EdCIL (India) Limited
Replies to Pre-bid queries (Pre-bid meeting held on 16.05.25)

NIT No.: EdCIL/EIS&EPS/2025-26/02 Dated: 12.05.25;

Subject: Request for proposal for Selection of an Agency for Implementation of Learning Enhancement Program in various States in India**.**

Sl.	Original Clause	Clarification Sought by Bidders	EdCIL's Reply/Clarifications/ Amendment to the relevant clause
1.	**Page no. 13 of 48: Point No. 7 of Clause 5.6: Relevant Experience** The bidder firm should have successfully executed at least **3 nos. Teacher's Training programs** with **average 1000 nos. teachers per program** for K-12 level Teachers in last 5 years.	**We request the removal of the condition** stipulating an average of 1000 teachers per program. Based on our extensive experience in implementing large-scale training initiatives, such a number within a single program undermines the quality and effectiveness of training delivery.	The bidder firm should have successfully executed **Teacher's Training programs** for **at least 3000 nos.** K-12 level Teachers in last 5 years.
2.	**Page no. 13 of 48: Point No. 7 of Clause 5.6: Relevant Experience** The bidder firm should have successfully executed at least **3 nos. Teacher's Training programs** with **average 1000 nos. teachers per program** for K-12 level Teachers in last 5 years.	In our professional opinion, this requirement is impractical. It is uncommon and logistically difficult to train such a high number of teachers effectively in one program. **We therefore request that this condition be removed.**	The bidder firm should have successfully executed **Teacher's Training programs** for **at least 3000 nos.** K-12 level Teachers in last 5 years.
3.	**Page no. 13 of 48: Point No. 7 of Clause 5.6: Relevant Experience** The bidder firm should have successfully executed at least **3 nos. Teacher's Training programs** with **average 1000 nos. teachers per program** for K-12 level Teachers in last 5 years.	We wish to submit that conducting training for 1000 teachers in a single program poses significant logistical and quality-related challenges. From a pedagogical standpoint, large-scale training programs with such high participant numbers often dilute the effectiveness of the training due to limited scope for interaction, feedback, and practical engagement.	The bidder firm should have successfully executed **Teacher's Training programs** for **at least 3000 nos.** K-12 level Teachers in last 5 years.

		In most effective training models, smaller group sizes are recommended to ensure high-quality outcomes and better capacity building. Therefore, we sincerely request that this criterion be reconsidered and revised as follows: *** Either remove the condition of training an average of 1000 teachers per program,** **OR** *** Reduce the average number to a more feasible size, such as 100 teachers per program.**	

4	**Point No. 3 of Clause 5.7: Relevant Experience**
	
	The average annual turnover of the bidder firm should be minimum **Rs. 7 Crores** (Rs. Seven crore only) during the last three financial years (2021-22, 2022-23, 2023-24).
		• Our turnover for the last three years is as follows:
		  ○ FY 2022–23: ₹4.77 Crore
		  ○ FY 2023–24: ₹9.42 Crore
		  ○ FY 2024–25: ₹9.5 Crore *(Provisional)*
		• Accordingly, the **average turnover across these three financial years amounts to ₹8 Crore**, **provided the provisional balance sheet for FY 2024–25 is considered**.
		• However, **if the provisional turnover for FY 2024–25 is not taken into account**, then the average of the two audited financial years (FY 2022–23 and 2023–24) comes to approximately **₹7.095 Crore**, but in some relaxed interpretations or exclusion of FY 2024–25 completely, it may be **₹5 Crore**.
			The average annual turnover of the bidder firm should be minimum **Rs. 5 Crores** (Rs. Five crore only) during the last three financial years (2021-22, 2022-23, 2023-24).

		Hence, we **humbly request either of the following to be considered** by the committee in the interest of fairness and inclusive participation: 1. Kindly accept the **provisional balance sheet for FY 2024–25** and consider the average turnover as ₹8 Crore, **OR** 2. If provisional turnover cannot be considered, we request you to **revise the turnover eligibility from ₹7 Crore to ₹5 Crore** to allow qualified and capable bidders like us to participate.	
5	**Page no. 13 of 48: Point No. 7 of Clause 5.6: Relevant Experience** The bidder firm should have successfully executed at least **3 nos. Teacher's Training programs** with **average 1000 nos. teachers per program** for K-12 level Teachers in last 5 years. & **Point No. 3 of Clause 5.7: Relevant Experience** The average annual turnover of the bidder firm should be minimum **Rs. 7 Crores** (Rs. Seven crore only) during the last three financial years (2021-22, 2022-23, 2023-24)	As a long-standing organization in teacher development, we have observed that optimal training outcomes are achieved in smaller group settings. Conducting a single training program for 1000 teachers often results in diminished learning impact. **Also kindly reduce the turnover to 5cr so that our company can also participate.** We, therefore, humbly request that the stipulation regarding the average of 1000 teachers **per program be removed to promote inclusivity and practical implementation.**	The bidder firm should have successfully executed **Teacher's Training programs** for **at least 3000 nos.** K-12 level Teachers in last 5 years. and The average annual turnover of the bidder firm should be minimum **Rs. 5 Crores** (Rs. Five crore only) during the last three financial years (2021-22, 2022-23, 2023-24).
6	**Page no. 13 of 48: Point No. 7 of Clause 5.6: Relevant Experience** The bidder firm should have successfully executed at	Sir, normally Teachers training batches are not this large and 1000 Teachers batch is very very restrictive and will require an auditorium if	The bidder firm should have successfully executed **Teacher's Training programs** for **at least**

	least **3 nos. Teacher's Training programs** with **average 1000 nos. teachers per program** for K-12 level Teachers in last 5 years.	done offline and for online training relevant proofs are not easily provided. This clause might restrict otherwise competitive and experienced companies from participation. We request that this clause be **changed** ***Existing Clause:*** ***7*** *Relevant Experience The bidder firm should have successfully executed at least 3 nos. Teacher's Training programs* ***with average 1000 nos. teachers per program*** *for K12 level Teachers in the last 5 years.* **Should be changed to:** ***7*** *Relevant Experience The bidder firm should have successfully executed at least 3 nos. Teacher's Training programs* **with Minimum 1000 nos. teachers** for K-12 level Teachers in last 5 years.	**3000 nos.** K-12 level Teachers in last 5 years.
7	**Page No. 5 of 48: Last Date and Time for receipts of Bids:** 21/05/2025 at 14:00 PM	--	**Last Date and Time for receipts of Bids: 28/05/2025** at 14:00 PM