AP BRAHMIN WELFARE CORPORATION
(A GOVERNMENT OF ANDHRA PRADESH UNDERTAKING)
3RD FLOOR, ENDOWMENTS COMMISSIONERATE BUILDING,
TILAK ROAD, ABIDS, HYDERABAD – 500001
Off : 040 2476 7879
Toll Free : 1800 102 3579
www.andhrabrahmin.ap.gov.in

NOTICE INVITING PROPOSALS

RFP No. 97/ABC/Fin/2016/01 Date: 06/09/2016

Proposals are invited from the reputed and registered Firms/Companies/Agencies with experience and having over and above 2500 sft of infrastructure to set-up “Incubation center” and “Placement and Skilling center” and willingness to invest up to Rs. 5 crores as a minority partner in a joint venture along with AP Brahmin Welfare Corporation as a majority partner for the development of the Brahmin Community.

Proposals shall be awarded through a Bidding among the shortlisted agencies based on pre-qualification criteria of those who participated in the RFP. Interested parties are requested to submit their RFP in the prescribed format along with all supporting documents/ credentials. The RFP is to be submitted in a sealed envelope super scribed as “RFP for JV for setting up Incubation and Placement Center” For detail information; please visit our website www.andhrabrahmin.ap.gov.in or pickup the application for RFP from the address mentioned below:

Address for communication:

Managing Director
AP Brahmin Welfare Corporation
3RD FLOOR, ENDOWMENTS COMMISSIONERATE BUILDING,
TILAK ROAD, ABIDS, HYDERABAD – 500001
Off : 040 2476 7879

Last date for submission of RFP : up to 3:00 P.M. of 31/10/2016
1. Brief about AP Brahmin Welfare Corporation:

The A.P. Brahmin Welfare Corporation has been instituted with the vision to build a vibrant Organization to serve the marginalised Brahmin Community members in AP for their overall development which includes economic, social, religious and cultural life on a sustainable basis in a self less and inspirational manner.

Based on sound values such as “Thinking Big”, “Leveraging resources”, “Hard work”, “Modesty”, “Integrity” and “thinking in new ways”, the corporation has set forth the following Mission for the well being of the community:

Provide financial, intellectual and physical resources to the needy Brahmin Community. Collaborate with Brahmin associations of various denominations to reach the community. Inculcate a sense of belonging to the community for improving cohesiveness, morale and pride.

The Objectives of the community include but not restricted to the following:

- **Social**
  - Education
  - Shelter
  - Food clothing
  - Health

- **Cultural**
  - Undertake cultural and spiritual activities to instil values among Brahmin youth separately and also in collaboration with Endowments Dept

- **Economical**
  - Entrepreneurship
  - Leadership
  - Business Management Capabilities
  - Skill Building for Wage Employment

In light of the above objectives it is imperative to appreciate that in the fast changing global context preparing the youngsters of the community to gain from the global competitive economic context, need to be equipped in the following major areas:

a. Incubation and Entrepreneurship
b. Skilling and employment
2. Purpose/Objective

Meeting the Economic objectives of the corporation is the backbone for uplifting the community. Creating a Talent pool with Values that meets the demands of the changing world at the same time demonstrating high degree of integrity is the need of the hour.

In order to achieve the above said objectives and in line with the Vision and Mission of the corporation, it has been conceptualised that a Majority holding joint venture be created focussing on the following:

a. Identify the entrepreneurial spark and guide them in incubating innovative ideas and scaling-up successful ideas.
b. Encourage the youngsters towards “Risk Taking” in building enterprises that not only provide “Profits” but also become a source of “Employment”
c. Mentor and guide the careers of the youth and give them the process of building a long term career as against getting a job and not knowing what next!!!
d. Skill the youth of the community for immediate employability with latest of the technical and equip them with soft skills that can position them several notches above others
e. Instil high values – integrity, commitment, discipline, reliability, intellectuality, delivery, quality - into the youth who seek employment, thus building industry’s confidence in the newly created entity as a reliable long term partner in placement

In light of the above, subsequent to several discussions and interaction held with experts and industry leaders establishing an incubation centre has been identified as the need of the hour.

2.1. Objective of the JV venture include

- Establish an
  - Incubation center for mentoring the budding entrepreneurs
  - Enhance skills through skill development
  - Enable placement through network of organizations
- Make the JV viable over the next 5 years and create an eco-system that enhances the value of all stakeholders
- Reach out to over 25000 Brahmin students over the next 5 years in building their skills and offering placements to them
- Create an eco-system to enable 50 entrepreneurial initiatives in various businesses and enable seeding, angle funding, provide advisory for venture funding and growth funding
3. Schedule for RFP

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<tr>
<th>Slno</th>
<th>Activity</th>
<th>Date</th>
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<tbody>
<tr>
<td>1</td>
<td>Publication of the RFP</td>
<td>6th Oct 2016</td>
</tr>
<tr>
<td>2</td>
<td>Submission of RFP</td>
<td>31st Oct 2016, 3 pm</td>
</tr>
<tr>
<td>3</td>
<td>Opening of RFP</td>
<td>31st Oct 2016, 4 pm</td>
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<tr>
<td>4</td>
<td>Tentative schedule for PQ Qualified bidders for presentations</td>
<td>8th Nov 2016</td>
</tr>
<tr>
<td>5</td>
<td>Announcement of Qualified bidders</td>
<td>15th Nov 2016</td>
</tr>
<tr>
<td>6</td>
<td>Issuance of LOI for JV partner</td>
<td>22nd Nov 2016</td>
</tr>
<tr>
<td>7</td>
<td>Shareholder Agreement finalization</td>
<td>29th Nov 2016</td>
</tr>
</tbody>
</table>

3.1. Procurement of the RFP

A complete set of bidding document (pdf format) could be obtained from the o/o the Managing Director, AP Brahmin Welfare Corporation during office hours from 10.30 A.M. to 05.00 P.M. or directly downloadable from the website www.andhrabrahmin.ap.gov.in.

The RFP is to be submitted in a sealed envelope super scribed as “RFP for JV for setting up Incubation and Placement Center” For detail information; please visit our website www.andhrabrahmin.ap.gov.in or pickup the application for RFP from the address mentioned below:

**Address for communication:**
Mr. Venkat Changavalli  
**Managing Director**  
AP Brahmin Welfare Corporation  
3RD FLOOR, ENDOWMENTS COMMISSIONERATE BUILDING, TILAK ROAD, ABIDS, HYDERABAD – 500001. TELEGANA  
Phone: 040-24767879

3.2. Amendment to the RFP

At any time till 7 days before the deadline for submission of bids, AP Brahmin Welfare Corporation may, for any reason, whether at own initiative or in response to a clarification requested by a prospective Bidder, modify the bidding document by amendment. All the amendments made in the document would be published in the AP Brahmin Welfare Corporation website All prospective participants shall be intimated of the amendment in writing by e-mail or fax as per the address provided at the time of issuance of Tender document at AB Corporation.
Request for Proposal (RFP) Application for Joint Venture Partner (JV) for Establishing Incubation, Placement and Skilling Center for the AP Brahmin Welfare Corporation, Hyderabad

All such amendments shall be binding on all the bidders. The bidders are also advised to visit AP Brahmin Welfare Corporation website on regular basis for checking necessary updates.

AP Brahmin Welfare Corporation also reserves the rights to amend the dates mentioned in clause of this volume for bid process.

Note: For any clarifications the bidder seeks regarding the RFP could be communicated before 20\textsuperscript{th} October 2016 via email to gm.pm@apbrahmin.in. No other form of communication is entertained.

4. Scope of Joint Venture

The scope of the Joint Venture to be partnered with the Bidder includes the following:

<table>
<thead>
<tr>
<th>Activity</th>
<th>Description</th>
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<tbody>
<tr>
<td>Incubation centre</td>
<td>• Establishing an incubation center in an existing infrastructure of about 2500 sft furnished plug-and-play office space</td>
</tr>
<tr>
<td></td>
<td>• Build the required expertise and teams to provide mentoring and support for budding entrepreneurs</td>
</tr>
<tr>
<td></td>
<td>• Facilitate in development of Business Plans and enable seed, angel, venture and growth funding</td>
</tr>
<tr>
<td>Placement center</td>
<td>• Setting up a placement center in an existing incubation center to enable employability</td>
</tr>
<tr>
<td></td>
<td>• Build the required expertise and teams to provide placement support for the student, professional communities</td>
</tr>
<tr>
<td></td>
<td>• Facilitate in development of required skill sets for gaining entry / growth in the industry</td>
</tr>
<tr>
<td>Skilling advisory center</td>
<td>• Setting up a skilling advisory center to identify skill gap for the student, professional communities</td>
</tr>
<tr>
<td></td>
<td>• Facilitate in development of required skill sets by guiding them to the appropriate programs that are sponsored, subsidized or suggested by the AP Brahmin Welfare corporation</td>
</tr>
</tbody>
</table>

DISCLAIMER

All information contained in this, Expression of Interest (RFP) subsequently provided / clarified are in good interest and faith. This is not an agreement and is not an offer or invitation to enter into an agreement of any kind with any party.
4.1. **Venue and Deadline for submission**

Proposals for JV must be received at the address specified below not later than dates specified in Section titled “Schedule for RFP”

**Address for communication:**
Mr. Venkat Changavalli  
**Managing Director**  
AP Brahmin Welfare Corporation  
3RD FLOOR, ENDOWMENTS COMMISSIONERATE BUILDING,  
TILAK ROAD, ABIDS, HYDERABAD – 500001. TELANGANA  
**Phone:** 040-24767879

Any proposal received by the AP Brahmin Welfare Corporation after the deadline for submission of proposals mentioned above will be summarily rejected and returned unopened to the Bidder. AP Brahmin Welfare Corporation shall not be responsible for any postal delay or non-receipt/non-delivery of the documents. No further correspondence on the subject will be entertained.

4.2. **Qualifying Criteria for participating in the RFP**

The following are the minimum norms for bidding for this project.

4.2.1. **Configuration of the Bidder**

- Bidding could be done by a company or a group of experts along with a company or a consortium of companies represented by a Prime Bidder coming together to fulfill the objectives of the JV.
- Any member including the Prime bidder in one group cannot be a partner in another group. The prime bidder shall be called the JV partner representing the group.
- The list of the members (experts and participating companies) shall be enclosed with the response to the RFP.
- The consortium should have a maximum of 2 partners and a maximum of 6 experts including the Prime bidder.
- The prime bidder, members or the experts in the group should have the experience of “Scaling up businesses”, “Incubation”, “Funding and Fund management” “Mentoring” “Entrepreneurial abilities”
4.2.2. Pre-Qualification Criteria

1. The prime bidder should be in existence for minimum of 2 years conducting business in the areas of IT and/or Skill development and/or Placement and/or Incubation (Copy of Incorporation certificate to be provided)

2. Turnover of the consortium to be Rs. 5 crores in case of companies (Balance sheets of the company in the last 2 years) or a Minimum of Rs 15 crs of Total Current Net-worth of the individuals / experts coming together to invest into the JV (Substantiated by the Net-worth statement given by a Charted Accountant)

3. The Prime bidder / consortium should have a well furnished, plug and play infrastructure of minimum of 2500 sft for setting up of the center immediately (Copy of Ownership / Lease agreement to be submitted)

4. The Prime bidder / consortium should have at least 20 personnel working in various activities (Self approved list of employees in-house, outsourced and contract)

5. The Prime bidder / consortium should have in its team experts in Fund Management, Building enterprises to scale, Placement etc (CVs to be enclosed for verification)
5. Evaluation Process

1. The proposals will be received at the o/o MD, AP Brahmin Welfare Corporation, Govt. of Andhra Pradesh, Hyderabad, Telangana through open tender system.
2. The Bidder fulfilling the Pre-Qualification as per the PQ-Checklist shall be considered for technical evaluation. Bidder Not fulfilling the PQ would not be considered for Technical evaluation.
3. The Bidders who are qualified in the PQ stage are evaluated technically based on the overall compliance to requirements submitted by the bidder. Non-compliance of any of the requirements or partial compliance would result in immediate disqualification.
4. Bidders qualified in the PQ are called for presentation covering the strategy, investment, business plan and the outcomes and are scored as per the evaluation criteria.
5. Bidders qualified in the PQ are called for site inspection of the infrastructure being provided and are scored as per the evaluation criteria.
6. Based on the total scores of technical evaluation and site inspection the Bidder with highest score would be declared as the successful bidder.
7. The Chairman AB Corp has the right to negotiate with the bidder at her discretion.
8. The acceptance of the tender will be intimated to the successful bidder only.

The technical evaluation of the Infrastructure, business model and investment is broadly based on the following weightages:

<table>
<thead>
<tr>
<th>Slno</th>
<th>Parameter for evaluation</th>
<th>Maximum marks</th>
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<tbody>
<tr>
<td>1</td>
<td>Infrastructure availability</td>
<td>25</td>
</tr>
<tr>
<td>2</td>
<td>Understanding of the Venture, Approach, Risk evaluation, prior experience etc</td>
<td>25</td>
</tr>
<tr>
<td>3</td>
<td>Investments, Equity and Networth / Turnover</td>
<td>25</td>
</tr>
<tr>
<td>4</td>
<td>Management and Team Expertise</td>
<td>10</td>
</tr>
<tr>
<td>5</td>
<td>Alliances and network</td>
<td>10</td>
</tr>
<tr>
<td>6</td>
<td>Organizational / Team financial strength and credibility of the organization / team</td>
<td>5</td>
</tr>
</tbody>
</table>

5.1. Procedure for Submission of Bids

Bidder has to submit a detailed business plan and investment model for duration of five years subsequent to the commencement of operations, in accordance with the various provisions of this RFP document.

AP Brahmin Welfare Corporation now invites sealed technical and financial proposals from PQ qualified eligible Bidders for selection as JV partner, to establish the incubation and placement center in Hyderabad. The bidder shall be selected as per the procedures described in this Request for Proposal (RFP).
The bidder shall submit the documents in Two sealed covers all put in one large cover super
scribed as “RFP for JV for setting up Incubation and Placement Center, Hyderabad”. Each of the
separately sealed covers shall have the following:

- First Cover – Pre-Qualification documentation superscripted “Pre-Qualification for
  RFP for JV”
- Second Cover – “Incubation and Placement Center Business Proposal for Investment
  for a Joint venture”

Prospective bidders are hereby invited to submit Proposals as per the provisions detailed in this
RFP. The bidders are advised to study the tender document carefully. Submission of bids shall be
deemed to have been done after careful study and examination of the tender document with
full understanding of its implications. All the communication including this RFP and the bid
documents should be signed on each page by the authorized representative of the bidder.

5.2. Submission of bids
Each bidder can give maximum one proposal

5.3. Authentication of Bid
The original and all copies of the bid shall be typed or written in indelible ink. The original and all
copies (hard copies) shall be signed by the Bidder or a person or persons duly authorized to bind
the Bidder to the Contract. A letter of authorization shall be supported by a written power-of –
attorney accompanying the bid. All pages of the bid, except for un-amended printed literature,
shall be initialed and stamped by the person or persons signing the bid.

5.4. Validation of interlineations in Bid
The bid shall contain no interlineations, erasures or overwriting except as necessary to correct
errors made by the Bidder, in which case such corrections shall be initialed by the person or
persons signing the bid.

5.5. Cost of Bidding
The Bidder shall bear all costs associated with the preparation and submission of its bid
including cost of presentation for the purposes of clarification of the bid to AB Corporation. AP
Brahmin Welfare Corporation will in no case be responsible or liable for those costs, regardless
of the conduct or outcome of the Tendering process.

5.6. Market study
Prior to submitting the bid for the Joint Venture, the bidder can assess the market, the
opportunity and the risks involved in such a business enterprise that may be necessary for
preparing the bid at his own cost, responsibility and risk.
The bidder shall bear all costs associated with the preparation and submission of bids. AP Brahmin Welfare Corporation will in no case be liable for such cost regardless of the conduct or outcome of tendering process.

5.7. **Clarification on Tender Document**

A prospective Bidder requiring any clarification on the RFP Document may submit his queries, in writing, at the mailing address gm.pm@apbrahmin.in, and as per schedule indicated in “Invitation for Bids / Key events and dates”. The queries must be submitted in the following format only to be considered for clarification:

<table>
<thead>
<tr>
<th>Sr. No</th>
<th>Section No.</th>
<th>Clause No.</th>
<th>Reference/ Subject</th>
<th>Clarification Sought</th>
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The queries not adhering to the above mentioned format shall not be responded.

The AP Brahmin Welfare Corporation will respond in writing / or through an email, to any request for clarification to queries on the Tender Document, received not later than the dates prescribed in Invitation for Bids / Key events and dates. Written copies of the clarifications (including the query but without identifying the source of inquiry) will be sent to all bidders.

5.8. **Language of Bids**

The Bids prepared by the Bidder and all correspondence and documents relating to the bids exchanged by the Bidder and the AB Corporation, shall be written in English language, provided that any printed literature furnished by the Bidder may be written in another language so long the same is accompanied by an English translation in which case, for purposes of interpretation of the bid, the English translation shall govern.

This bid should be filed in English language only. If any supporting documents submitted are in any language other than English, translation of the same in English language is to be duly attested by the bidder.

5.9. **Two Stage Bidding Procedure**

The bidding will be in two stages (PQ evaluation) and at the end of every stage short listed bidders will be informed to have fair and healthy competition. The following is the comprehensive procedure for selection of bidders at each and every stage.
5.10. **Documents Comprising the Bids**

The bid prepared by the Bidder shall comprise the following components. The bids not conforming to the requirements shall be summarily rejected.

5.10.1. **Prequalification Documentation**

i. Copy of Incorporation certificate of the Prime bidder

ii. Copy of the MOU if it is a consortium

iii. Copy of Balance sheets of the company in the last 2 years with a minimum combined turnover of Rs 5 crores over the last 2 years or a Minimum of Rs 15 crores combined Net-worth statement of all investors given by a Charted Accountant. Individual net-worth statements to be included

iv. Copy of Ownership / Lease agreement for the office space with a minimum of 2500 sft

v. Self approved list of employees of 25 personnel (in-house, outsourced and contract) working in various activities

vi. CVs of the team experts in Fund Management, Building enterprises to scale, Placement, minimum of one CV on each of the above three mentioned aspects

5.10.2. **Technical Bid**

The bidders in the Technical Stage may be asked to give presentation on the solution offered and Business plan, Investment related issues.

At this stage the bidder is expected to give a brief approach paper and an outline of the proposed business plan and investment model. The Technical Bid, besides the other requirements of the Tender, shall comprise of the following:

1. Note on the understanding of the Venture (Incubation, Placement and Skilling) and related issues in Form-T1.

2. Business Plan for 5 years including Cashflows, Profitability and Outcomes, Fund management and valuation projections Form-T2.

3. Approach for executing the Venture Form-T3.

4. Manpower deployment plan & Plan for talent acquisition Form-T4

5. Issues and Risks in the execution of the venture and Risk mitigation strategies Form-T5.

6. Drawings / Pictures of the infrastructure for setting up of the center Form T6

7. Existing and /or proposed Alliances Form T7

5.10.3. **Investment Bid**

The Commercial Bid, besides the other requirements of the Tender, shall comprise of the following:

- Key Projected Financial Indicators as per Form T8
- Investment schedule by the bidder as per Form T9
5.10.4. Undertaking
An undertaking from the Bidder stating the compliance with all the conditions of the Contract and Technical Specifications of the Bidding Document since no deviation will be acceptable to the AB Corporation.

5.10.4.1. Investments quoted in the bid must be firm and final and shall not be subject to any downward modifications, on any account whatsoever. However, the AP Brahmin Welfare Corporation reserves the right to negotiate the equity in the bid to effect downward modification.

5.10.4.2. Investments and Financial indicators in any form or by any reason before opening the Commercial Bid should not be revealed, failing which the offer shall be liable to be rejected.

5.10.4.3. Inspection of the site / infrastructure proposed for setting up the incubation center shall be conducted and verified in arriving at the overall capability of the bidder

5.11. Bid Validity Period

5.11.1. Period of Validity of Bids
Bids shall remain valid for a period of 90 days. A bid valid for a shorter period may be rejected as non-responsive. However, the investments finalized after opening the tenders shall not increase throughout the period of execution of the project. The investments however could change proportionately or in case AP Brahmin Welfare Corporation intends to increase its stake at a valuation acceptable to both parties.

5.11.2. Extension of Period of Validity
In exceptional circumstances, the AP Brahmin Welfare Corporation may request the Bidder(s) for an extension of the period of validity. The request and the responses thereto shall be made in writing (or by fax). The validity of EMD shall also be suitably extended.

5.12. Location of the Incubation Center
5.12.1. It will be incumbent upon each Bidder to fully acquaint himself with the local conditions and other relevant factors in setting up the Incubation center for AB Corporation. Initially the proposed center would be located in Hyderabad and later the expansion would be in various cities of Andhra Pradesh and across India.

5.12.2. It will be imperative for each Bidder to fully inform themselves of all legal conditions and factors which may have any effect on the execution of the contract as described in the bidding documents. The AP Brahmin Welfare Corporation shall not entertain any request for clarification from the Bidder regarding such conditions.

5.12.3. It is the responsibility of the Bidder that such factors have properly been investigated and considered while submitting the bid proposals and that no claim whatsoever including those for financial adjustment to the investments and financial projections under the bidding documents will be entertained by the AP Brahmin Welfare Corporation and that neither any change in the time schedule nor any financial adjustments arising thereof shall be permitted by the AP
Brahmin Welfare Corporation on account of failure of the Bidder to appraise themselves of local laws and site conditions.

5.13. Modification and Withdrawal of Bids

5.13.1. Written Notice
The Bidder may modify or withdraw its bid after the bid's submission, provided that the AP Brahmin Welfare Corporation receives written notice of the modification or withdrawal, prior to the last date prescribed for receipt of bids.

5.13.2. Signing and Marking of Notice
The Bidder’s modification or withdrawal notice shall be prepared, sealed, marked and dispatched in accordance with the provisions said earlier. A withdrawal notice may also be sent by fax but followed by a signed confirmation copy, post marked not later than the last date for receipt of bids.

5.13.3. Last Date for Notice
No bid may be altered / modified subsequent to the closing time and date for receipt of bids. Unsolicited correspondences from Bidders will not be considered. No bid may be withdrawn in the interval between the last date for receipt of bids and the expiry of the bid validity period specified by the Bidder in the Bid.

5.14. Opening of Pre-Qualification bids

5.14.1. Opening of Bids
An evaluation committee has been formed for evaluation of the bids. Decision of the committee would be final and binding upon all the Bidders. The AP Brahmin Welfare Corporation will first open the Pre-qualification Bids, in the presence of the representatives of the Bidders who choose to attend, at the time, date and place, as mentioned in section ‘Invitation for Bids / Important Dates’. In the event of the specified date of Bid opening being declared a holiday for the AB Corporation, the Bids shall be opened at the appointed time and location on the next working day. It is, therefore, advised to send a responsible, authorized and senior representative so that clarifications, if any, can be given on the spot. The Bidder’s names, modifications, bid withdrawals and the presence or absence of the requisite EMD and such other details considered appropriate will be announced at the bid opening. Qualified bidders are shortlisted.

5.14.2. Evaluation of Technical Bid
The Technical evaluation process of the tender, proposed to be adopted by the AP Brahmin Welfare Corporation is indicated under this clause. The purpose of this clause is only to provide the Bidders an idea of the evaluation process that the AP Brahmin Welfare Corporation may adopt. However, the AP Brahmin Welfare Corporation reserves the right to modify the evaluation process at any time during the Tender process, without assigning any reason, whatsoever and without any requirement of intimating the Bidders of any such change.
FIRSTLY ONLY BIDDERS QUALIFIED IN PQ ARE CALLED FOR TECHNICAL EVALUATION

BIDDERS’ TECHNICAL BID DOCUMENT WILL BE EVALUATED AS PER THE REQUIREMENTS SPECIFIED IN THE RFP AND ADOPTING THE EVALUATION CRITERIA SPELT OUT IN SECTION XXXX.

THE AP BRAHMIN WELFARE CORPORATION MAY REQUEST THE BIDDERS TO MAKE A PRESENTATION ON THEIR PROPOSAL TO AN EVALUATION COMMITTEE TO BE CONSTITUTED FOR THE PURPOSE.

THE AP BRAHMIN WELFARE CORPORATION MAY DO A FILED / SITE INSPECTION OF THE INFRASTRUCTURE OF THE BIDDER BY AN EVALUATION COMMITTEE TO BE CONSTITUTED FOR THE PURPOSE.

ALL THE BIDDERS WHO SECURE A TECHNICAL SCORE OF 70 (70%) OR MORE WILL BE DECLARED AS TECHNICALLY QUALIFIED. THE HIGHEST SCORED BIDDER SHALL BE GIVEN THE FIRST OPTION TO BECOME THE PARTNER WITH THE AB CORPORATION. IN CASE THE FIRST BIDDER WITHDRAWs OR DOESN’T FULFILL THE INVESTMENT CRITERIA LAID DOWN THE SECOND QUALIFIED BIDDER SHALL BE CHOSEN TO PARTNER WITH AB CORPORATION.

IN ORDER TO ASSIST IN THE EXAMINATION, EVALUATION AND COMPARISON OF BIDS, THE AP BRAHMIN WELFARE CORPORATION MAY AT ITS DISCRETION ASK THE BIDDER FOR A CLARIFICATION REGARDING ITS BID. THE CLARIFICATION SHALL BE GIVEN IN WRITING IMMEDIATELY, BUT NO CHANGE IN THE INVESTMENT SHALL BE SOUGHT, OFFERED OR PERMITTED. HOWEVER, WHILE GIVING A CLARIFICATION, A BIDDER MAY OFFER A HIGHER INVESTMENT WITHOUT ANY IMPACT ON PROPOSED EQUITY STRUCTURE OF BEING THE MAJORITY PARTNER.

THE AP BRAHMIN WELFARE CORPORATION MAY WAIVE ANY INFORMALITY OR NON-CONFORMITY OR IRREGULARITY IN A BID WHICH DOES NOT CONSTITUTE A MATERIAL DEVIATION, PROVIDED SUCH WAIVER DOES NOT PREJUDICE OR AFFECT THE RELATIVE RANKING OF ANY BIDDER

5.15. Announcement of Bids
The bidders’ names, bid modifications or withdrawals and such other details as the AP Brahmin Welfare Corporation at discretion may consider appropriate, will be announced at the bid opening.

5.16. Bids Not Considered For Evaluation
Bids that are rejected during the bid opening process due to incomplete documentation or late receipt shall not be considered for further evaluation.

5.17. Criteria for Evaluation of Bids
• A two-stage procedure will be adopted for evaluation of proposals, with the PQ stage being completed before and thereafter Techno-Commercial proposals being opened and compared. Pursuant to the RFP criterion bidders will be short-listed for techno-commercial bid. The bids for the disqualified bidders will be returned unopened at the address mentioned on the envelopes containing the bid.
• AP Brahmin Welfare Corporation will review the techno-commercial bids of the short-listed bidders to determine whether the technical bids are substantially responsive. Bids that are not substantially responsive are liable to be disqualified.

• AP Brahmin Welfare Corporation shall score all the bidders on the various aspects of evaluation.

• The ranking of bidders shall be decided on the basis of total score and H1 will be considered as the partner.

• Conditional bids are liable to be rejected.

5.18. **Criteria for Evaluation and Comparison of Technical Bids**

Techno-commercial bid documentation shall be evaluated in two sub-steps.

Firstly, the documentation furnished by the vendor will be examined prima facie to see if the offer made, investments proposed, technical skill base and financial capacity and other attributes claimed therein are consistent with the needs of this venture.

In the second step, AP Brahmin Welfare Corporation may ask vendor(s) for additional information, visit to vendors site and/or arrange discussions with their professional, technical faculties to verify claims made in bid documentation.

AP Brahmin Welfare Corporation will also ask the bidders to give presentation on the understanding of the scope of the venture, technical and financial strengths, proposed business plan, manpower and infrastructure deployment etc. date and Time will be intimated separately.

Each Technical bid will be evaluated according to the following criteria, but not limited to:

1. The quality, responsiveness, responsibility, reliability and comprehensiveness of the proposed lines of business, adherence to best practices, other strategic dimensions and services incorporated in the business venture.

2. Bidder’s understanding reflected in the approach presented by the Bidder of the business plans offered and technology usage in leveraging business.

3. The evaluation will measure if the Bidder’s proposal meeting AB Corporation’s vision as outlined in the RFP. Site Inspections and Management Interviews, if requested by AB Corporation, will be factored into the evaluation.

4. The evaluation will be made based on Bidder’s responses to all RFP requirements including, but not limited to, data from the Bidder’s Proposal, questions and answers, Bidder qualifications, expertise and relevant experience.

5. Bidder’s demonstrated ability to make available the key personnel at the time of setting-up the venture.
6. The Bidder’s expertise in managing incubation, placement and skilling.

7. Bidder’s ability to provide the needed support (infrastructure support, mentoring support, Help desk, training etc.), references confirming past success in similar projects, use of appropriate technologies for business advantage, ability to network into funding agencies etc.

8. The Bidder’s Business Plan, its execution with a sound market strategy and its allocation of sufficient resources to address all aspects of its proposed solution will also be evaluated.

The evaluation will be done on the basis of the techno-commercial evaluation criteria provided in this RFP. The bidders satisfying the minimum technical qualification criterion of **70 marks** shall be qualified for partnership. At the option of AB Corporation, the bidders may be invited to make presentation on technical and operations aspect of their bid. Also in case of any ambiguous information in respect of any parameter meant for Technical Evaluation is provided by any bidder, the Tender Evaluation Committee will be requiring additional information from such bidders clarifying these parameters, which will be considered for the purpose of evaluation and awarding scores.

The technical bids submitted by the bidder shall be evaluated as per the following table:

<table>
<thead>
<tr>
<th>S. No</th>
<th>Criteria</th>
<th>Point System</th>
<th>Maximum Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td><strong>Infrastructure</strong></td>
<td>a. Type of site made available</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>a. Shell 5 marks</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td></td>
<td>b. Ready to operate with furniture 8 marks</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>c. Ready to operate with plug and play technology support 10 marks</td>
<td></td>
</tr>
<tr>
<td></td>
<td>b. Area made available</td>
<td>&lt; 2000 sft – 0 marks</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td></td>
<td>2000 – 3000 – 5 marks</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>4000 - 5000 – 8 marks</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>&gt;5000 sft - 10 marks</td>
<td></td>
</tr>
<tr>
<td></td>
<td>c. Type of Accommodation</td>
<td>Leased – 2 marks</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Own – 5 marks</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td><strong>Understanding and Experience</strong></td>
<td>a. Prior experience in the business</td>
<td>10</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Marks to be awarded by the members of the Committee based on documentation submitted in</td>
<td></td>
</tr>
</tbody>
</table>
### Request for Proposal (RFP) Application for Joint Venture Partner (JV) for Establishing Incubation, Placement and Skilling Center for the A P Brahmin Welfare Corporation, Hyderabad

<table>
<thead>
<tr>
<th>3</th>
<th>Investments, Equity</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Amount willing to be invested (cash + infrastructure)</td>
<td>Between 2-2.5 crores - 5 marks. &gt; 2.5 and &lt;= 3.5 crores - 7 marks. &gt; 3.5 crores &lt;= 4.5 crores - 8 marks. &gt; 4.5 crores - 10 marks</td>
</tr>
<tr>
<td>b. Equity percentage willing to hold</td>
<td>&lt;=25% - 5 marks. 26% to 40% - 7 marks. 40% to 49% - 10 marks</td>
</tr>
<tr>
<td>Total Net-worth of all the investors</td>
<td>&gt;=5 – 10 crores – 3 marks. &gt;=10 – 15 crores – 4 marks. &gt;15 – 5 marks</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>4</th>
<th>Team Expertise</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. Resource Base Capabilities of the company (Undertaking from competent authority of the company to be submitted)</td>
<td>Presence of Experts in the team. Only having expertise in any one of them (Entrepreneurship, Placement, Skilling) -3 marks. Having expertise in any two of them (Entrepreneurship, Placement, Skilling) -4 marks. Having expertise in all of them (</td>
</tr>
</tbody>
</table>
5.19. **Comparison of Techno Commercial Bids**
The techno-commercial bids will be opened, in the presence of Bidders’ representatives subsequent to PQ short-listing, who choose to attend Bid opening on date and time to be communicated to all the PQ qualified Bidders. The Bidder’s representatives who are present shall sign a register evidencing their attendance. The name of Bidder, Bid Investment, etc. will be announced at the meeting.
5.20. **Evaluation of Bid - Final Evaluation**

The overall score will be calculated as follows:-

\[
S (\text{Overall score}) = \text{Sum of all Aspects score}
\]

\[
A (\text{Aspect score}) = \text{Aspect weightage}(W) \times \text{Aspect total score}(T)
\]

Where

<table>
<thead>
<tr>
<th>SI No</th>
<th>Parameter for evaluation</th>
<th>Maximum marks</th>
<th>Weightage</th>
<th>Maximum Weightage Marks</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Infrastructure availability</td>
<td>25</td>
<td>30%</td>
<td>7.50</td>
</tr>
<tr>
<td>2</td>
<td>Understanding of the Venture, Approach, Risk evaluation, prior experience etc</td>
<td>25</td>
<td>20%</td>
<td>5.00</td>
</tr>
<tr>
<td>3</td>
<td>Investments, Equity and Networth</td>
<td>25</td>
<td>30%</td>
<td>7.50</td>
</tr>
<tr>
<td>4</td>
<td>Management and Team Expertise</td>
<td>10</td>
<td>10%</td>
<td>1.00</td>
</tr>
<tr>
<td>5</td>
<td>Alliances and network</td>
<td>10</td>
<td>5%</td>
<td>0.50</td>
</tr>
<tr>
<td>6</td>
<td>Organizational / Team financial strength and credibility of the organization / team</td>
<td>5</td>
<td>5%</td>
<td>0.25</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td>100</td>
<td></td>
<td>21.75</td>
</tr>
</tbody>
</table>

Bidder with a minimum of 70 marks (scored without weightage) would be qualified

The bidder with the highest weighted marks is the identified partner.

5.21. **Rectification of Errors**

Arithmetical errors in the Bid will be rectified on the following basis.

1. If there is a discrepancy between words and figures, the amount in words shall prevail.
2. If the bidder does not accept the correction of errors, its bid will be rejected

5.22. **Contacting AB Corporation**

**Contact by Writing**

No bidder shall contact the AP Brahmin Welfare Corporation on any matter relating to its bid, from the time of bid opening to the time the Contract is awarded. If the Bidder wishes to bring additional information to the notice of the AB Corporation, it should be done in writing.
Rejection of Bid
Any effort by a Bidder to influence the AP Brahmin Welfare Corporation in its decisions on bid evaluation, bid comparison or contract award may result in rejection of the Bidder’s bid.

5.23. AP Brahmin Welfare Corporation’s Right to Vary Scope of association at the time of Award
1. The AP Brahmin Welfare Corporation may at any time, by a written order given to the Bidder, make changes to the scope of the association as specified.

2. If any such change causes an increase or decrease in the equity holdings an equitable adjustment shall be made in the equity structure and the investments brought, and the agreement shall accordingly be amended. Any claims by the Bidder for adjustment under this Clause must be asserted within thirty (30) days from the date of the Bidder’s receipt of the AB Corporation’s changed scope.

5.24. AB Corporation’s Right to Accept Any Bid and to reject any or All Bids
1. The AP Brahmin Welfare Corporation reserves the right to accept any bid and to annul the Tender process and reject all bids at any time prior to award of Contract, without thereby incurring any liability to the affected Bidders or any obligation to inform the affected Bidders of the grounds for the AB Corporation’s action.

2. The AP Brahmin Welfare Corporation reserves the right to negotiate with the selected Bidder and seek revised investment plan.

5.25. Notification of Award

Notification to Bidder
Before the expiry of the period of validity of the proposal, the AP Brahmin Welfare Corporation shall notify the successful Bidder in writing by registered letter or by fax, that its bid has been accepted. The Bidder shall acknowledge in writing receipt of the notification of award and shall send his acceptance to enter into agreement within seven (15) days of receiving the notification.

5.26. Signing of Contract
The notification of the award shall constitute signing of the Definitive agreement. The definitive agreement is a comprehensive share holder agreement. The signing of agreement will amount to award of contract and bidder will initiate the execution of the work as specified in the agreement. At the same time as the AP Brahmin Welfare Corporation notifies the successful Bidder that its bid has been accepted, the AP Brahmin Welfare Corporation will send the Bidders the Performa for Contract provided in the Tender Document, incorporating all agreements between the parties. Within 15 days of receipt of the Contract, the successful Bidder shall sign and date the Contract and return it to the AB Corporation.
Contract Agreement shall be entered into by way of an Agreement deed executed on stamp paper between AP Brahmin Welfare Corporation and Bidder. Such Agreement shall be entered into on a date after issue of letter of acceptance. The agreement upon due signing by both parties shall be got scrutinized and accepted by AP Brahmin Welfare Corporation or his duly authorized Officer at the Registered Office of AP Brahmin Welfare Corporation under seal and signature of both parties.

Failure of the successful bidder to execute the Contract Agreement within the time specified shall constitute sufficient grounds for the annulment of the award and forfeiture of the bid security.

5.27. Expenses for the Contract
The incidental expenses of execution of agreement / contract shall be borne by the successful bidder.

5.28. Failure to abide by the Agreement
The conditions stipulated in the agreement shall be strictly adhered to and violation of any of the conditions will entail termination of the contract without prejudice to the rights of the AP Brahmin Welfare Corporation with such penalties as specified in the Bidding document and the Agreement.

5.29. Confidentiality of the Document
This Tender Document is confidential and the AP Brahmin Welfare Corporation shall ensure that anything contained in this Tender Document shall not be disclosed in any manner, whatsoever.

5.30. Rejection Criteria
Besides other conditions and terms highlighted in the tender document, bids may be rejected under following circumstances:

Technical Rejection Criteria
- Bids which do not conform to unconditional validity of the bid as prescribed in the Tender.
- If the information provided by the Bidder is found to be incorrect / misleading at any stage / time during the Tendering Process.
- Any effort on the part of a Bidder to influence the bid evaluation, bid comparison or contract award decisions.
- Bids received by the AP Brahmin Welfare Corporation after the due date & time for bid submission prescribed for receipt of bids.
- Bids without signature of person (s) duly authorized on required pages of the bid
- Bids without power of authorization and any other document consisting of adequate proof of the ability of the signatory to bind the Bidder.
5.31. Commencement of Joint Venture
The bidder shall commence the operations after the signing of the definitive agreements between both the parties.

5.32. Definitive Agreements
The successful bidder and AP Brahmin Welfare Corporation shall enter into Definitive Agreement covering the Equity holding aspects, board configuration, investment time scales, valuations, infrastructure provisions etc. This Definitive agreement shall be the basis for all future activities.

5.33. Corrupt or Fraudulent Practices
AP Brahmin Welfare Corporation requires that all the bidders should observe the highest standard of ethics during the procurement and execution of this Venture. In pursuant to this policy, the AP Brahmin Welfare Corporation defines for the purposes of this provision, the terms set forth as follows:

a) “corrupt practice” means behaviors on the part of officials in the public sectors by which they improperly and unlawfully enrich themselves and / or those close to them, or induce others to do so, by misusing the position in which they are placed, and it includes the offering / giving receiving, or soliciting of anything of value to influence the action of any such official in the procurement process or in contract execution; and

b) “fraudulent practice” means a misrepresentation of facts in order to influence a procurement process or the execution of a contract to the determent of AB Corporation, and includes collusive practice among bidders (prior to or after bid submission) designed to establish bid prices at artificial non-competitive levels and to deprive AP Brahmin Welfare Corporation of the benefits of free and open competition.

AP Brahmin Welfare Corporation will reject a proposal for award if it determines that the bidder recommended for award has engaged in corrupt or fraudulent practices in competing for the contract in question.

AP Brahmin Welfare Corporation will declare a firm ineligible, either indefinitely or for a stated period of time, to be awarded any Contract, if it at any time it is determined that the firm has engaged in corrupt or fraudulent practices in competing for, or in executing, this Contract.
6. RFP Application

The RFP Application should be submitted in two covers. The first cover should have the following:

The following are to be included in the PQ cover:

i. General information of the Principal bidder in Form – PQ 1
   (Similar form should be filled for each of the consortium members)

ii. CVs of the team experts in Fund Management, Building enterprises to scale, Placement, minimum of one CV on each of the above three mentioned aspects – PQ-2

iii. Copy of Balance sheets of the company in the last 2 years with a minimum combined turnover of Rs 5 crores over the last 2 years or a Minimum of Rs 15 crores combined Net-worth statement of all investors given by a Charted Accountant. Individual net-worth statements to be included – PQ-3

iv. Self approved list of employees of 25 personnel (in-house, outsourced and contract )working in various activities – PQ-4

v. Declaration of clean Track record – PQ-5

vi. Copy of Incorporation certificate of the Prime bidder – PQ-6

vii. Copy of the MOU if it is a consortium – PQ-7

viii. Copy of Ownership / Lease agreement for the office space with a minimum of 2500 sft – PQ-8

The Second cover shall contain the following

1. Note on the understanding of the Venture (Incubation, Placement and Skilling) and related issues in Form-T1.

2. Business Plan for 5 years including Cashflows, Profitability and Outcomes, Fund management and valuation projections Form-T2.

3. Approach for executing the Venture Form-T3.

4. Manpower deployment plan & Plan for talent acquisition Form-T4

5. Issues and Risks in the execution of the venture and Risk mitigation strategies Form-T5.

6. Drawings / Pictures of the infrastructure for setting up of the center Form T6

7. Existing and/or proposed Alliances Form T7

8. Key Projected Financial Indicators as per Form T8

9. Investment schedule by the bidder as per Form T9
Request for Proposal (RFP) Application for Joint Venture Partner (JV) for Establishing Incubation, Placement and Skilling Center for the A P Brahmin Welfare Corporation, Hyderabad

**CHECKLIST**

**Please note:**
To help you prepare the best application possible, all items below need to be considered and ticked off. This will also assist us with assessment of your application. During RFP Submission, please keep this page after the cover page. (Put yes / No in the appropriate box under remarks column or a tick / cross mark) **Have you checked and enclosed:**

<table>
<thead>
<tr>
<th>Slno</th>
<th>Description</th>
<th>Page Numbers</th>
<th>Format</th>
<th>Remarks</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td><strong>PQ Cover</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>PQ 1 – General Information</td>
<td></td>
<td>Provided</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>PQ 2 – CVs of the proposed expert team</td>
<td></td>
<td>Provided</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>PQ 3 – Turn over or Net worth</td>
<td></td>
<td>Provided</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>PQ 4 – Staff lists</td>
<td></td>
<td>Provided</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>PQ 5 – Declaration of Clean Track Record</td>
<td></td>
<td>Provided</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>PQ 6- Incorporation certificate</td>
<td></td>
<td>Standard</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>PQ 7 – MOU if consortium</td>
<td></td>
<td>Standard</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>PQ 8 – Ownership / lease agreement</td>
<td></td>
<td>Standard</td>
<td></td>
</tr>
<tr>
<td></td>
<td><strong>Techno- Commercial Cover</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>TC 1 - Note on the understanding of the Venture (Incubation, Placement and Skilling) and related issues in</td>
<td></td>
<td>As per bidder’s choice</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>TC 2 - Business Plan for 5 years including Cash flows, Profitability and Outcomes, Fund management and valuation projections</td>
<td></td>
<td>As per bidder’s choice</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>TC 3 - Approach for executing the Venture</td>
<td></td>
<td>As per bidder’s choice</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>TC 4 - Manpower deployment plan &amp; Plan for talent acquisition</td>
<td></td>
<td>As per bidder’s choice</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>TC 5 - Issues and Risks in the execution of the venture and Risk mitigation strategies</td>
<td></td>
<td>As per bidder’s choice</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>TC 6 - Drawings / Pictures of the infrastructure for setting up of the center</td>
<td></td>
<td>As per bidder’s choice</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>TC 7 - Existing and /or proposed Alliances</td>
<td></td>
<td>As per bidder’s choice</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>TC 8 - Key Projected Financial Indicators</td>
<td></td>
<td>Provided</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>TC 9 - Investment schedule by the bidder</td>
<td></td>
<td>Provided</td>
<td></td>
</tr>
</tbody>
</table>
### GENERAL INFORMATION

Name of the BIDDER / Consortium member:

| The Registered name of the company |  
| Address of Registered office | (Registration Number and Registration authority)  
| Year of Incorporation |  
| Legal Status | Public Ltd. Co / Private Ltd. Co / Partnership firm etc.  
| Business address for correspondence in India | Location  
| Street |  
| City |  
| Pin Code |  
| Telephone / Facsimile |  
| Email |  
| Other (URL etc.) |  
| Name of the Contact |  
| Contact’s designation |  
| Contact addresses if different from above |  

PQ-2

EXPERTS INFORMATION

(Include minimum of 3 CVs in the format provided below one for entrepreneurship, placement, skilling)

Name of the BIDDER / Consortium member:

1. Name of Expert:
2. Area of Specialization:
3. Nationality:
4. Date of Birth:
5. Education: (covering)
   - School College and/or University attended,
   - Degree/certificate or other specialized education obtained,
   - Year
   - Grade
6. Professional Certification or Membership in Professional Associations:
7. Other Relevant Training:
8. Countries of Work Experience: US, UK, India
9. Languages
   - Level of Proficiency Native Fluent Proficient Basic
   - Speak, Read, Write
10. Employment Record
   - From [Year]:
   - To [Year]:
   - Positions held
11. Detailed Tasks Assigned with focus on specialization
   - Role
   - Duration
   - Description of task where specialisation was used
PQ-3

ANNUAL TURNOVER STATEMENT

Name of the BIDDER / Consortium member:

The bidder shall indicate herein his annual turnover during preceding 2 years based on the audited balance sheet / profit & loss account statement.

<table>
<thead>
<tr>
<th>FINANCIAL YEAR</th>
<th>ANNUAL TURNOVER (Rs.)</th>
<th>NET WORTH (Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 1 (2014-15)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 2 (2015-16)</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

NOTE:
1. Copies of audited balance sheets with profit and loss account of 2 years shall be submitted along with the Technical bid in support of above entries.

Note: Separate sheet/ credentials may be used/ enclosed wherever necessary.

OR

Net worth statement of the Investors for Rs. 15 crores from a qualified Chartered Accountant.
### STAFF DETAILS

**Name of the BIDDER / Consortium member:**

<table>
<thead>
<tr>
<th>S.No.</th>
<th>Category</th>
<th>Numbers</th>
<th>Are they employed or outsourced to other companies or contractual</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Expert team</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2.</td>
<td>Training team</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3.</td>
<td>Technical Team</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4.</td>
<td>Administrative team</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5.</td>
<td>Any others relevant to this venture</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>7.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>8.</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
PQ-5

Declaration regarding Clean track Record

To
Managing Director
AB Corporation
Hyderabad

Sir,
I have carefully gone through the Terms & Conditions contained in the Tender Document. I hereby declare that my company or my consortium members have not been debarred / blacklisted by any Central or State Government / Semi Government or organizations in India for non-satisfactory past performance, corrupt, fraudulent or any other unethical business practices. I further certify that I am the competent officer in my Company to make this declaration.

Yours faithfully,

(Signature of authorized person)

Name & Designation

Business Address:
Cell No
Email ID
## TC 8

### Key Indicators

<table>
<thead>
<tr>
<th>Slno</th>
<th>Description</th>
<th>Bidder Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Break-even</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(Provide number of months by when the venture would break-even)</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>Profitability</td>
<td></td>
</tr>
<tr>
<td></td>
<td>(Provide from which year of operations profitability is projected)</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Expected profit by the 5th year</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>Outcomes</td>
<td></td>
</tr>
<tr>
<td></td>
<td>How many incubations / accelerators to be working from the center at the end of 5 years</td>
<td></td>
</tr>
<tr>
<td></td>
<td>How many placements at the end of 3rd, 4th and 5th year</td>
<td></td>
</tr>
<tr>
<td></td>
<td>How many students to be provided subsidy for skilling by the end of 5 years</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>What is the cost of Management post break even – up to 5th year (year-on-year) as a percentage of revenues as per business plan</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>What is the expected ROI of the venture at the end of 5th year</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Expected enterprise valuation at the end of 5 years</td>
<td></td>
</tr>
</tbody>
</table>
TC 9

Investments

<table>
<thead>
<tr>
<th>Tranches</th>
<th>Duration</th>
<th>Type</th>
<th>Amount invested as Cash</th>
<th>Amount invested as Infrastructure</th>
<th>Total Proposed Invested Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>0-6 months</td>
<td>Cash / Infrastructure / Both</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>6-12 months</td>
<td>Cash / Infrastructure / Both</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>3</td>
<td>12-18 months</td>
<td>Cash / Infrastructure / Both</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>18-24 months</td>
<td>Cash / Infrastructure / Both</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>