

Expression of Interest for Empanelment of Training Partner Institution(s)

Sr. No.	Name of the Interested Party	Page #	Point/ Section #	Main Section name	Clarification points as stated in EOI document	Comment / Suggestions	Reply
1	UNext Learning Pvt Ltd	7	3.9.4	Empanelment process	The institutions which become eligible after technical evaluation, will be empanelled by the Bank.	How many institutions will be empanelled?	Based on technical evaluation the institutes qualifying will be empanelled, however Bank as not specified any upper limit for the number of institutions to be empanelled
2	UNext Learning Pvt Ltd	8	3.10.7	Broad scope of work	The work shall be allotted to the empanelled Training Partner on the basis of various parameters like cost, revenue generation, specific requirement, if any, etc. The Bank invites the training partner institutions for Creation of the training programmes encompassing complete transformational learning for the employees and be tailored as per Bank's specific needs and cover the all facets of banking topics	What will be the criteria basis which a program will be allotted to a empanelled institution What are the levels of people who will be covered under this engagement (SWO, Scale 1, 2, 3 etc)	Please refer to Point number of 3.10.6. after empanellment process the Bank shall be calling a limited RFP among the emanelled institutions for various programs based on Bank's Specific Needs on the basis of which the program will be allotted. The subsequent RFP process will contain details, inter-alia, level of people which will be covered in a particular assignment
4	UNext Learning Pvt Ltd	9	3.10.17	Broad scope of work	Vendor Institute has to arrange for sufficient copies of the Training Material at their end at their own cost for distributing among participants.	Can the material be shared in soft copies	The vendor institution should provide both hard copy and soft copy (preferably in 'pdf' format which may be hosted in our internal LMS software
5	UNext Learning Pvt Ltd	9	3.10.18	Broad scope of work	The selected institute may be required to offer the training to the participants either on online mode or physical mode	Does this mean that when submitting commercials, we have to quote separately for online, offline and blended sessions	The subsequent RFP process after the completion of empanellment process will contain details, inter-alia, mode of training for a particular assignment.
6	UNext Learning Pvt Ltd	9	3.11	Empanelled period	The empanelment will be valid for a period of 3 (three) years from the date of acceptance of empanelment letter / order	Can the price be revised at the end of each year as cost inputs keep varying and it is difficult to quote for 3 years	At the present stage of empanellment process no commercial bids are required
7	UNext Learning Pvt Ltd	9	3.10.18	Broad scope of work	The selected institute may be required to offer the training to the participants either on online mode or physical mode.	What is the expected mode of accommodation – single or twin sharing	The subsequent RFP process after the completion of empanellment process will contain details, inter-alia, accomodation required for a particular training assignment
1	AMITY INSTITUTE OF TRAINING & DEVELOPMENT, AMITY UNIVERSITY	8	3.10.10	Broad Scope of Work	The training infrastructure should have the facilities and IT support for access to our CBS (BANCS24)/IT RELATED training server in the institute for the benefit of all the candidates undergoing the training along with implementation of necessary data security features.	What would be the mode of connectivity (Cloud or Leased Line) for accessing CBS training server of the bank. Also who shall bear the cost of this mode bank or the Agency/Institute	CBS access not required at this stage

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2	AMITY INSTITUTE OF TRAINING & DEVELOPMENT, AMITY UNIVERSITY	9	3.10.18	Broad Scope of Work	The selected institute may be required to offer the training to the participants either on online mode or physical mode.	Please specify which programs are to be conducted online and offline mode.	The subsequent RFP process after the completion of empanellment process will contain details, inter-alia, mode of training for a particular assignment.
3	AMITY INSTITUTE OF TRAINING & DEVELOPMENT, AMITY UNIVERSITY	9	3.10.20	Broad Scope of Work	As a part of post evaluation of the trainings imparted, the selected institute to conduct online post evaluation test after completion of 3 months of the training. A report of the same be submitted to the Bank.	Does this mean that the training report is to be submitted after carrying out the online post training assessment after 3 months of conducting the training program	A post training evaluation of the participant is to be conducted evaluation test after completion of 3 months of the training and the same to be submitted to bank.
4	AMITY INSTITUTE OF TRAINING & DEVELOPMENT, AMITY UNIVERSITY	12	3.19.2	Clarification of Offers	The Bank may go through a process of evaluation and normalization of the bids to the extent possible and feasible solution and to ensure that shortlisted Training Partner Institutions are more or less on the same footing by seeking incremental bid submission in part of the requested clarification by the Bank OR Revised submissions of the entire bid in the whole.	Need clarity on process of evaluation and normalization of bids	Bank envisages to have maximum number of empanelled institutes, who are on the same footing in various parameters. At the time of RFP, Bank will clarify the process of normalization if required, and ensure transparency.
5	AMITY INSTITUTE OF TRAINING & DEVELOPMENT, AMITY UNIVERSITY	15	3.24.8	Adoption of Integrity Pact	In case of joint venture, all the partners of the joint venture should sign the integrity Pact. In case of sub-contracting, the principal contractor shall take the responsibility of the adoption of IP by the sub-contractor. It is to be ensured that all sub-contractors also sign the IP.	Is consortium or sub-contracting allowed for this empanelment EOI.	Sub-contracting not allowed
6	AMITY INSTITUTE OF TRAINING & DEVELOPMENT, AMITY UNIVERSITY	31	3	Eligibility Evaluation Criteria	Copy of the audited Balance Sheet for preceding two years along with CA Certificate covering operating profit/ net worth details. FY 2022-23 FY 2023-24* *If audit for the year 2023-24 is not completed, then provisional balance sheet for the year 2023-24 should be submitted duly signed and certified by Chartered Accountant & CEO / CFO of the bidder Company.	It is suggested to permit submission of audited balance sheet of previous years instead of provisional balance sheet of last financial year.(Audited Balance Sheets of previous two years FY 21-22 & FY 22-23 instead of FY 22-23 (Audited) & FY 23-24 (Provisional)	The clause cannot be amended at this stage, supporting documents as indicated in the EOI have to be submitted.

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7	AMITY INSTITUTE OF TRAINING & DEVELOPMENT, AMITY UNIVERSITY	32	11	Eligibility Evaluation Criteria Average Turnover (Supporting Documents)	Copy of the audited Balance Sheet for preceding two years along with CA Certificate covering operating profit/ net worth details. FY 2022-23 FY 2023-24* *If audit for the year 2023-24 is not completed, then provisional balance sheet for the year 2023-24 should be submitted duly signed and certified by Chartered Accountant & CEO / CFO of the bidder Company.	It is suggested to permit submission of audited balance sheet of previous years instead of provisional balance sheet of last financial year.(Audited Balance Sheets of previous two years FY 21-22 & FY 22-23 instead of FY 22-23 (Audited) & FY 23-24 (Provisional)	The clause cannot be amended at this stage, supporting documents as indicated in the EOI have to be submitted.
8	AMITY INSTITUTE OF TRAINING & DEVELOPMENT, AMITY UNIVERSITY	34	2.20	Technical Evaluation Criteria 2.Experience	Experience certificate or any valid document need to be provided as a proof	Self-Declaration Certificate from Authorized Signatory will suffice or Faculty CVs with experience details duly signed by Authorized Signatory.	Experience to be certified by the Bidding Institution
1	KPMG	31	Annexure 10- Point	Eligibility Criteria	"The bidder should have multiple campuses in the country (at least two such facilities) to ensure greater outreach and coverage of the training sessions and participants."- What are the locations where the trainings are expected to be conducted across India?	What are the locations where the trainings are expected to be conducted across India?	There is no specification for location, however since Bank has a pan India presence, we would prefer that North based employees are assigned training in North, similarly for South, East and West based employees.
2	KPMG	30	Annexure 10- Point	Eligibility Criteria	"Institutes should have own /leased campuses where residential accommodation & provision for boarding facilities should be available in each of its centre quoted in the bid. In case of leased accommodation, the lease agreement should be prior to the date of submission of the bid. Training/accommodation/boarding facilities in Hotel/function halls will not be permitted." We are a Consulting firm and have several locations being catered to for Learning and Development needs at our different offices (or offsite), but the boarding lodging is provided in hotels. Can this criterion be waived off in calculation of technical points? Also what other facility is acceptable if hostel is not available.	We are a Consulting firm and have several locations being catered to for Learning and Development needs at our different offices (or offsite), but the boarding lodging is provided in hotels. Can this criterion be waived off in calculation of technical points? Also what other facility is acceptable if hostel is not available.	The criterion will be as per existing EOI .
3	KPMG	35	Annexure 11- Point	Organization's Cre	"NIRF Rankings"- KPMG is not an academic/higher education institution. Will this still be a criterion for us?	KPMG is not an academic/higher education institution. Will this still be a criterion for us?	Yes the criterion will be applicable.

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4	KPMG	35	Annexure 11- Point	Organization's Cre	"NAAC Grade"- KPMG is not a higher education institution. Will this still be a criterion for us?	KPMG is not a higher education institution. Will this still be a criterion for us	Yes the criterion will be applicable.
1	SRM GLOBAL EDUCATION	9	3.10.17	Broad Scope of Work	Vendor Institute has to arrange for sufficient copies of the Training Material at their own cost for the distributing among	Can it be given in the form of Soft Copy	The vendor institution should provide both hard copy and soft copy (preferably in 'pdf' format which also can be hosted in our internal LMS software
2	SRM GLOBAL EDUCATION	9	3.10.20	Broad Scope of Work	As a part of post evaluation of the trainings imparted, the selected institute to conduct online post evaluation test after completion of 3 months of the training. A report of the same be submitted to the Bank.	Can the evaluation be done online or will the candidates come in person	Through online mode
3	SRM GLOBAL EDUCATION	34	1.20	Technical Evaluation Criteria	Sample Classroom lecture on topics selected by Bank	When is this likely to happen/Will it be online or offline, Target Audience	The sample classroom lecture will be at the time of technical evaluation, the details regarding date,topic,time will be shared subsequently
4	SRM GLOBAL EDUCATION			General Query	Training	Approximate number of candidates to be trained	It may range from 50 to 1000 per assignment
5	SRM GLOBAL EDUCATION			General Query	Training	Is there any minimum or maximum duration that Bank will specify for the training or can the training institutes plan in accordance with the profile of the respective Target Audience	It may range from 1 day to 4 weeks without breaks(Sundays, 2nd & 4th Saturdays and Public Holidays being exception) during one training program
1	Wagons Learning Pvt Ltd	23	Annexure 5	Details of Bidder	Brief Description of boarding (The expected capacity for training with lodging and boarding facilities at one / each location is in the range of 300-500 participants). Boarding Facility- with morning tea/coffee, breakfast, lunch, snacks/tea during the breaks, evening snacks and tea/coffee and night dinner. Food and beverages should be of good quality. The inputs used like Groceries, Vegetables, Oil etc. should be of highest standard. The kitchen and food should be in hygienic condition. Training/accommodation/boarding facilities in Hotel/function halls will not be permitted.)	Need clarification on training facility. Rented training facilities are allowed?	In case of leased accommodation, the lease agreement should be prior to the date of submission of the bid. However Training/ accommodation/ boarding facilities in Hotel/function halls will not be permitted

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1	International Management Institute Kolkata (NIRF Ranking - 70)	23	12	Annexure 5: Details of Bidder	Brief Description of lodging (The expected capacity for training with lodging and boarding facilities at one / each location is in the range of 300-500 participants).	What will be the batch size for the training, and what will be the duration of training for one batch? Is it possible to run multiple batches simultaneously during the training program?	No of Participants may range from 50 to 1000 per assignment . Duration may range from 1 day to 4 weeks without breaks(Sundays, 2nd & 4th Saturdays and Public Holidays being exception) during one training program. Simultaneous batches during a training assignment is allowed
2	International Management Institute Kolkata (NIRF Ranking - 70)	7	3.10.1	Broad Scope of Work	Through this Expression of Interest (EOI), Bank envisions to empanel Training Partner(s) for imparting various trainings as listed in the table below- Table: Indicative list of Topics (List is indicative and can be modified as per need basis).	Is there a provision for adding additional courses to the training module, such as Digital Marketing, Fintech, etc.? Is there a provision for the institute to include certification courses? Besides providing training to participants at our institute, what will be our role at the Bank's training institute?	Training module may include Digital Marketing, Fintech and any other additional topic as per Bank's need. Certification courses is not envisaged at this moment. The empanelled training institution will not have any role in Bank's internal training Institute
3	International Management Institute Kolkata (NIRF Ranking - 70)	7	3.10.5	Broad Scope of Work	The empaneled training partner(s) shall be called on case to case basis. In case of new requirement, the same shall be taken with the empaneled training partner(s) and offers (Technical bids and Commercial Bids) shall be called.	What will be the procedure for applying for the commercial bidding? Will the banks accept proposals for commercial bids from the training institutes?	The empanelled institutions will be called for commercial bids in a limited RFP process as and when bank's need .
4	International Management Institute Kolkata (NIRF Ranking - 70)	10	3.14	Pre-Bid Meeting	A pre-bid meeting of the intending bidders will be held as per the mentioned schedule to clarify the queries raised by the Bidders in respect of this EOI.	What will be the mode of attending the pre-bid meeting? If online, which platform will be used?	Both online and in person. Online meeting link will be shared searately
1	RESURGENT INDIA LIMITED	30	Annexure 10: Eligibility Evaluation Criteria Point No. 2	Compliance to Eligibility Evaluation Criteria	Institutes should have own /leased campuses where residential accommodation & provision for boarding facilities should be available in each of its centre quoted in the bid. In case of leased accommodation, the lease agreement should be prior to the date of submission of the bid. Training/accommodation/bo rding facilities in Hotel/function halls will not be permitted.	Sir, we Resurgent India Limited is a team of 100+ senior banker, academicians & professors specialized in all kinds of BFSI, Behavioural Training. Sir, We have been associated with Indian Institute of Corporate Affairs(Ministry of Corporate Affairs.G.O.I). Food Corporation of	

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2	RESURGENT INDIA LIMITED	31	Annexure 10: Eligibility Evaluation Criteria Point No. 4	Compliance to Eligibility Evaluation Criteria	The bidder should have multiple campuses in the country (at least two such facilities) to ensure greater outreach and coverage of the training sessions and participants.	India, Indian Aviation Academy, Bank of India for conducting Residential Training Programs. We have successfully conducted Training Programs for more than 50 Organization including Public Sector Banks/Undertakings.	The criterion will be as per existing EOI .
3	RESURGENT INDIA LIMITED	31	Annexure 10: Eligibility Evaluation Criteria Point No. 8	Compliance to Eligibility Evaluation Criteria	The institute should have capacity to train 300-500 candidates. The candidates will be distributed among different institutes depending upon the availability of facilities with the institutes and convenience of the Bank. Decision of the Bank shall be final in this regard. While imparting training the strength in each class room should be maximum 40.	We request your goodself to kindly consider our eligibility for said bid. We will provide Accomodtion details once we emerged as Succesful bidder within a suitable time period. We assure you that we will not use Hotel/Function halls for Training/Accomodation/Boarding Facility.	
4	RESURGENT INDIA LIMITED	34	Annexure 11: Technical Evaluation Criteria Point No. 2.1	Scoring Matrix For Bidders/Institutes - 20 Marks	Number of different organizations served in giving training to employees of Banking & Financial Services organizations in preceding 5 years	Sir, Due to Panedemic Crisis Classroom Training Programs has been stopped for a very long period hence we request your goodself to kindly consider Bidders expereince in preceeding 10 Years to conduct Training Program for Banking & Financial Services Organizations.	The criterion will be as per existing EOI .
5	RESURGENT INDIA LIMITED	35	Annexure 11: Technical Evaluation Criteria Point No. 3	Should be a Premier Academic Institute of National/ International repute - 10 Marks	NIRF Rankings - 5 Marks NAAC Grade - 5 Marks	Sir, we understand that this Bid is an Open Invitation to Participate for all Bidders Including Company/Firm/Insitutes but as per scoring matrix additional weightage of 10 Marks for NIRF Ranking & NAAC Grade has been allotted. We request your goodself to kindly consider Similar Scoring Marks for all Bidders like SEBI Registration/ISO Certification/Number of Years of Existance in lieu of above Credentials.	The criterion will be as per existing EOI .

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1	SBSS	15	3.24.8	Adoption of Integrity Pact	Incase of Joint venture all the partners of the joint venture should sign the Integrity Pact. In case of sub-contracting, the principal contractor shall take responsibility of the adoption of IP by the sub-contractor. It is to be ensured that all sub-contractors also sign the IP	Sub MoU/Joint Venture with banking Institute is allowed to prove the eligibility to the said program	Not allowed
1	L&T Edutech	30	Eligibility Criterion	Eligibility Evaluation Criteria	The bidder should be a company registered in India as per Company Act 1956 /2013 or a partnership firm / a Limited Liability Partnership under the Limited Liability Partnership Act 2008 / a proprietary firm in India or a trust/ Association / University registered under appropriate Laws / Acts and should be in existence for the last 2 years from the date of issuance of EOI and proof to this effect should be produced along with the bid. The Bidder should be registered for GST. It should not be individual/ proprietorship firm/ HUF etc.	Year of Establishment of Business - Is it Edutech's year of establishment, i.e. Commercial Launch on October 21 or Incorporation date of L&T (Parent organization)	Details pertaining to Edutech's Establishment will be required
2	L&T Edutech	34	Annexure 11 : Technical Evaluation Criteria	Experience	Number of faculty with minimum ten years' Experience in the Banking & Financial Services Industry	Any prescribed qualifications of the faculty member from Banking profession	Banking domain experience in Middle Management and/or higher grade in PSBs or equivalent in Pvt. Sector Banks
3	L&T Edutech	35	Annexure 11 : Technical Evaluation Criteria	Organization's Credentials	Should be a Premier Academic Institute of National/ International repute	What is the benchmark /criteria to be defined as "premier"	As per EOI document having NIRF ranking and NAAC grade.
4	L&T Edutech	15	Adoption of Integrity Pact	Adoption of Integrity Pact	Mode of submission of EMD/SD/Performance Bond	L & T prefers to give Bank Guarantee	Will be clarified at the time of limited RFP process
1	TMI e2E Academy Private Limited	15	3.24.8	Adoption of Integrity Pact	3.24.8. In case of joint venture, all the partners of the joint venture should sign the integrity Pact. In case of sub-contracting, the principal contractor shall take the responsibility of the adoption of IP by the sub-contractor. It is to be ensured that all sub-contractors also sign the IP	Please let us know if consortium is allowed.	Consortium is not allowed
2	TMI e2E Academy Private Limited	31	Annexure 10:	Eligibility Evaluation Criteria	Bidder should have earned operating profit / positive net worth during the last 2 financial years viz. FY 2022-23 and FY 2023-24.	Please let us know if we are eligible, given that we have been profitable for the last two years, but do not have a positive net worth.	Institutions having operating Profit or having positive Net Worth or both in the last 2 Financial years(FY 2022-23 & FY 2023-24) is eligible for participation

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3	TMI e2E Academy Private Limited	34	Annexure 11:	Technical Evaluation Criteria	Experience: 2.1 Number of different organizations served in giving training to employees of Banking & Financial Services organizations in preceding 5 years. >9 : 20 Marks 5 to 9 : 10 Marks < 5: 0 Marks	Please let us know if insurance clients will also be considered under Banking and financial service.	Yes
4	TMI e2E Academy Private Limited	34	Annexure 11:	Technical Evaluation Criteria	Experience: 2.1 Number of different organizations served in giving training to employees of Banking & Financial Services organizations in preceding 5 years >9 : 20 Marks 5 to 9 : 10 Marks < 5: 0 Marks	We request you to kindly change the criteria for 2.1 Experience to. >6 difference Banking and Finance Organisations served = 20 Marks	The criterion will be as per existing EOI .
5	TMI e2E Academy Private Limited	34	Annexure 11:		3.Organization's Credentials: Should be a Premier Academic Institute of National/ International repute. 3.1 NIRF Rankings and 3.2 NAAC Grade	We are a training partner. We therefore request you to remove this criteria.	The criterion will be as per existing EOI .