NOTICE INVITING

Expression of Interest (EOI)

for

Empanelment of Training Partners under Nua Odisha Scheme

EOI Notice No. DSDE/EOI/01/2025-26

Date of Issue of EOI	23 rd April 2025
Last date for Submission of Proposals	4:00 PM IST, 22 nd May 2025

Issuer:

Directorate of Skill Development and Employment Unit 3, Sriya Square, Bhubaneswar 751001

> Email id: rfp@dsde.odisha.gov.in Website: https://skillodisha.gov.in/

Contents

1.	Background	6
2.	Objective	6
2	2.1 Objective of Empanelment Process	7
3.	Instructions to Applicant Organization	7
3	3.1 General Terms of Empanelment	7
3	3.2 Proposal	8
3	3.3 Amendment of EOI	8
3	3.4 Preparation and Submission of Proposals	8
	3.4.1 Format of Proposal Submission	8
	3.4.2 Sealing and Submission of Proposals	9
	3.4.3 The Proposals shall be sent to:	9
	3.4.4 Proposal Due Date	10
	3.4.5 Proposal Validity Period	10
	3.4.6 Confidentiality	10
	3.4.7 Correspondence with the Bidder	10
3	3.5 Pre-Bid	10
3	3.6. Bid Processing Fee	11
ŧ.	Terms of Reference	11
4	4.1 Targeted Sectors	11
4	4.2 Scope of Work	11
4	4.3 Target Beneficiaries	12
4	4.4 Geographical Coverage	12
4	4.5 Deliverables	12
	4.5.1 Mobilization of Trainees	12
	4.5.2 Training Centre Readiness	12
	4.5.3 Training	13
	4.5.4 Trainers	13
	4.5.5 Assessments & Certification	13
	4.5.6 Placements	13
	4.5.7 Post Placement Tracking	14
	4.5.8 Reporting by Program Implementing Agency/ Training Partners	14
	4.5.9 Sub-Contracting or Franchising	14
	4.5.10 Schedule of Payment	15
5.	Evaluation of Bids	15
Ę	5.1 Technical Evaluation Criteria	15
	5.1.1 Opening and Evaluation of Proposals	15

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	5.1.2 Tests of Responsiveness	15
	5.2 Evaluation and Selection of Applicant Organization for Empanelment	16
	5.3 Assumptions	16
	5.4 Right to Accept and to Reject any or all Proposals	16
	5.5 Pre - Qualification Criteria	17
	5.6 Technical Evaluation Parameters	18
მ.	Project Cost	20
7.	Selection Process	20
3.	. Proposal Ownership	21

Disclaimer

The Expression of Interest (EOI) document is neither an agreement and nor is an offer to the prospective applicant organization. The purpose of this EOI document is to provide prospective applicant organization information that may be useful to them in the formulation to their application for qualification pursuant to this EOI document. The assumption, assessments, statements, and information contained in this EOI document may not be complete, accurate, adequate, or correct. Each applicant organization should, therefore, conduct its own investigation and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements, and information contained in this EOI document and obtain independent advice from appropriate sources. Information provided in this EOI document to the applicant organization is not intended to be an exhaustive account of statutory requirement and should not be regarded as a complete or authoritative statement of law.

Directorate of Skill Development and Employment (DSDE), Bhubaneswar accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein. Directorate of Skill Development and Employment, Bhubaneswar or its employees or representatives make no representation or warranty and shall have no liability to any applicant organization, under the law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost, or expense which may arise from or be incurred or suffered on account of anything contained in this EOI document. Directorate of Skill Development and Employment, Bhubaneswar also accepts no liability of any nature whether resulting from negligence or otherwise, howsoever caused arising from reliance of any applicant organization upon the statement contained in this EOI document. It may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI documents. The issue of this document does not imply that Directorate of Skill Development and Employment, Bhubaneswar is bound to select and to appoint the selected applicant organization for restructuring and reviewing of its courses. Directorate of Skill Development and Employment, Bhubaneswar reserves the rights to rejects all or any of the proposals without assigning any reason whatsoever.

The empanelment of any applicant organization shall be at the sole discretion of the Directorate of Skill Development and Employment, Bhubaneswar and no applicant organization shall have any claim for being empaneled. In the event of any furnished information is found to be incorrect or misleading or deceptive or if there is any breach of the terms and conditions at any time by the empaneled applicant organizations, the empanelment may be terminated summarily without any notice.

Factsheet

S. No.	Milestone	Date		
1.	Issuance of EOI	23 rd April 2025		
2.	Last Date for Submission of Proposal	4:00 PM IST, 22 nd May 2025		
3.	Pre-Bid Meeting	Will be updated on https://skillodisha.gov.in/		
4.	Clarification could be sought by Applicant Organization (if required)	Queries could be mailed to rfp@dsde.odisha.gov.in till 5:30 pm 2 nd May 2025		
5.	Proposal Presentation by Shortlisted Applicant Organization	Will be communicated through email		
6.	Funding Pattern	Project Cost as per the Common Cost Norms		
7.	Proposal Validity Period	180 days		
8.	Bid Processing Fee	Non-refundable INR 15,000/- in the form of a Demand Draft		
9.	Mechanism of Approval of Proposal	 Desk Verification (as per Pre-Qualification and Technical qualification criteria) Presentation before the Executive Committee by the shortlisted applicant organizations Approval by Steering Committee Signing of Agreement Commencement of the training within 90 days from the date of signing of the MoU 		
10.	Contact Details	Proposal for Empanelment of Training Partners under Nua Odisha Scheme Directorate of Skill Development cum Employment Unit 3, Sriya Square, Bhubaneswar 751001 Email id: rfp@dsde.odisha.gov.in Website: https://skillodisha.gov.in/		

Note:

- i. DSDE, Bhubaneswar reserves the right to change any schedule. Please visit the website mentioned in the EOI document regularly for the same.
- ii. All applications submitted in response to this Expression of Interest (EOI) will be regarded as formal proposals. This means that they will be evaluated based on the criteria outlined in the EOI.
- iii. No negotiations on the pre-qualification or technical evaluation criteria will be entertained.

1. Background

The Nua Odisha scheme is designed to empower the youth of Odisha through continuous opportunities for skilling, reskilling, and upskilling. Covering all 30 districts, with a particular focus on Aspirational, Tribal, and remote areas, the scheme addresses the specific skill development needs of marginalized and vulnerable groups. Implemented collaboratively by the Directorate of Skill Development & Employment (DSDE), Directorate of Technical Education & Training (DTE&T), and the World Skill Centre (WSC), the initiative leverages both existing and new skilling institutions and industry partnerships to deliver comprehensive training.

The training program encompasses a spectrum of offerings, from foundational skill development for youth to supplementary courses and digital education options for higher education students. Key components of the scheme involve setting up state-of-the-art laboratories, providing incentives to training providers, and enhancing trainer capabilities. The Nua Odisha scheme underscores the state's dedication to fostering inclusive growth through skill enhancement, integrating advanced technologies with traditional sectors to forge a robust and sustainable future.

2. Objective

This EOI aims to broaden the scope of the Nua Odisha scheme by engaging new training partners (Skill Development agencies, industry partners, educational institutes, Government organizations, skill institutes, start-ups, MSMEs, industry associations etc.). The scheme prioritizes delivering high-quality training, fostering industry partnerships, and improving employability skills in the new age sectors. Additionally, it aims to address skill gaps in the application of modern technologies within traditional sectors such as handicrafts, handlooms, and agriculture. DSDE, Bhubaneswar intends to leverage the existing infrastructure of ITIs, governmental and private educational institutions, skill institutes, and industry to provide cutting-edge facilities for practical training in advanced technologies to youth of Odisha. This EOI aims to invite proposals from organizations to be empaneled for delivering training under the Nua Odisha scheme, addressing the skilled manpower requirements across various sectors in the state of Odisha.

The objectives are:

- To undertake project-based skilling interventions, primarily to meet the skilling needs
 of marginalized or vulnerable groups (to mean hereafter such as Scheduled Castes
 and Tribes, transgender, persons with disabilities, any other category which identifies
 as marginalized/vulnerable and is so considered/recognized by Government of India)
 which may not meet all the parameters of a standardized training program due to
 special circumstances.
- To undertake short-term skilling initiatives in new age technologies, emerging trades, due to the rapid changes in the future of work, and to promote training in Future Skills.
- To undertake special projects covering skilling initiatives undertaken by reputed

industry bodies offering captive placements opportunities.

2.1 Objective of Empanelment Process

- Such empanelment (the "Empanelment Process") shall be based on evaluation of the proposal and financial capability of Applicant Organization in line with the criteria described in pre-qualification criteria.
- ii. Applicant organizations selected for empanelment pursuant to this EOI may be allocated work in mutual consultation, to impart skills training in the State under Nua Odisha Scheme. Costing of sanctioned work shall be determined in accordance with the Common Norms notified by the Ministry of Skill Development and Entrepreneurship and subsequent modifications to it, or as notified by DSDE from time to time.

3. Instructions to Applicant Organization

- Applicant organizations to submit their hardcopy proposals to DSDE office within the deadline (4:00 pm on 22nd May 2025)
- ii. Applicant Organization must be eligible to apply for empanelment as per prequalification criteria. **Bidding as a consortium/ joint venture will not be permitted by DSDE**.
- iii. Based on proposals submitted by Applicant Organization in response to this EOI, DSDE will empanel eligible organizations for providing NSQF-aligned placement linked skill training to the youths of the state.
- iv. Any changes to the EOI shall be uploaded on the website of DSDE, Bhubaneswar https://skillodisha.gov.in However, there shall be no further newspaper advertisement with respect to the EOI process. Hence applicant organization should regularly visit the above-mentioned website and keep themselves updated on the EOI process and any communication made in relation to the EOI process.
- v. Agencies may submit applications for a maximum of five job roles in a single proposal.
- vi. Government agencies, educational institutions, private entities willing to provide training free of cost or under CSR or in co-payment mode may be considered taking into account the amount of project cost involved vis-à-vis the outcome proposed.

3.1 General Terms of Empanelment

- i. Bidders must be eligible to apply for empanelment as per pre-qualification criteria. Bidding as a consortium/ joint venture will not be permitted by DSDE.
- ii. The tenure of the empanelment will be till 31st March 2026
- iii. DSDE, at its discretion, can modify or terminate the MoU in the event of change in law or without assigning any reason(s).
- iv. DSDE, at its discretion, can terminate the empanelment of PIA in the event of failure of PIA to remain eligible in view of prevailing eligibility conditions (as revised from time

- to time) or to perform as per contract deliverables or other relevant reason(s).
- v. Applicants are to propose **maximum of 5 job roles** in accordance with their preference from the list of job roles given in **Schedule C** and shall be willing to operate in tribal dominated districts or list of districts as given in **Schedule B**.
- vi. Mere empanelment with DSDE does not guarantee any form of work allotment.

3.2 Proposal

- i. The EOI document shall be available on the website https://skillodisha.gov.in/
- ii. Agencies are hereby invited to submit their Expression of Interest (EOI) for providing their services to DSDE, Bhubaneswar. Proposal so submitted shall form the basis for future discussion and ultimately an agreement between the selected agency and DSDE, Bhubaneswar.
- iii. The applicant organization can provide details of their proposal in the format as provided in **Annexure 1.**
- iv. Short Term Trainings (STTs) would generally range between 300 600 hours as prescribed in the NSQF aligned Job Roles as per market/industry demand. Trainings of short duration (<300 hrs) or long duration (>600 hours) can be offered depending on requirement in specific cases with assured placements.
- v. A description of the assignment, terms of reference and its objectives are given in this document.
- vi. DSDE, Bhubaneswar is not bound to accept any of the proposals submitted. DSDE may reject any and / or all the proposals without assigning any reasons thereof.
- vii. Any proposals containing vague and indefinite expressions will not be considered.
- viii. Applicant organizations are requested to go through the EOI document carefully before preparing and submitting their proposal.
- ix. DSDE will not be responsible for loss of proposal or for delay in transit.

3.3 Amendment of EOI

- i. At any time before the submission of proposals, DSDE, Bhubaneswar may, for any reasons, whether at its own initiative or in response to a clarification requested by an invited applicant organization, modify the document by issuance of Addenda. The amendment will be notified on the website https://skillodisha.gov.in/ and revised documents / clarification if any, shall also be uploaded on the website.
- ii. Any addenda issued subsequent to this EOI, but before the Proposal Due Date, will be deemed to form part of this EOI.

3.4 Preparation and Submission of Proposals

3.4.1 Format of Proposal Submission

- a. The Bidder shall provide all information sought under this EOI. DSDE will evaluate only those proposals that are received in the required formats and complete in all respects.
- b. Incomplete proposals in any respect shall be summarily rejected and no further request for the same shall be considered.
- c. The proposal should be neatly typed in indelible ink and signed by the authorized signatory of the Bidder. All pages should be numbered and signed by the authorized signatory. All alterations, omissions, additions or any other amendments made to the Proposal must be initialed by the person(s) signing the proposal.

3.4.2 Sealing and Submission of Proposals

- a. The Applicant Organization shall submit the proposal in the formats specified in the Appendices, inside a sealed envelope marked as: "Proposal for Empanelment of Training Partners under Nua Odisha Scheme". The envelope shall clearly indicate the name, contact number and address of the Applicant Organization.
- b. The documents accompanying the Proposal shall be numbered serially and placed in the order mentioned below, along with this checklist:

S. No.	Description	Reference
1	Cover Letter with the Bid	
2	Affidavit on not being blacklisted	
3	Applicant Organization Details	
4	Financial Capability Statement	
5	Training and Placement Record	
6	Working Experience in LWE areas / Tribal districts	
7	Trainer's details and information	
8	District and Sector Preferences	
9	Additional Information	
10	Authorization for Signing of Bid	

- c. Proposals shall be submitted in prescribed proforma along with other documents and placed in sealed cover addressed to the 'Director of Skill Development and Employment cum CEO OSDA' in the address as mentioned in this document in Section 3.4.3.
- d. Indexing: Ensure that all pages of the proposals submitted are numbered. Proposals to include an index sheet summarizing the page numbers. This index shall outline the main headings and subheadings for easy navigation. Arrange your documents in the above given order with documentary proofs. Any proposal without proper indexing and page marking shall be rejected.

3.4.3 The Proposals shall be sent to:

The Director,

Directorate of Skill Development and Employment, Unit 3, Sriya Square, Bhubaneswar 751001

Email id: rfp@dsde.odisha.gov.in

Website: https://skillodisha.gov.in/

Hardcopy proposals should be submitted at the address mentioned above by Registered/Speed Post or courier only. Any other mode of submission of the proposal shall not be entertained.

3.4.4 Proposal Due Date

- a. Proposals should reach DSDE by **4:00 PM IST on 22nd May 2025** at the address provided above in section 3.4.3 in the manner and form as detailed in this EOI. DSDE may, at its sole discretion, extend the Proposal Due Date by issuing an Addendum in accordance with clarifications uniformly for all Bidders.
- b. Proposals received by DSDE after **4:00 PM IST on 22nd May 2025** shall not be considered and shall be summarily rejected. DSDE will not be responsible in any manner for late receipt of Proposals.
- c. Once the proposal is submitted to DSDE, it will become the property of DSDE.

3.4.5 Proposal Validity Period

The proposals shall be valid for a period of 180 days from the last date of submission of the proposal.

3.4.6 Confidentiality

- a. Information relating to the examination, clarification, evaluation and recommendation for the Bidders shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional advisor advising DSDE in relation to, or matters arising out of, or concerning the Empanelment Process.
- b. DSDE will treat all information, submitted as part of the Bid, in confidence and will require all those who have access to such material to treat the same in confidence. DSDE may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory entity and/or DSDE.

3.4.7 Correspondence with the Bidder

DSDE reserves the right to not entertain any correspondence with any applicant organization in relation to the acceptance or rejection of any Bid.

3.5 Pre-Bid

- a) Pre-Bid Meeting shall be held in online/offline/hybrid mode at Bhubaneswar in due course of time as notified by DSDE.
- b) During Pre-Bid Meeting, the applicant organizations will be free to seek clarifications and make suggestions for consideration of DSDE. DSDE shall endeavor to provide clarifications

- and such further information as it may, in its sole discretion, consider appropriate for facilitating a fair, transparent and competitive Empanelment Process.
- c) Applicant organizations are advised to submit their pre-bid queries addressed to the Director of Skill Development and Employment cum CEO OSDA, Bhubaneswar. Queries should be mailed to rfp@dsde.odisha.gov.in from the date of issuance of EOI to 5:30 pm 2nd May 2025. Applicant organizations are requested to give proper contact details with one valid email id for communication with an assigned SPOC name and designation in the proposal and the mails for further communication. The responses to the queries shall be sent through email.
- d) The subject line of the email should be: "Query: DSDE/EOI/01/2025-26"
- e) Raising pre-bid queries is not mandatory.

3.6. Bid Processing Fee

Every applicant organization in the bidding process must furnish a **non-refundable** bid processing fee of **INR 15,000/-** (Rupees Fifteen Thousand) only in the form of a demand draft in favor of "**Director of Employment and CEO OSDA Bhubaneswar**" payable at "Bhubaneswar" drawn on any commercial bank.

4. Terms of Reference

4.1 Targeted Sectors

Sectors with **new age trades** viz. Electrical Vehicle, Drone Technologies, Artificial Technologies, Database Administration, IoT, Software Development, Robotics, Industry 4.0, Manufacturing Technologies, AutoCAD, Agri Tech, Cloud Computing, 3D Printing, Cyber Security, etc. as well as trades that integrate new technologies into traditional sectors (such as handicrafts, handlooms, and agriculture).

Sectors such as automotive, telecom, IT-ITES, electronics, hospitality, BFSI, and food processing that focus on future skills trades that address the evolving demands of Industry 4.0 and Web 3.0, catering to the changing landscape of work and labor market needs. A reference to such trades has been provided in **Schedule C** (the list is indicative).

4.2 Scope of Work

- Provide training in new-age technologies and various emerging trades to meet market demand.
- Democratize skilling by offering high-end courses to youth in educational and skilling institutions, improving their employability.
- Address the skilling needs of marginalized communities (SC, STs, PwDs, Women) and the traditional sector for inclusive skilling.
- Establish state-of-the-art training centers with equipped labs, train the trainers, and develop curriculum for an enabling skilling ecosystem.
- Foster effective industry collaboration through a differential approach and suitable

- incentives to enhance training quality and outcomes.
- Providing employment opportunities to the candidates through captive employments and placements.

4.3 Target Beneficiaries

The scheme will be open for any youth interested in skilling and possessing the required qualification as prescribed in the specific Job Role. Focus will be on including women, PwDs, transgenders and youth from the SC, ST, minority communities.

4.4 Geographical Coverage

The scheme will be implemented across the state covering all the 30 districts. Special emphasis will be given to Tribal dominated areas, Left Wing Extremism (LWE) affected districts, remote and difficult geographies.

4.5 Deliverables

4.5.1 Mobilization of Trainees

- a) Mobilization, counselling and selection of the candidates is the primary responsibility of the Training Partner.
- b) Mobilization should be accompanied with counselling wherein empaneled agency/applicant organization is expected to provide candidates with all possible information on the nature of work in the sector/trade, availability of jobs, potential pay and entitlements, growth prospects and risks involved, with the aim of helping candidates and their families make informed choices.
- c) Registration of trainees must be linked to their Aadhaar identity, which the empaneled agency/applicant organization are expected to facilitate before registration of trainee.

4.5.2 Training Centre Readiness

- a) Training can be residential or non-residential.
- b) Applicant organizations are required to have dedicated training centers for skill training.
- c) Training centers must be verified and approved by concerned DSDEOs and principal of ITIs/Polytechnic prior to initiation of training.
- d) Each training center must be equipped with the infrastructure prescribed under the relevant Qualification Pack by the concerned Sector Skill Council for the NSQF aligned job roles in which training will be imparted.
- e) Training center infrastructure (land and building) may be owned or hired.
- f) Aadhar Enabled Biometric Attendance System (AEBAS) is mandatory for trainees for capturing the real time attendance of the trainees and minimum 70% attendance is mandatory at the hostel and training center.
- g) All training centers must be established as per the center specification norms set by NSDC/ concerned SSC and as prescribed for the relevant Qualification Pack/s by the concerned

- Sector Skill Council for the job roles in which training will be imparted.
- h) Government of Odisha has set up Skill Development Center in different parts of Odisha for setting up of training centers by empaneled training providers. List of vacant SDCs is available **Schedule D**. Interest organizations may indicate their willingness for hiring of these centers.

4.5.3 Training

- a) Organization must create a batch size of not less than 15 and not more than 30 trainees for conducting skill development training. Training partners should select right candidates to avoid dropouts. They should ensure that there are no dropouts during the training period, in case, there is a dropout, training partner should maintain the batch strength in order to facilitate for the assessment.
- b) Organization is not allowed to provide training through a franchisee arrangement. No part of training center or training shall be sub-let to any agency/individual in any form.
- c) Empaneled organization shall be responsible for all aspects of the training including center readiness, providing lodging and boarding facilities to the trainees in case of residential training, quality of training delivery, assessment and certification, and placements required from the training.

4.5.4 Trainers

- a) The trainers must be mandatorily a certified Training of Trainer (ToT) with relevant experience in the said job roles/sector as per NSDC norms.
- b) Persons deployed as trainers by the organizations must be competent instructors in possession of requisite Qualification, Certification, Knowledge, Skills, and Experience in their domain.

4.5.5 Assessments & Certification

- a) After completion of training, trainees would be assessed and certified by third party assessing agency like Sector Skill Council or SCTE&VT or any other reputed agency for NSQF Job roles as decided/ allowed by DSDE, Bhubaneswar
- b) Organization should also conduct regular internal assessment in the form of quizzes, assignments, and tests to develop the learning habit among trainees and the records should be maintained.
- c) If a candidate fails in the third-party assessment post completion of training, then the candidate will be allowed to appear for reassessment and the cost shall be borne by the Training Partner. No further chance of reassessment shall be given post second reassessment.

4.5.6 Placements

a) "Placed" means the candidate should be placed in the relevant sector in which he/ she has been trained or allied sectors and his / her gross remuneration should not be below the

- minimum wages of the state in which he/ she has been placed. The candidate should be placed within 3 months of certification and for release for third tranche of payment, he/she should work at least 3 months in the job.
- b) Internships and apprenticeships shall not be considered as placements.
- c) Training vis-à-vis certification and placement shall be a crucial element for assessing the performance of organization. Training Partners to ensure at least 70% of placement of certified candidates for each batch while captive employers (project under RTD model) to ensure 80% placement.
- d) Payment to organization shall be in line with the Nua Odisha scheme guidelines. It shall also be linked to achievement of training and placement outcomes as detailed in the scheme guidelines.
- e) The training partner shall have to follow up with the employer for 3 months and provide the offer letter, joining letter, salary slips and bank statements of the candidates for first, second and third month after placement for verification for release of last tranche of payment.

4.5.7 Post Placement Tracking

- a) To ensure sustained benefits from training, agency is required to track and report successfully placed candidates as per scheme guidelines.
- b) For candidates provided with wage employment in any industry, information like appointment letter/offer letter/ bank statements/salary slips etc. must be maintained and submitted per terms of the agreement of the MoU.
- c) Database of successful trainees should be countersigned by concerned DSDEOs before submission to DSDE, Bhubaneswar for record & reference.
- d) Entire placement related information and related documents to be uploaded in the Skills Hub portal of DSDE by the Training Partner.

4.5.8 Reporting by Program Implementing Agency/ Training Partners

- a) DSDEOs/DSDE may seek reports from Training Partners whenever required to review the progress of the implementation.
 - b) All records including but not limited to attendance, batch creation, class progress, assessment, certification, and placements, must be maintained both manually (hard copies should be countersigned by concerned DSDEOs before submission to DSDE as per agreement signed between DSDE and Empaneled Training Partners) and should be uploaded on to www.skillhub.skillodisha.gov.in, the state's Skill Management Information System. Likewise, attendance of trainees must be maintained both in the form of hard copies and through Aadhar enabled biometric records to be uploaded on www.skillhub.skillodisha.gov.in.

4.5.9 Sub-Contracting or Franchising

d) Training Partners cannot subcontract the conduct of training. No part of training center or

- training shall be sub-let to any agency/individual in any form.
- a) Training Partners cannot operate the training centres via a franchisee arrangement.
- b) If sub-contracting/sub-letting of the training program is established at any point of time, then action against the Training Partner shall be initiated including termination of the MoU and blacklisting of the Training Partner.

4.5.10 Schedule of Payment

The Payments will be made to Training Partners as per Common Norms laid down by Ministry of Skill Development and Entrepreneurship, Govt. of India.

The tentative payment milestones are given in **Schedule A**, however, the final payment milestones shall be a part of MoU.

- The payment made against the dropout/ineligible candidates shall be adjusted in the next/last tranche of payment.
- Any excess payment made to the Training Partner at any point of time during the project to be recouped/ recovered/adjusted from the final payment.

4.5.11 Period of the Agreement

The Agreement shall remain valid till March 31, 2026, unless it is terminated earlier.

5. Evaluation of Bids

5.1 Technical Evaluation Criteria

5.1.1 Opening and Evaluation of Proposals

- a) Proposal opening date and other relevant details shall be notified on https://skillodisha.gov.in
- b) DSDE will subsequently examine and evaluate the proposals in accordance with the provisions set out in **sections 5.5 and 5.6.**

5.1.2 Tests of Responsiveness

- a) Prior to evaluation of Proposals, DSDE shall determine whether each Proposal is responsive to the requirements of the EOI. A Proposal shall be considered responsive only if:
 - It is received with in the due date and time including any extension thereof.
 - It is accompanied by Bid Processing Fee
 - It does not contain any condition or qualification; and
 - It is complete in all respects.
- b) DSDE reserves the right to reject any proposal which is incomplete and no request for alteration, modification, substitution or withdrawal shall be entertained by DSDE in respect of

such proposals.

5.2 Evaluation and Selection of Applicant Organization for Empanelment

- a) Applicant organization deemed eligible as per section 5.5 and 5.6 and responsive as per section 5.1.2 will be evaluated on their qualifications as well as suitability for the state of Odisha.
- b) The selection process would involve an evaluation of the Technical Proposal (Part A) and Organizational Strength ("Part B") which includes A&M presentation (Part B.1 (d)).
- c) Applicant organization which scores at least 48 out of 80 possible marks (60%) in Part A (referred to as "Shortlisted Bidders") shall qualify for making a Technical Presentation before the Executive Committee of Nua Odisha.
- d) The shortlisted bidders scoring a **minimum of 60 out of total 100 marks** shall be recommended to the Steering Committee.
- e) The decision of Steering Committee is final and binding.

5.3 Assumptions

It shall be deemed that by submitting a proposal, the applicant organization has:

- a. made a complete and careful examination of the EOI.
- b. furnished all relevant information requested from DSDE.
- c. satisfied itself about all matters, things, and information necessary for submitting an informed proposal and for execution of work in accordance with the EOI and for performance of all its obligations there under.

5.4 Right to Accept and to Reject any or all Proposals

- a) Notwithstanding anything contained in this EOI, DSDE reserves the right to accept or reject any proposal and to annul the Empanelment Process and reject all Proposals at any time without any liability or any obligation for such acceptance, rejection, or annulment, and without assigning any reasons thereof.
- b) Such misrepresentation/improper response as described herein shall lead to the disqualification of the applicant organization
- c) In case it is found during the evaluation of proposals or at any time before signing of the Agreement or after its execution and during the period of subsistence thereof, that one or more of the pre-qualification conditions have not been met by the applicant organization or that the applicant organization has made material misrepresentation or has given any materially incorrect or false information, the applicant organization shall be disqualified forthwith and the Agreement, if signed, shall be liable to be terminated by a communication in writing by DSDE to the applicant organization, without DSDE being liable in any manner whatsoever to the applicant organization.

The selection process shall be based on the Evaluation Criteria provided in the table below:

5.5 Pre - Qualification Criteria

S. No.	Criteria	Document Evidence to be Submitted
1	The applicant organization must be a registered legal business Entity in India under the Companies Act, or a partnership firm registered under the Limited Liability Partnership Act in India/ Government organizations/institutions, Trust, Societies, NGOs, Industrial associations, cooperatives, educational institutions, MSME, Start-ups, etc., and operating for the last 5 years in India as of March 31, 2025	Certificates of Registration Certificate of Incorporation Registration for GST Copy of PAN
	The applicant organization must have a valid GST registration and PAN number. Consortium/Joint Ventures will not be allowed.	
2	The applicant organization should be an NSDC Partner or MoRD Partner or Partnership with any Ministry/ State Government and Must have completed at least 3 short term placement linked skill training projects in the last 5 years as on 31st March 2025	 Documentary evidence of valid NSDC partnership, partnership with MoRD (PRAN Number)/ other ministry/state government/ Copy of agreement/work order Relevant sanction orders from the State / Central Government MoUs signed with the client. Project Details in the proforma (Annexure 9)
3	Should not have been blacklisted, suspended, or terminated by any agency of the Central Government, PSUs or by any department of State Government of India.	Affidavit of INR 100 or above Non- Judicial Stamp Paper – for not been blacklisted (Annexure 4)
4	Minimum average turnover in the last 5 years not less than 3 crores (2019-2020 to 2023-24)	Duly certified by a CA (Annexure 6)

5.6 Technical Evaluation Parameters

Evaluat	Evaluation Criteria for Applicant Organization (Maximum of 100 Marks)				
S. No.	Parameter	Maximum Marks			
Part A:	Part A: Technical Proposal				
A.1	Technical Qualifications – Experience	Max. Marks: 50			
а)	Short Term skill training conducted in the last 5 financial years across all sectors (FY – 2020-2021, 2021-2022, 2022-2023 and 2023-2024, 2024-25) Scoring: Candidates trained cumulatively in the last 5 financial years. 5000 & above – 15 marks 3000 - 4999 – 10 marks 1000 - 2999 – 5 marks Supporting documents as indicated in Annexure 5 *RPL numbers shall not be considered for this criterion	15			
b)	Additional marks for experience in skill training in LWE affected areas/ Tribal districts Scoring: More than 5 projects – 10 marks Between 3 – 4 projects – 7 marks Between 1 – 2 projects – 5 marks Supporting document: Copy of agreement/work order and MoUs signed with the client. List of districts with details of projects to be provided with same highlighted in the agreement or work order.	10			
с)	Additional marks for experience in skill training in new age technologies/emerging trades or dedicatedly conducted skill training for special category such as PwDs, women, minority, PVTG etc. Scoring: More than 5 projects – 10 marks Between 3 – 4 projects – 7 marks Between 1 – 2 projects – 5 marks Supporting document: Copy of agreement/work order and MoUs signed with the client.	10			

	Number of trainees placed post skill training & certification	
d)	across all sectors. Scoring: Placement numbers against the certified candidates: 3500 & above – 15 marks 2100 - 3499 – 10 marks 700 - 2099 – 5 marks	15
	Supporting documents as indicated in Annexure 5	
A.2	Financial Qualifications	Max. Marks: 15
a)	Average annual turnover in past 5 years (FY – 2019-2020, 2020-2021, 2021-2022, 2022-2023 and 2023-2024) Scoring: More than 10 crores: 15 marks Between 5 to 9.9 crores: 10 marks Between 3 to 4.9 crores: 5 marks	15
	Supporting document: CA certificate as indicated in Annexure 6	
	Proposal Strength	35
B.1	Trainer Qualifications	Max. Marks: 35
a)	At least 2 trainers for each proposed job role with recognized and valid SSC certification & minimum of 3 years of work/training experience for proposed qualification pack/ job role.	10
	Scoring: Yes - 10 marks No - 0 marks	
	Supporting document: List of trainers with years of experience, qualification and copy of valid certification (Annexure 8)	
c)	Organization's capability to provide placement opportunities to trained candidates.	5
	Scoring: - Valid LOIs from potential employers having valid GST number equal to target - 5 marks and Or	
	Captive placement of 80% or above of certified candidates – 5 marks	
	(Details to be shared on the Letter Head of Recruiting Organization with GST registration proof and PAN Number, applicant organization must attach the Supporting documents for Placement Tie-ups/ Letter of Intents as indicated in Annexure 7)	

d)	Appro	ach and methodology for the assignment			
	a)	a) Approach to achieve project goals within			
		desired parameters.	20		
	b)	Methodology adopted for the completion of each activity.			
	c)	Mobilization plan			
	d)	Key milestone of the project			
	e)	Prospective timeline for each activity and completion of target			
	f)	Strategies for accomplishing the project within			
		timelines.			

6. Project Cost

The project cost to be prepared in consideration of the following factors:

- a. Training cost will include course fees, remuneration of trainers, course handbooks, raw materials, training aid, maintenance of tools, infrastructure wear & tear, training of trainers, industry visit expenses, consumables, electricity expenses, counselling expenses, supervisory & housekeeping, mobilization, assessment cost, rewarding cost, post certification monitoring etc.
- b. Cost of the training will be primarily based on the extant Common Norms notified by Ministry of Skill Development & Entrepreneurship (MSDE), Government of India.
- c. Given the special nature of the scheme, the training cost, uniform cost, Lodging and Boarding, Assessment etc. will be examined on case-to-case basis taking into consideration the amount of project cost involved vis-à-vis the outcome proposed (as per Common cost norms for NSQF aligned). The applicant organization may furnish the required information in forms as provided in **Annexure 2.**

Project Cost details to be submitted in the formats provided in **Annexure 2**. The Executive Committee shall deliberate, discuss and recommend the proposals on scoring of cut-off marks as specified in section 5.6 to the Steering Committee for final approval.

Funds shall be released to the project implementing agencies/ training partners based on the projects approved by the Steering Committee of Nua Odisha.

7. Selection Process

- a) Applicant organization may submit their proposals as per the deadline indicated in this document after which the desk verification of the documents submitted shall be undertaken by the Screening Committee.
- b) The proposal will undergo initial scrutiny based on Pre- Qualification criteria. Eligible proposals will then be evaluated according to the parameters outlined in section 5.6.
- c) DSDE reserves the right to do a reference check of the past experience stated by the organization. Any feedback received during the reference check shall be taken into account for the evaluation.

- d) The applicant organization shall be shortlisted based on the evaluation criteria mentioned in this document which are aligned with program requirements.
- e) The shortlisted proposal will be presented to the Executive Committee.
- f) Applicant organization will be invited to make a presentation to the Executive Committee.
- g) Proposals scoring **minimum of 60 marks out of 100** shall be put up to Steering Committee for final approval
- h) The Steering Committee will provide the final approval for the proposal.

8. Proposal Ownership

All proposals submitted to DSDE, Bhubaneswar shall become the property of DSDE, which shall not be liable to be returned to the proposer. DSDE shall, however, maintain confidentiality of the information contained within the proposals. DSDE shall be entitled to share the proposals and the information contained therein with the agencies and individuals involved in the process of evaluation and its advisors, consultants, lawyers etc. and as may otherwise be required to be disclosed under law.

Schedule A: Cost of the Project

- a) Cost of the training will be primarily based on the extant Common Norms notified by Ministry of Skill Development & Entrepreneurship (MSDE), Government of India.
- b) It is mandatory for the Training Partners to ensure placements of the trained & certified youth in the relevant jobs vis-à-vis the job roles they were trained in.
- c) The salaries of the candidates should be equal or above the minimum wages of the state where the candidates are placed.

The payment to the training partners shall be made on fulfillment of the following criteria:

Installment	Percentage of Training Cost- Batch wise		
		On commencement of training batch against validated candidates subject to submission of equal or more amount of Bank Guarantee	
First	30	The PIA can also opt directly for 70% of the training cost (First & Second installment together) at once on successful completion of training and certification of the candidates.	
		On successful completion of training and third-party certification of trainees.	
Second	40	The 2nd tranche will be calculated based on total cumulative 70% payment for candidates actually certified.	
		The PIA can also opt directly for 70% of the training cost (First & Second installment together) at once on successful completion of training and certification of the candidates.	
Third	30	On 70% verified placement on outcome	

NB: The payment towards dropout candidates will not be considered for 2nd and 3rd tranche.

Any excess payment made shall be recouped/adjusted/ recovered from the Training Partner during the final payment.

Third installment of 30% of training cost would be released to the PIA subject to the following conditions:

S. No.	Conditions	Payment Clause	Additional Information
1	Placement Outcome achieved for 70% and more candidates placed in each batch within 3 months of training for a period of minimum 3 months.	PIA eligible for 100% Payment	Submission of placement details of the placed candidates in the prescribed format duly countersigned by the PIA and the concerned District Skill Development cum Employment Officer along with the post placement supporting documents.
2	Placement Outcome achieved for 40%-69% candidates placed in each batch within 3 months of training for a period of minimum 3 months.	PIA eligible for Pro-rata basis payment	 The data with the required documents to be uploaded in the Skill Hub portal. Upon verification of genuineness of placement through empaneled third-party placement verifying agency of DSDE.
3	Below 40% candidates placed in each batch within 3 months of training for a period of minimum 3 months.	No Payment	If the PIA fails to ensure placement of minimum 40% of the certified candidates within three months of successful completion of training per batch then no payment shall be made against the third tranche.

Schedule B: List of Priority Districts

Priority will be given to the training partners who are willing to work in the below mentioned districts, however, the allocation of districts and targets will be solely under the discretion of DSDE. DSDE may ask training partners to work in other districts which are not mentioned here.

List of Districts

- 1. Angul
- 2. Boudh
- 3. Bhadrak
- 4. Bolangir
- 5. Deogarh
- 6. Gajapati
- 7. Jajpur
- 8. Kandhamal
- 9. Kalahandi
- 10. Keonjhar
- 11. Korpaut
- 12. Malkangiri
- 13. Nabarangpur
- 14. Nuapada
- 15. Rayagada
- 16. Sonepur
- 17. Sambalpur

Schedule C: List of Trades

Applicant organizations prioritizing training and placements in contemporary/emerging/new-age job roles, future skills, or traditional sectors, will receive preference.

As per guideline, the scheme focuses to foster sectors with **new age trades** Viz. Electrical Vehicle, Drone Technologies, Artificial Technologies, Database Administration, IoT, Software Development, Robotics, Industry 4.0, Manufacturing Technologies, AutoCAD, Agri Tech, Cloud Computing, 3D Printing, Cyber Security, etc. As well as trades that integrate new technologies into traditional sectors (such as handicrafts, handlooms, and agriculture).

The details with respect to no. of NOS, NSQF level, Cost Category, duration etc. would be as per the Model Course Curriculum notified by respective SSCs.

The Applicants may specify / suggest job roles other than the ones stated in the preferred Job Roles list below based on the State's requirements. Addition and Allotment of such job roles will be at sole discretion of DSDE.

An indicative list of job roles is given in the table below:

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
1	Apparel	Finisher and Packer	AMH/Q2255	300	I
2	Apparel	Advance Pattern Maker (CAD/CAM)	AMH/Q1101	510	I
3	Apparel	Fashion Designer	AMH/Q1201	570	I
4	Apparel	Inline Checker & Measurement	AMH/Q0103	420	I
5	Apparel	Production Supervisor- Sewing	AMH/Q2101	570	I
6	Automotive	Automotive Maintenance Lead Technician- Electrical	ASC/Q6801	504	I

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
7	Automotive	Automotive Body Painting Operator	ASC/Q3303	304	I
8	Automotive	Automotive Welding Machine Master Technician	ASC/Q3105	560	I
9	Automotive	Automotive Showroom Host	ASC/Q1103	330	II
10	Automotive	Automotive Assembly Operator	ASC/Q3604	360	I
11	Automotive	Automotive Assembly Technician	ASC/Q3601	450	I
12	Automotive	Automotive CNC Machining Technician	ASC/Q3503	450	I
13	Automotive	Electric Vehicle Assembly Operator	ASC/Q3606	300	I
14	Automotive	Electric Vehicle Assembly Technician	ASC/Q3605	420	I
15	Automotive	Electric Vehicle Maintenance Technician	ASC/Q6809	420	I
16	Automotive	Electric Vehicle Product Design Engineer	ASC/Q8104	510	I
17	Automotive	Electric Vehicle Quality Control Inspector	ASC/Q6307	420	I
18	Automotive	Electric Vehicle Service Lead Technician	ASC/Q1424	510	I
19	Automotive	Electric Vehicle Test Engineer	ASC/Q8406	510	I
20	Automotive	Supervisor - 2 and 3-Wheeler Electric Vehicle Services	MSU/ASC/Q0101	540	II
21	Automotive	Automotive Electric Vehicle BSS (Battery Swapping System) Planning Engineer	ASC/Q8314	630	I
22	Beauty &	Assistant Beauty Therapist	BWS/Q0101	450	II

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
	wellness				
23	Beauty & wellness	Assistant Hairdresser and Stylist	BWS/Q0201	390	II
24	Beauty & wellness	Assistant Nail Technician	BWS/Q0401	330	II
25	Beauty & wellness	Assistant Spa Therapist	BWS/Q1001	390	II
26	Beauty & wellness	Hairdresser & Stylist	BWS/Q0202	510	II
27	Beauty & wellness	Nail Technician	BWS/Q0403	420	II
28	Beauty & wellness	Professional Makeup Artist	BWS/Q0306	570	II
29	Beauty & wellness	Spa Therapist	BWS/Q1002	390	II
30	Beauty & wellness	Assistant Beautician	STC-B&W/2024/0607	420	
31	BFSI	Sales Associate - Direct Channel	BSC/Q8407	420	III
32	BFSI	Back Office Associate - Financial Services	BSC/Q4102	420	III
33	BFSI	GST Assistant	BSC/Q8102	480	III
34	BFSI	Mutual Fund Distributor	BSC/Q3802	420	III
35	BFSI	Customer Service Associate-Financial Services	BSC/Q8406	480	III
36	Capital Goods & Manufacturing	CNC Turning Programmer	CUTM/CGS/Q6617	570	
37	Capital Goods & Manufacturing	CNC Milling Programmer	CUTM/CGS/Q6616	570	

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
38	Capital Goods & Manufacturing	CNC Turning	CSC/Q0418	510	I
39	Capital Goods & Manufacturing	CNC Milling	CSC/Q0417	510	I
40	Capital Goods & Manufacturing	CNC Programmer -Tool Room	QG-4.5-CG-02403-2024- V1-MSME	600	
41	Capital Goods & Manufacturing	Jr. Technician - Inspection & Quality Control	QG-03-CG-02399-2024- V1-MSME	600	
42	Capital Goods & Manufacturing	JR. Technician – Welding	QG-03-CG-02400-2024- V1-MSME	600	
43	Capital Goods & Manufacturing	Junior Designer CAD/CAM	QG-4.5-CG-02404-2024- V1-MSME	600	
44	Capital Goods & Manufacturing	Sr. Technician - Mechatronics	QG-4.5-CG-02405-2024- V1-MSME	600	
45	Capital Goods & Manufacturing	Technician -CNC Machining	QG-04-CG-02411-2024- V1-MSME	600	
46	Chemicals & Petrochemicals	Machine Operator Assistant- Injection Moulding	2021/CP/CIPET/04611	480	
47	Chemicals & Petrochemicals	Machine operator Assistant - Plastics Processing	2021/CP/CIPET/04610	480	
48	Chemicals & Petrochemicals	Machine Operator Assistant- Plastics Recycling	2021/CP/CIPET/04615	480	
49	Chemicals & Petrochemicals	Technician: Battery (Alkaline) Maintenance, Processing and Recycling	RSC/Q7103	450	I

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
50	Construction	4D BIM Planner - Planning and Monitoring	CON/Q2102	600	I
51	Construction	BIM Coordinator – Design	CON/Q2103	600	I
52	Construction	BIM Technician – Object Creation	CON/Q2109	510	I
53	Construction	Assistant Construction Fitter	CON/Q1202	300	I
54	Construction	Assistant Construction Painter & Decorator	CON/Q0502	360	I
55	Construction	Assistant Scaffolder - System	CON/Q0314	330	I
56	Construction	Assistant Shuttering Carpenter	CON/Q0302	360	I
57	Construction	Construction Fitter	CON/Q1205	360	I
58	Construction	SAFETY SUPERVISOR (OSHE)	SSD/Q0102	600	
59	Construction	Smart Electrician	SVSU/CO/Q4000	510	
60	Electronics & HW	Battery System Repair Technician	ELE/Q7001	450	I
61	Electronics & HW	Electronic Hardware Assembly Operator	ELE/Q6605	450	I
62	Electronics & HW	Battery System Assembly Operator	ELE/Q6604	450	I
63	Electronics & HW	Field Technician – Air Conditioner	ELE/Q3102	600	I
64	Electronics & HW	HVAC Technician	ELE/Q3112	600	1
65	Electronics & HW	Mechatronics Senior Technician	QG-4.5-AU-00622-2023- V1-SVSU	510	
66	Electronics	Assistant Drone Technician	ELE/Q7004	420	I
67	Electronics	Drone Application Developer	NIE/ELE/Q2501	540	I

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
68	Electronics	Drone Service Technician	ELE/Q7003	450	I
69	Electronics	Drone Manufacturing and Assembly Technician	ELE/Q7307	450	I
70	Electronics	Assistant Robotics Technician (Introduction)	ELE/Q7203	420	I
71	Electronics	Junior Engineer Drone (R & D)	ELE/Q6703	540	I
72	Electronics	Assistant Robotics Technician (Introduction) World Skills	ELE/Q7203	420	I
73	Electronics	Industrial Automation Operator	QG-04-EH-00993-2023- V1-SVSU	540	
74	Electronics	Embedded System Junior Developer (O-Level 'Embedded System Design')	NIE/ELE/Q0203	450	I
75	Electronics	Chip Design Associate (O- Level 'Chip Design')	NIE/ELE/Q0101	450	I
76	Electronics	Welding Operator Electronics	ELE/Q0102	420	I
77	Electronics	Repair and Maintenance Technician (Hospital Equipment)	2022/EHW/NIELIT/06117	420	
78	Electronics	Repair and Maintenance Assistant (X-Ray & Ultrasound Machine)	2022/EHW/NIELIT/06119	330	
79	Environmental Science	Green Hydrogen Plant Junior Technician- Electrolyzer	SGJ/Q4302	330	I
80	Environmental Science	Green Hydrogen Plant Junior Technician- Power Sources	SGJ/Q4301	360	I
81	Environmental Science	Green Hydrogen Plant Junior Technician- Storage	SGJ/Q4304	360	ı
82	Environmental	Green Hydrogen Plant Junior	SGJ/Q4303	360	I

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
	Science	Technician-Desalination			
83	Environmental Science	Plastic Recycling Operator	SGJ/Q4005	360	I
84	Environmental Science	Solar Photovoltaic Technician	SGJ/Q4004	390	I
85	Environmental Science	Solar Lighting Assembler	SGJ/Q0201	450	I
86	Hydrocarbon	Excavator-Pipeline	HYC/Q6304	240	II
87	Hydrocarbon	SS (Stainless Steel) Tubing Technician	HYC/Q6305	480	I
88	Hydrocarbon	Industrial Electrician (Oil & Gas)	HYC/Q6101	600	I
89	Hydrocarbon	Industrial Welder (Oil & Gas)	HYC/Q9101	600	I
90	Hydrocarbon	Operator – LNG Production	HYC/Q4101	450	I
91	Hydrocarbon	Pipeline Welding Helper (Oil & Gas)	HYC/Q9105	300	I
92	Hydrocarbon	Plumber Technician - CGD (Oil & Gas)	HYC/Q6105	450	I
93	Hydrocarbon	Assistant Lab Technician – Green Hydrogen	HYC/Q4004	510	I
94	Hydrocarbon	Green Hydrogen Assistant Plant Supervisor	HYC/Q4002	600	II
95	Hydrocarbon	Green Hydrogen Storage Assistant Technician	HYC/Q4005	510	I
96	Hydrocarbon	Compressed Biogas Plant Operator	HYC/Q4401	420	I
97	Hydrocarbon	Green Hydrogen Plant Operator	HYC/Q4001	510	I
98	Hydrocarbon	Junior Operator – 2G Ethanol Plant	HYC/Q4301	390	I

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
99	Hydrocarbon	Green Hydrogen Plant Maintenance Technician	HYC/Q4007	450	I
100	Hydrocarbon	Compressed Biogas Plant Technician	HYC/Q4402	480	I
101	Hydrocarbon	Logistics Coordinator - 2G Ethanol Plant	HYC/Q4302	390	I
102	Infrastructure	Batching Plant Operator	IES/Q0116	390	I
103	Infrastructure	Junior Mechanic (Engine)	IES/Q1102	270	I
104	Infrastructure	Junior Operator Crane	IES/Q0111	270	I
105	Infrastructure	Mechanic (Hydraulic)	IES/Q1103	390	I
105	Infrastructure	Mechanic (Electrical/ Electronics/Instrumentation)	IES/Q1105	390	I
106	Infrastructure	Tower Crane Operator	IES/Q0122	390	I
108	Infrastructure	Excavator Operator	IES/Q0103	390	I
109	Infrastructure	Concrete pump operator	IES/Q0107	390	I
110	Infrastructure	Wheel loader Operator	IES/Q0105	390	1
111	Iron & Steel	Metal Fabricator – Iron and Steel	ISC/Q0914	480	I
112	Iron & Steel	Prefabricated Structure Installer	ISC/Q1601	450	I
113	Iron & Steel	Safety Supervisor – Steel Plant	ISC/Q0105	510	I
114	Iron & Steel	Metal Forging Technician	ISC/Q1801	480	I
115	Iron & Steel	Stainless Steel Heavy Structure Fabricator	ISC/Q0915	600	I
116	IT-ITeS	Web Developer	SSC/Q0503	390	II
117	IT-ITeS	Media Developer	SSC/Q0504	390	II
118	IT-ITeS	Cloud Architect	SSC/Q8302	570	II

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
119	IT-ITeS	Cloud Consultant	SSC/Q8301	600	П
120	IT-ITeS	Cloud Risk & Compliance Officer	SSC/Q8308	570	II
121	IT-ITeS	IoT – Security Specialist	SSC/Q8207	570	II
122	IT-ITeS	IoT – Network Specialist	SSC/Q8208	570	II
123	IT-ITeS	Business Analytics	2022/ITES/ASAP/06360	540	
124	IT-ITeS	AR/VR Designer	SSC/Q8803	510	II
125	IT-ITeS	Al Development Associate	QG-04-IT-00141-2023-V1- NIELIT	570	
126	IT-ITeS	Artificial Intelligence Assistant	NIE/SSC/Q1003	300	II
127	IT-ITeS	Artificial Intelligence Associate	NIE/SSC/Q1004	450	II
128	IT-ITeS	Cloud Computing Assistant	QG-03-IT-00353-2023-V1- NIELIT	300	
129	IT-ITeS	Junior Cloud Computing Associate	QG-04-IT-00354-2023-V1- NIELIT	450	
130	IT-ITeS	Internet of Things (IoT) Assistant	QG-03-IT-00344-2023-V1- NIELIT	300	
131	IT-ITeS	Internet of Things (IoT) Developer	QG-4.5-IT-00346-2023- V1-NIELIT	540	
132	IT-ITeS	Digital Marketing Assistant	QG-03-IT-00625-2023-V2- HART,	300	
134	IT-ITeS	Cyber Security for Cloud Infrastructure	NG-05-IT-01428-2023-V1- NIELIT	120	
135	IT-ITeS	Cloud Computing with AWS and Azure	NG-05-IT-01422-2023-V1- NIELIT	120	
136	IT-ITeS	Full Stack Java Development with AI	NG-05-IT-01717-2023-V1- HCL	210	
137	IT-ITeS	Cybersecurity	SSC/Q0929	510	П

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
138	IT-ITeS	Jr. Designer – UI UX	QG-04-IT-02396-2024-V1- MSME	390	
139	IT-ITeS	Jr. Web Designer	QG-04-IT-02394-2024-V1- MSME	390	
140	IT-ITeS	Cloud Data Analytics - Google	IT-ITeS SSC NASSCOM/N0021/IT/2024	90	
141	IT-ITeS	UX Design-Google	NG-4.5-IT-02238-2024- V1-NASSCOM	234	
142	Leather	Jr. Technician- Footwear Design & Production	MSME/DFMD/60	1200	
143	Leather	Stitching Operator – Goods & Garments	LSS/Q5501	450	I
144	Leather	Cutter – Goods & Garments	LSS/Q5301	450	I
145	Leather	Stitching Operator – Footwear	LSS/Q2501	450	I
146	Leather	Quality Control Inspector – Footwear	LSS/Q3101	420	I
147	Leather	Footwear & Fashion Accessories Retails Associate	LSS/Q1201	540	I
148	Media & Entertainment	Cinematographer	MES/Q0905	600	III
149	Media & Entertainment	Offset Print Operator	MES/Q2504	450	II
150	Media & Entertainment	Animator	MES/Q0701	540	I
151	Media & Entertainment	Assistant Cameraman	MES/Q0903	390	II
152	Media & Entertainment	Camera Operator	MES/Q0902	450	II
153	Media &	Clean-up artist	MES/Q0506	300	II

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
	Entertainment				
154	Media & Entertainment	Compositor	MES/Q3505	420	II
155	Media & Entertainment	Layout designer	MES/Q0503	390	II
156	Media & Entertainment	Lighting artist	MES/Q0504	450	II
157	Media & Entertainment	Make-up Artist	MES/Q1801	450	II
158	Media & Entertainment	Sound Assistant	MES/Q3403	390	II
159	Media & Entertainment	Storyboard Artist	MES/Q0507	330	II
160	Media & Entertainment	VFX Editor	MES/Q3501	450	II
161	Media & Entertainment	GRAPHIC DESIGNER	MES/Q0601	540	II
162	Media & Entertainment	Drone Film making	MES/Q0908	510	
163	Media & Entertainment	Content Developer Assistant (Digital Marketing)	QG-04-ME-02420-2024- V1-MSME	390	
164	Media & Entertainment	Graphic Designer	MES/Q0601	540	II
165	Mining	Assistant -Mine Surveyor	MIN/Q1103	750	I
166	Mining	Bulldozer Operator	MIN/Q1401	510	I
167	Mining	Assistant-Opencast Mines	MIN/Q1101	330	I
168	Mining	Assistant-Underground Mines	MIN/Q1102	390	I
169	Mining	Grader Machine Operator	MIN/Q1405	540	I
170	Mining	Mechanic -Fitter (Mineral	MIN/Q3211	360	I

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
		Sands)			
171	Mining	Slurry Pump Operator (Mines)	MIN/Q3207	570	I
172	Mining	Dredge and Ore Processing Operator	MIN/Q1803	450	I
173	Mining	Mineral Processing Technician	MIN/Q1804	450	I
174	Mining	Mining Supervisor (Mineral Sands)	MIN/Q1805	540	I
175	Mining	Rare Earths Extraction Plant Operator	MIN/Q1806	420	I
176	Mining	Drill Operator (Down-the- hole/Long Hole (DTH/LH))	MIN/Q1206	450	I
177	Mining	Low Profile Dump Truck (LPDT) Operator	MIN/Q1506	450	ı
178	Mining	Low Profile Dump Truck (LPDT) Operator	MIN/Q1506	450	I
179	Plumbing	Jal Mitra	PSC/Q0117	480	I
180	Plumbing	Water Pump Operator	PSC/Q0118	420	I
181	Plumbing	Junior Plumber	QG-03-PL-00091-2023- V1-WBSC	600	
182	Plumbing	Technician - Water Distribution System (Multi – Skill)	PSC/Q0120	450	I
183	Plumbing	Drinking Water Purifier Technician	NIO/PSC/Q0101	420	III
184	Power	Industrial Electrician	PSS/Q1706	540	I
185	Power	Jr. Technician (Smart Energy Meter)	PSS/Q2508	420	I
186	Power	Transformer Testing	QG-05-PW-00616-2023-	510	

S. No.	Sector	QP Name QP Code		Notional Hours	CCN Category
		Supervisor	V1-CUTM		
187	Power	Technician – Power System Transmission	PSS/Q3403	420	I
188	Power	Smart Grid Technician	PSS/Q2416	480	I
189	Retail	Merchant Relationship Executive	RAS/Q0301	450	II
190	Retail	Visual Merchandiser	RAS/Q0402	540	II
191	Retail	Digital Cataloguer	RAS/Q0302	480	II
192	Retail	Retail Cashier	RAS/Q0102	270	II
193	Retail	Retail Sales Associate	RAS/Q0104	360	II
194	Retail	Retail Sales Executive	Retail Sales Executive RAS/Q0109		II
195	Retail	Retail Store Operations Assistant	BAS/00101		II
196	Rubber	Rubber Associate	RSC/Q2801	540	I
197	Rubber	Technician – TQC for Plastic Materials & Products	RSC/Q0420	510	I
198	Rubber	Assistant Machine Operator - Injection Moulding Plastic	RSC/Q8010	420	I
199	Rubber	Assistant Machine Operator - Stretch Blow Moulding Plastic	RSC/Q8012	420	I
200	Rubber	Assistant Operator - Plastic Extrusion Machine	RSC/Q8014	420	I
201	Rubber	Assistant Operator -Tyre Balancing RSC/Q3602		390	I
202	Rubber	Assistant Operator- Plastic 3D printing RSC/Q8008		420	I
203	Rubber	Associate Designer - Die and Mould for Plastic including toys	RSC/Q8001	510	I

S. No.	Sector	QP Name QP Code		Notional Hours	CCN Category
204	Rubber	Assistant Operator - Material Handling and Storage	RSC/Q1608	390	I
205	Rubber	Junior Rubber Technician/Technical Assistant (Rubber)	RSC/Q0831	420	I
206	Rubber	Machine Operator - Injection Moulding Plastic	RSC/Q8011	510	I
207	Rubber	Machine Operator–CNC Turning of Plastic (Lathe)	RSC/Q8403	540	I
208	Rubber	Operator-Plastic 3D printing	RSC/Q8009	510	I
209	Rubber	Processing Assistant TSR	RSC/Q6401	360	II
210	Rubber	Processing Technician-RSS Rubber RSC/Q6602		450	II
211	Telecom	Jr. Technician - Last Mile Active Network	TEL/Q6101	420	I
212	Telecom	AI & ML – Jr. Telecom Data Analyst	TEL/Q6602	510	I
213	Telecom	5G System Integrator	TEL/Q4202	570	I
214	Telecom	IoT Technical Service Operator	TEL/Q6214	750	I
215	Telecom	Telecom Electrician (Basic)	TEL/Q4304	390	I
216	Telecom	Telecom Electrician (Advanced)	TEL/Q4303	450	I
217	Telecom	Assembly Process Sr. Technician – Laser Marking		540	I
218	Telecom	Drone Data Processor	TEL/Q6223	540	I
219	Textile & Handloom	Blow room Operator TSC/Q0101		330	I
220	Textile & Handloom	Ring Frame Tenter	TSC/Q0201	330	I

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
221	Textile & Handloom	Ring frame doffer	TSC/Q0202	330	I
222	Textile & Handloom	Shuttle loom operator cum pirn winder	TSC/Q2210	360	I
223	Textile & Handloom	Open-End Spinning Tenter	TSC/Q0203	330	I
224	Textile & Handloom	Carding Operator	TSC/Q0102	330	I
225	Textile & Handloom	Shuttleless Loom Operator	TSC/Q2211	330	I
226	Textile & Handloom	Fabric Checker - Textiles TSC/O2301		330	I
227	Textile & Handloom	Fabric Mender - Textiles	TSC/Q2302	330	I
228	Textile & Handloom	Knotting Machine Operator	TSC/Q2205	330	I
229	Textile & Handloom	Pirn Winding Machine Operator	TSC/Q2206	330	I
230	Textile & Handloom	Fitter Helper - Weaving	TSC/Q2406	270	I
231	Textile & Handloom	Knitting Machine Operator Flat Bed Knitting	TSC/Q4102	330	I
232	Textile & Handloom	Knitting Machine Operator Warp Knitting	TSC/Q4103	330	I
233	Tourism & Hospitality	Food styling Photographer	THC/Q0417	480	I
234	Tourism & Hospitality	Kitchen Steward	THC/Q0401	240	II
235	Tourism & Hospitality	Guest Service Executive (Front Office)	THC/Q0109	540	II
236	Tourism &	Pâtisserie and Confectionery	THC/Q0420	510	I

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
	Hospitality	(WORLS SKILLS)			
237	Tourism & Hospitality	Bakery (WorldSkills)	THC/Q0418	510	I
238	Tourism & Hospitality	Front Office Assistant	THC/Q0110	300	II
239	Tourism & Hospitality	Commis	THC/Q0406	810	I
240	Tourism & Hospitality	Guest Service Associate (Front Office)	THC/Q0102	510	II
241	Tourism & Hospitality	Food & Beverage Service Assistant	THC/Q0307	330	II
242	Tourism & Hospitality	Pantry Assistant THC/Q6011		240	II
243	Tourism & Hospitality	Counter Sales Executive - Tourism and Hospitality	THC/Q2903	450	II
244	Tourism & Hospitality	Customer Service Representative (Meet & Greet)	THC/Q4205	510	III
245	Tourism & Hospitality	Demi Chef De Partie	THC/Q0405	510	I
246	Tourism & Hospitality	Chef De Partie	THC/Q0404	570	I
247	Tourism & Hospitality	Culinary Assistant	QG-4.5-TH-02966-2024- V1-MUR	570	
248	Transportation, Logistics & Warehousing	EXIM Executive	EXIM Executive LSC/Q2101		ı
249	Transportation, Logistics & Warehousing	Supply Chain Associate LSC/Q3201		660	I
250	Transportation, Logistics &	Courier Associate - Operations	LSC/Q1901	630	I

S. No.	Sector	QP Name QP Code		Notional Hours	CCN Category
	Warehousing				
251	Transportation, Logistics & Warehousing	Warehouse Executive	LSC/Q0301	570	I
252	Transportation, Logistics & Warehousing	Warehouse Associate	LSC/Q0101	780	I
253	Transportation, Logistics & Warehousing	Supply Chain Sustainability Specialist	LSC/Q2901	600	I
254	Wood & Carpentry	Assistant Carpenter	FFS/Q2201	570	II
255	Wood & Carpentry	Assistant Panel works Machine Operator	FFS/Q1001	540	II
256	Wood & Carpentry	Carpenter	FFS/Q2203	780	II
257	Wood & Carpentry	Draughts person (Interior Design)	FFS/Q0202	540	II
258	Wood & Carpentry	Multipurpose Assistant- Furniture Production & Installation	FFS/Q0901	630	II
259	Wood & Carpentry	Multipurpose Draughts person (Design and Build)	FFS/Q0206	540	II
260	Food Processing	Food Analyst	FIC/Q7607	510	I
261	Food Processing	Internal Food Auditor-Food Processing FIC/Q7608		600	I
262	Food Processing	Supervisor-Food Processing Industries FIC/Q9009		570	I
263	Food Processing	Food Lab Instrumentation Specialist FIC/Q7610		510	I
264	Food	Food Sampler	FIC/Q7609	390	Ш

S. No.	Sector	QP Name	QP Code	Notional Hours	CCN Category
	Processing				
265	Food Processing	Assistant Lab Technician - Food and Agricultural Commodities	Food and Agricultural FIC/Q7601		II
266	Food Processing	Packing Machine Operator- Food Industry	FIC/Q7002	300	I
267	Food Processing	Packing Machine Operator- Food Industry	ator- FIC/Q7002		I
268	Food Processing	Assistant Technician – Cold Storage	FIC/O7004		I
269	Food Processing	Purchase Assistant-Food and Agriculture Commodity	FIC/Q7005	300	II
270	Healthcare	Frontline Health Caregiving Assistant	HSS/Q5108	570	II
271	Healthcare	Multiskilled Health Assistant	HSS/Q5109	510	II

NB: Subject to availability of valid MC at the time of creation of batch in the skill hub portal. Training hours to be calculated considering Theory, Practical and Employability skills only without OJT

Schedule D: List of Available Skill Development Centers (SDCs)

S. No.	Name of the SDC	District
1	SDC, Pallahara	Angul
2	SDEC, Government ITI Campus	Balangir
3	SDC, Hidigaon	Balasore
4	SDC Barpali	Bargarh
5	SDC, Reamal	Deogarh
6	SDC, Buchabeda	Deogarh
7	SDEC, Gumma	Rayagada
8	SDC, ITI, Hirakud	Sambalpur
9	SDC, Rengali	Sambalpur
10	SDC, Jamankira	Sambalpur
11	SDC, ITI, Mohana	Gajapati
12	SDC, Nuagarh	Gajapati

Annexure 1: Format for Submission of Proposal

	Format for Submission of Proposal								
Train	Training Partner (TP) Details								
1	Name of the TP								
2	Type of Entity	Govern	Government Private						
3	Annual Turnover (Rs in crore)								
4	Registered Office Address with SPOC contact details								
			Prop	osal Deta	ils				
5	Title of the Proposal								
6	Type of Training Proposed		aptive bloyment			Regu Sho Ter	ort		
7	Trades Proposed		List of v	alid NSQI	= aligne	d Trade	s with	QP codes	
		_							
		II							
		III							
		IV							
8	No of Individuals to be Skilled	Male		Female		Total			
9	Proposed Location of training								
10	Training Centre	SDC/ SDEC				ITI/ Polyte	chnic		
		Rented (Centre			Own Premis	se		
11	Project Duration								

12	Amount Sought * (Rs in Lakhs)	Total
13	Proposal in Brief (Salient Features only)	 Details of job roles proposed – QPs, Training hours etc. Job role wise targets with timelines for being trained. Minimum age and qualifications required for each job role. Location of training Letter of Intents for placements, captive placements Expected Average salary under each job role Post placement tracking and student welfare. Details of assessment and certification Targeted beneficiary details Rational for choosing the selected job roles. Districts for undertaking the training, training centers identified
14	Support sought under the Scheme from the Government	

Annexure 1A: Format for Covering Letter

To,

The Director,
Directorate of Skill Development and Employment,
Unit 3, Sriya Square, Bhubaneswar 751001

Dear Sir/Ma'am,

Subject: Proposal for Empanelment of Training Partner for Nua Odisha

This is in	response to	o the EO	I issued by the Director	ate of Skill Development	and Employment,
Odisha	(Ref	No.) dated	We
	(Name	of the Ap	pplicant Organization)	are keen to get Empanel	ed with DSDE as
Training F	Partner and	hereby	express our interest in	being considered for the	same.

Please find enclosed our Proposal.

We hereby confirm that:

- a. The EOI is being submitted by which is the "Applicant Organization" in accordance with the conditions stipulated in the EOI.
- b. We have examined in detail and have understood the terms and conditions stipulated in the EOI issued by DSDE and in any subsequent communication sent by DSDE. We agree and undertake to abide by all these terms and conditions. Our proposal is consistent with all the requirements of submission as stated in the EOI or in any of the subsequent communications from DSDE.
- c. The information submitted in our proposal is complete and correct to the best of our knowledge and understanding. We would be solely responsible for any errors or omissions in our proposal. We acknowledge that DSDE will be relying on the information provided in the proposal and the documents accompanying such proposal for the empanelment of training partners to implement Nua Odisha scheme, and we certify that all information provided in the application is true and correct; nothing has been omitted which renders such information misleading; and all documents accompanying such proposal are true copies of their respective originals.
- d. We acknowledge the right of DSDE to reject our proposal without assigning any reason or otherwise and hereby waive, to the fullest extent permitted by applicable law, our right to challenge the same on any account whatsoever.
- e. We declare that we satisfy all legal requirements and meet all the eligibility criteria laid down in the EOI.
- f. This proposal is unconditional, and we hereby undertake to abide by the terms and conditions of the EOI.
- g. We understand that any work sanctioned in pursuance to the empanelment process detailed in this EOI shall be on the terms and conditions specified in the Letter of Award / Work Order/ Agreement/ MoU pertaining to such work, which shall be thoroughly reviewed and accepted by us before undertaking such work.

h. We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice, or restrictive practice.

For and on behalf of:

Signature:

Name:

Designation:

(Company Seal)

(Authorized Representative and Signatory)

Note: The Covering Letter is to be submitted by Company Secretary / Authorized Representative and Signatory on the organization's letterhead with his/her dated signature and seal.

Downloaded from WWW.SKILLSPEDIA.IN

Annexure 2: Project Cost (Job Role Details)

Name of the Course/ job role	QP Code and versio n	Total Trainin g Hours (without OJT)	Trainin g cost as per CCN	Residential cost per candidate	Assess ment cost per candida te	Uniform cost per candidat e	No of Candidates proposed to be trained	Total Training Cost (A)	Total Assess ment Cost (B)	Total Residen tial Cost (C)	Total Uniform Cost (D)	Total Cost (A+B+C +D)

NB:

1. Kindly give QP code, QP version, cost category for NSQF aligned courses

Annexure 3: Format – Organization's Details

(To be provided by Company Secretary or Authorized on letterhead with his/her dated signature and company seal)

S. No.	Description	Details
1.	Name of the Organization	
2.	Status / Constitution of the Applicant Organization	
3.	Name of Registering Authority	
4.	Registration Number	
5.	Date of Registration	
6.	Place of Registration	
7.	Full Address	
8.	Contact Person's Details (Name, Designation, email and mobile number)	
9.	Legal Status of the Organization	
10.	PAN	
11.	GST	
12.	Type of Organization (Indian/Foreign Company)	
13.	Date & Place of Incorporation	
14.	Total Number of Employers	

For and on behalf of:
Signature:
Name:
Designation:
Mobile No.
Email id:
Date:
(Company Seal)
(Authorized Representative and Signatory)

Note: Copy of appropriate registration/ incorporation certificate along with a copy of PAN card/ GST Registration should be appended as a part of this form. Copies of all documents should be appended in the same order as mentioned in the table.

Annexure 4: Format - Affidavit confirming not being blacklisted

- 1. I, the undersigned, do hereby certify that all the statements made in the required attachment are true and correct and if found fake/forged, the undersigned will be liable for infliction up on the FIR and lawful punishment as well as blacklisting.
- 3. The undersigned hereby authorize and request(s) and bank, person, firm, and corporation for furnish pertinent information deemed necessary and requested by the department to verify this statement or regarding my (our) competence and general reputation.
- 4. The undersigned understand and agrees that further qualifying information may be required and agrees to furnish any such information at the request of the department project implementing agency.

(Signed by an Authorized Signatory of the Firm)
Title of Officer:
Name of Firm:
Date:

Annexure 5: Format Training and Placement Record

(i) Training and Placement Record

Name of the Organization with which MoU is signed	Name of Sector	Details of job roles	Total Number of Candidates Trained	Total number of candidates certified	Total number of candidates placed	Average Salary range of the placed candidates
	Sector A	Job Role 1				
		Job Role 2				
		Job Role 3				
		Total				
	Sector B	Job Role 1				
		Job Role 2				
		Job Role 3				
		Total				
	Grand Total					

Note: Applicant Organizations are requested to submit the details in an Organized manner in the above format. Please insert additional rows and columns if you need to fill more data.

For and on behalf of:

Signature: Name:

Designation: Date: (Company Seal)

(Authorized Representative and Signatory)

Note:

- 1. The onus of providing adequate and verifiable supporting evidence (of numbers of trainees trained and placed) lies upon the Applicant Organization. Detailed candidate-wise data may be provided, if required.
- 2. Supporting evidence must be provided as below:

Trained Candidates	Self-attested copies of any of the following:				
	 Work Order for each program 				
	accompanied by Certificate of				
	Completion / Proof of Final Payment				
	from Government bodies indicating the				
	number of candidates trained in the				
	sector; or				

	Printouts of verifiable information from Government MIS systems showing the number of candidates trained.
Placed Candidates	Proof of placement-related payment from Government bodies indicating the number of trainees placed after skill training; or Printouts of verifiable information from Government MIS systems showing the number of candidates placed; or Letter from employers confirming employment of Trainees from the institute or agency clearly indicating the date of recruitment, numbers recruited and sector/category of work

(ii) Trainee-wise information for all placed trainees in the following format:

S. No.	Name of Trainee Placed	Contact No. of Trainee	Email Id of Trainee	Name of Employer	Contact No. of Employer	Email id of the employer	Salary at which placed

Note: The document to be self-attested.

Annexure 6 - Format – Financial Capability Statement

(Duly signed by the Authorized Representative and certified by a Chartered Accountant on CA's letterhead)

On the basis of audited financial statements, I/We hereby submit that (Name of Applicant Organization), having registered office at, has annual turnover, in the past five years (2019-2020, 2020-2021, 2021-2022, 2022-2023 and 2023-2024) as follows:

S. No.	Financial Year	Average Annual Turnover (In lakhs/ Cr)
1		
2		
3		
4		
5		
	Average turnover	

For and on behalf of:

Signature: Name:

Designation: Date: (Company Seal)

(Authorized Representative and Signatory)

Note:

- 1. Applicant Organization is required to submit the audited financial statements for the past five years (FY – 2019-2020, 2020-2021, 2021-2022, 2022-2023 and 2023-2024)
- 2. All supporting documents should be duly certified by a Chartered Accountant and selfattested by the applicant organization.

Annexure 7: Format for Lol

(On the letterhead of the employer)

Date:
Registered head office address of the employer:
1. Name of the applicant organization
2. Validity of LOI
3. Preferred sector
4. Proposed designations
5. Proposed number to be employed
6. Proposed Locations:
6. Proposed Gross Salary or CTC (in Rs.) at entry level
Signature of competent person:
Seal of the company: Date:Place:Place:Pan Number:
GST Registration Number
Contact Details of the Employer: Official company email address and landline phone number.
Note: The same format to be used by Captive Employers as well on their letterhead

Annexure 8: Format for Trainer Qualification

S. No.	Name of the Trainer	Qualification	Selected for which job role	Years of Experience	Certification Number	Validity of the Certificate	Certifying Agency
1.,							
2.							
3.							
4.							
5.							
6.							

For and on behalf of:

Signature:

Name:

Designation: Date: (Company Seal)

(Authorized Representative and Signatory)

Note:

1. Applicant Organization is required to submit the certification copy of all the trainers along with this annexure.

Annexure 9: Previous Project Experience in Similar Job Roles which are Proposed

S. No.	Type of Training (residential, non- residential)	Organization that issued the work order or with which the MoU is signed	Target Allocated	Sector & job role	Duration of the project (in years)	Year of implementatio n (Starting Month & Year, Completed Month & Year)	Location of the Project (If applicable) (Mention State & Districts)
1							
2							
3							
4							
5							
6						_	

For and on behalf of:

Signature:

Name:

Designation: Date: (Company Seal)

(Authorized Representative and Signatory)