost-based selection (QCBS) in accordance with the PPMO Procurement Guidelines.

1.6 These TORs provide guidelines to aspire TTPs about the scope of work and deliverables.

2. Scope of Work

- 2.1 The main objective of the Consulting Service is to deliver quality skill training services for the targeted beneficiaries following the approved curricula.
- 2.2 The TTPs are responsible to conduct training programs in abovesaid trades/occupations at different locations as assigned by VSDTA, Itahari, Sunsari.
- 2.3 The training period should be specified by the prescribed curriculum.
- 2.4 The TTPs will establish a reliable internal monitoring and supervision mechanism during the training delivery period. VSDTA, Itahari, Sunsari will conduct regular monitoring of training activities.
- 2.5 The training being provided by TTPs need to assure the standards as provisioned by curriculum.
- 2.6 The service contract period may vary from occupation to occupation and should be accomplished within the agreed time period.
- 2.7 The average turnover of the last three fiscal years should be complied with above mentioned turnover (VSDTA, Itahari, Sunsari can verify from IRD).

Conditions

- 3.1 The related Consulting firm/training organization should have been registered to the company Registrar Office of the government and have a minimum of 7 years' experience with a minimum of 3 years of training implementation experience. Experience will be counted from FY 2073/074 to FY 2079/080 only.
- 3.2 A company/firm/organization can submit EOI in maximum 3 (Three) packages for maximum 2 (Two) hundred trainees only.
- 3.3 All submitted documents should be notarized.
- 3.4 Training locations will be as prescribed by VSDTA, Itahari, Sunsari.
- 3.5 VSDTA, Itahari, Sunsari reserves the right to accept or reject the EOI application with or without mentioning any reason.
- 3.6 VSDTA, Itahari, Sunsari may conduct the onsite visit of the training center of the EOI submitting firm/company/organization.
- 3.7 The organization must be affiliated with CTEVT for the proposed occupations.
- 3.8 The organization should have the necessary physical infrastructure within working district of VSDTA, Itahari (office building with location map, Classroom -10 ^{m2}, workshop 30 ^{m2} for one group of trainees and required tools, equipment, and training materials for the training). The tools and equipment list, photos of store, training facilities and office space should be submitted along with EOI.

- 3.9 The training organization should have at least one main trainer and one assistant trainer with the required qualification and experience for proposed each group of 20 trainees.
- 3.10 Biodata and academic documents (if from Foreign Educational Institutions; should be Equivalent to Nepal Government) and other supporting documents should be attached with the bio data or curriculum vitae.

S. No.	Position	Minimum Qualification
1.	Main Trainer*	Bachelor's degree/Diploma in related discipline/Level III with TOT and at least 5 years experience.
2.	Co-trainer*	Diploma level/Level III/
		TSLC/Level II with TOT and 3
		years experience
3.	Entrepreneurship	Level III / Level II in Entrepreneurship Development
	Trainer	Facilitator with TOT

Qualifications for the instructors will be as follows:

* For each training event proposed by TTPs, the trainer and trainee ratio should be 2:20. TTP should offer trainers for all training events proposed. If qualified trainers' number and proposed quota mismatches, the final training quota for the TTP will be decided on the basis of qualified trainers.

3.11 TTPs must propose qualified support staffs as mentioned below:

S. No.	support staffs Minimum Qualification	
1	Training Coordinator	Bachelor's or Equivalent
2	Monitoring Officer	Bachelor's or Equivalent
3	District Coordinator	Bachelor's or Equivalent

3.12 While counting the experience of TTPs, experiences within last seven years fiscal year 2073/074 to 2079/080 will be taken into consideration. (Company, organization, or firm).

3.13 Experience Details:

SN	Experience Type	Details
1	General Experience	 Experience of conducting training in any occupation in at least 160 hours for occupations with more than 160 hours and less than 390 hours, & at least 390 hours for occupations with 390 hours or more duration. Number of trainees skilled test passed certified by NSTB
2	Specific Experience	Experience of conducting training in occupations proposed (at least 160 hours for occupations with more

		than 160 hours and less than 390 hours, & at least 390 hours for occupations with 390 hours or more duration.)		
3	Entrepreneurship	Experience of conducting entrepreneurship training		
	training experience			

Experience details should be sustained by letters from funding agencies, along with letters from NSTB.

- 3.14 The TTP should maintain electronic and manual attendance of the trainers and trainees twice a day.
- 3.15 VSDTA, Itahari, Sunsari may add or reduce the proposed number of trainees as per the requirement of the training arrangements.
- 3.16 VSDTA, Itahari, Sunsari will select a minimum of 3 (three) to a maximum of 6 (six) consultants in each package from the organizations who have passed the minimum score (i.e. 60 number) based on ranking.

B. Evaluation of Consultant's EOI Application

Consultant's EOI application which meets the eligibility criteria will be ranked on the basis of the ranking criteria in listed training packages separately.

i) Eligibility & Completeness Test (EOI will be rejected if required	Compliance
documents mentioned in this section are not submitted)	
Copy of Registration of the company/firm in Office of Company Registrar	
with 7 years of registration (Mandatory)	
Copy of certificate of Council for Technical Education and Vocational	
Training (CTEVT) affiliation, Along with Renewal for 080/081 (Mandatory)	
Value Added Tax (VAT) Registration Certificate (Mandatory)	
Tax Clearance Letter for FY 2078/079(Mandatory)	
Average annual transaction minimum 50 lakhs (2076/077 to 2078/079) (Mandatory)	
Self-declaration letter indicating the understanding of TOR, no conflict of interest with the	
procurement process and TOR, and declaration of not being blacklisted or convicted of	
fraudulent activities or corruption while doing consulting business (Mandatory)	
EOI Form 1: Letter of Application	
EOI Form 2: Applicant's Information Form	
EOI Form 3: Capacity	
EOI Form 4: Experience (4(A) and 4(B) 4(B))	
EOI Form 5: Qualification of Key Experts	

(<u>Note:</u> Without mandatory documents in EOI application, consultant EOI evaluation will not be considered.)

ii) EOI Evaluation Criteria Insert Minimum Score [Out of			
	ii) EOI Evaluation Criteria	Insert Minimum	Score [Out of

	Requirement if <u>Applicable</u>	<u>100%]</u>
A. Qualification		
Qualification of Key Experts		30 %
Experience of Key Experts		
B. Experience		
<i>General experience of consulting firm within last 7 years.</i>		60 %
Specific experience of last 3 years out of 7 years		
Similar Geographical experience of consulting firm (At least 3 years of experience out of Seven years in the proposed geographical locations)		
Number of trainees passed skill test within last 7 years.		
C. Capacity		
Financial Capacity		10 %
Infrastructure		
equipment related to the proposed assignment		

Note: In case, a corruption case is being filed to Court against the Natural Person or Board of Directors of the firm/institution/company, such firm's EoI shall be excluded from the evaluation, if public entity receives instruction from Government of Nepal.

EOI Forms & Formats

- Form 1. Letter of Application
- Form 2. Applicant's information
- Form 3. Qualification of Key Experts
- Form 4. Experience (General, Specific and Geographical)

Form 5. Capacity

1. Letter of Application

(Letterhead paper of the Applicant or partner responsible for a joint venture, including full postal address, telephone no., fax and email address)

Date:

To,

Full Name of Client: Vocational and Skill Development Training

Full Address of Client: **Itahari, Sunsari** Telephone No.: 025-581016 Fax No.: Email Address: vsdtaitahari@yahoo.com

Sir/Madam,

1. Being duly authorized to represent and act on behalf of (hereinafter "the Applicant"), and having reviewed and fully understood all the short-listing information provided, the undersigned hereby apply for following training to be short-listed by Vocational and Skill Development Training Academy as Consultant to deliver quality skill training services for the targeted beneficiaries following the approved curriculum in the trades.

Proposed Training Occupations, and number

SN	Proposed Package	Proposed Occupation	Proposed Number	Remarks
1				
2				
3				

- 2. Attached to this letter are photocopies of original documents defining:
 - a) the Applicant's legal status;
 - b) the principal place of business;
- 3. Vocational and Skill Development Training Academy, Itahari, Sunsari and its authorized representatives are hereby authorized to verify the statements, documents, and information submitted in connection with this application. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by yourselves to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Applicant.
- 4. Vocational and Skill Development Training Academy, Itahari, Sunsari and its authorized representatives are authorized to contact any of the signatories to this letter for any further information.¹
- 5. We declare that, we have no conflict of interest in the proposed procurement proceedings and we have not been punished for an offense relating to the concerned profession or business and our

¹ Applications by joint ventures should provide on a separate sheet, relevant information for each party to the Application.

Company/firm has not been declared ineligible.

- 6. We further confirm that, if any of our experts is engaged to prepare the TOR for any ensuing assignment resulting from our work product under this assignment, our firm, JV member or sub-consultant, and the expert(s) will be disqualified from short-listing and participation in the assignment.
- 7. The undersigned declares that the statements made and the information provided in the duly completed application is complete, true and correct in every detail.

Signed:

Name:

For and on behalf of (name of Applicant or partner of a joint venture):

Seal of organization:

Date:

Note: All further communication concerning this Application should be addressed to the following person,

Training Section Vocational & Skill Development Training Academy, Itahari, Sunsari Telephone:Email: vsdtaitahari@yahoo.com

2. Applicant's Information Form

(In case of joint venture of two or more firms to be filled separately for each constituent member)

- 1. Name of Firm/Company:
- 2. Type of Constitution (Partnership/ Pvt. Ltd/Public Ltd/ Public Sector/ NGO):
- 3. Date of Registration / Commencement of Business (*Please specify*):
- 4. Country of Registration:
- 5. Registered Office/Place of Business (including CTEVT affiliation):
- 6. Telephone No; Fax No; E-Mail Address:
- 7. Tax Clearance Certificate year or time extension year:
- 8. Name of Authorized Contact Person / Designation/ Address/Telephone:
- 9. Consultant's Organization (including Organogram):
- 10. Total number of staff:
- 11. Number of regular professional staff:
- 12. CTEVT affiliation number and Renewal Date:

(*Provide Company Profile with description of the background and organization of the Consultant and, if applicable, for each joint venture partner for this assignment.*)

SN	Name	Position	Highest Qualification	Work Experience (in year)	Nationality
1					
2					
3					
4					
5					

Form 3: Key Experts (Include details of Key Experts only)

Note:

- To be assured, Evaluation committee may ask necessary documents of proposed human resource before evaluation of EoI such as education certificate, experience documents as per need. Evaluation committee will assess and verify the above said information of proposed human resources by using different sources of verification.
- Evaluation Team may ask the original copy (at least scanned copy of original document) of substantiated document (Experience letter, testimonials, TOT certificate) during evaluation process as per need for ensuring human resource capacity.

Form 4 : Experience

(Details of assignments undertaken. Each consultant or member of a JV must fill in this form.)

(Details of assignments undertaken.)						
S.N.	Sector/Occupation	Number of Trainees Trained	Number of Skill Test Appeared Trainees	Funding Organization/client (write full name and address)	Training location (Districts)	
1	2	3	4	5	6	
1						
2						
3						
4						
5						
	Total					

4 (A). General Work Experience

- All the submitted letters/certificates etc. for this EoI should be notarized. •
- The original copies of substantiated documents must be available while requested by ٠ Evaluation Team in evaluation process.
- Add rows as needed. •

4(B). Specific Experience

Details of similar assignments undertaken in the previous seven years

Assignment name:	Approx. value of the contract (in current NRs)
Training name:	
Country:	Duration of assignment (months):
Location within country:	
Name of Client:	Total No. of person-months of the assignment:
Address:	Approx. value of the services provided by your firm under the contract (in current NRs):
Start date (month/year): Completion date (month/year):	No. of professional person-months provided by the joint venture partners or the Sub-Consultants:

Name of joint venture partner or sub-	Narrative description of Project:
Consultants, if any:	
Description of actual services provided	in the assignment:
Note: Provide highlight on similar se	rvices provided by the consultant as required by
the EOI assignment.	rvices provided by the consultant as required by

Firm's Name:

4(C). Geographic Experience

Experience of working in similar geographic region or country

(In case of joint venture of two or more firms to be filled separately for each constituent member)

No	Name of the Project	Location (District)	Execution Year and Duration
1.			
2.			
3.			
4.			
5.			
6.			
7.			

(Please insert more rows as necessary)

Form 5: Capacity

5(A). Financial Capacity

(In case of joint venture of two or more firms to be filled separately for each constituent member)

Average Turnover				
Fiscal Year	Amount NRs			
FY 2076/077				
FY 2077/078				
FY 2078/079				
Three year's Average				

(Note: Supporting documents including Audit Report for Average Turnover should be submitted for the above.)

5(B). Infrastructure/equipment related to the proposed assignment²

Please indicate the availability of infrastructure in the company's head office.

			ıre/equipment Juired	Requirements Description	
SN	Description	Unit	Size	Remarks	
1	Office and Training Building				
2	Classrooms				
3	Lab/Workshop				
4	Store				
5	Office Rooms				
6	Toilet				
	Male				
	Female				

List of Available Tools, Equipment and Materials required for proposed each occupation:

SN	Description	Specification	Unit	Number	Remarks
1					
2					
3					

• infrastructure/equipment are subject to verification.

(Please insert more rows as necessary)

² Delete this table if infrastructure/equipment for the proposed assignment is not required.

FORMAT OF CURRICULUM VITAE (CV) FOR PROPOSED PROFESSIONAL STAFF

Proposed Position:	
Name of Consultant:	
Name of Staff:	
Profession:	
Date of Birth:	
Years with Consultant/Entity:	
Membership in Professional Societies:	
Detailed Tasks Assigned:	

Key Qualifications:

[Give an outline of staff member's experience and training most pertinent to tasks on assignment. Describe degree of responsibility held by staff member on relevant previous assignments and give dates and locations. Use about half a page.]

Education:

[Summarize college/university and other specialized education of staff member, giving names of schools, dates attended, and degrees obtained. Use about one quarter of a page]

Employment Record:

[Starting with present position, list in reverse order every employment held. List all positions held by staff member since graduation, giving dates, names of employing organizations, titles of positions held, and locations of assignments. For experience in last ten years, also give types of activities performed and client references, where appropriate. Use about two pages.]

Languages:

[For each language indicate proficiency: excellent, good, fair, or poor in speaking, reading, and writing.]_____

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe me, my qualifications, and my experience.

[Signature of staff member and authorized representative of the consultant] Da

Day/Month/Year