

REQUEST FOR QUOTATION (RFQ): HARD SKILL AND SOFT SKILL TRAINING OF WOMEN PRODUCERS

DATE: 1<sup>st</sup> December 2022

Dear Sir / Madam: We kindly request you to submit your quotation for the services as detailed in Annex 1 of this RFQ.

When preparing your quotation, please be guided by the form attached hereto as Annex 2. Quotations may be submitted on or before 15/12/2022 (15<sup>th</sup> December 2022), 18:00hrs (Indian Standard Time) through online submission to the following email id [gambeera@industree.org.in](mailto:gambeera@industree.org.in) by following the instruction below

1. The time zone indicated in the system is Indian Standard Time (GMT+5:30 hrs.) The date and time will be final and prevail over any other closing time indicated elsewhere in case they are different. The system will not accept any proposal after that time. It is the responsibility of the proposers to make sure proposals are submitted within this deadline.
2. Try to submit your quotations a day before or well before closing. Do not wait until the last minute. If you face a technical issue(s) when submitting your proposal, please get in touch with [ashok@industree.org.in](mailto:ashok@industree.org.in).
3. Quotations shall be submitted in English only, duly signed and stamped, and shall be marked with the note "RFQ –DD/ref nu/"Title of RFQ."
4. The quotation price quoted needs to be valid for 90 days
5. The currency of the quotation needs to be Indian Rupees, and the quotation must be exclusive of applicable taxes. The quotation should separately refer to the taxes applicable.
6. In case of capital purchases, after-sales services required are a) warranty on Parts and Labor for a minimum period of 1-year, b) Provision of after-sales Service for two years, c) Installation and adjustment of the goods, d) Instruction on Operation and Maintenance for beneficiaries e) Technical Support Maximum 24 hours for urgent repair actions
7. All documentation shall be in English, including catalogs, instructions, and operating manuals. Any documents in regional languages need to be accompanied by an accurate copy translation to English
  - a) Company profile (short info up to 1 page);
  - b) Copy of Company's Registration Certificate.
  - c) Detailed technical description of the offered goods: brochures, technical data sheet, and specifications;
  - d) Quality document for the offered equipment (quality certificate/conformity certificate/mark CE/other credentials);
  - e) Complete reference list demonstrating previous experience in delivering similar goods (List of similar projects in the last two years and a list of clients for a reference check (contact details and email addresses to be provided for reference check))
  - f) Contact Person for Inquiries (Written inquiries only) Mr. Devarajan Pillai; [devarajan@industree.org.in](mailto:devarajan@industree.org.in)
8. This RFQ is posted on <https://industree.org.in/> and may be amended. It is the responsibility of the applicant to regularly check the website to ensure they have the



COMPANY DESCRIPTION	<p>Established in 2000, Industree Foundation holistically tackles the root causes of poverty by creating an ownership-based, organized, creative manufacturing ecosystem for micro-entrepreneurs. Industree works with a vision to co-create an ecosystem with farmers, artisans, and stakeholders, creating a new way of building sustainable enterprises and work culture. Its mission is to work towards economically and socially empowering women from agriculture and non-agriculture occupations. This is done by enabling them to engage with global and local markets through producer-owned enterprises equitably, thus becoming wealth creators for themselves, creating resilience to life crises, and helping society meet its sustainable development goals. Our approach has tripled the incomes of artisans in non-farm occupations by leveraging their artisanal skills and integrating them into the creative industries sector, reaching women artisans across India and Africa.</p> <p>Industree aspires to impact producers across agriculture and non-agriculture value chains. It seeks to give producers access to formal work in businesses they collectively own, providing a stable and dignified alternative to the precarious informal sector. The foundation has implemented projects in Karnataka, Tamil Nadu, Odisha, Rajasthan, and Andhra Pradesh in India, and Bahir Dar in Ethiopia, in partnership with organizations like UNDP, British Asian Trust, Social Venture Partners, National Skills Development Corporation, Odisha Forest Sector Development Project, The Freedom Fund, Tata Trusts, Welspun, Standard Chartered, Mastercard Centre for Inclusive Growth, International Trade Centre, USAID, and HSBC-Impact Foundation.</p> <p>Apart from this, Industree has incubated and accelerated two profitable and globally compliant producer-owned enterprises, Greenkraft and Ektha Apparel, which have generated USD 10M+ in combined cumulative revenue and have made inroads with national and global brands through the two producer companies it has incubated for market connect.</p>
PROJECT LEAD & TITLE	Mr. Devarajan Pillai - Sr. Manager Training and Operations
PHONE & EMAIL ID	devarajan@industree.org.in
DATE OF RFQ ISSUE	1 <sup>st</sup> December 2022
SUBMISSION DEADLINE	15 <sup>th</sup> of December 2022, 18:00hrs (Indian Standard Time)
<b>SECTION 2</b>	<b>RFQ DOCUMENTS</b>
PROJECT DESCRIPTION	<p>Industree Foundation is seeking quotations from skill development/ capacity building organizations for conducting hard skill, soft skill (6Y, and Gender), MEL, MBTL, and GBV training for the target women producers in Karnataka, and Odisha state (under its POWER project implementation areas) by 31<sup>st</sup> August 2024, using the curriculums developed by Industree. Details of training are as follow:</p> <ul style="list-style-type: none"> <li>The hard skill training focuses on the technical skill development of women producers in bamboo natural fiber product making in the production unit, technical skill development of bamboo farmers focuses on sustainable bamboo cultivation and technical skill development of women producers in bio-</li> </ul>

	<p>degradable/NTFP Sal-Siali leaf plate pressing and stitching.</p> <ul style="list-style-type: none"> <li>• The gender training focuses on transforming women producers' behavior by raising awareness of gender equality concerns and socially constructed stereotypes. Through Gender training, producers will be enabled to address Gender inequality, think, and analyze their own lives and attitudes. 6Y training program focuses on self-efficacy and aims at building agency for the women producers on their journey from survival to sustenance and rise to prosperity</li> <li>• MEL training focuses on developing microenterprise and women leaders' Competencies and Leadership skills, LEAN Production Method, Business Skills, Compliance, and Governance.</li> <li>• MBTL training aims to equip women producers to take up the leadership and governance roles of the Mutual Benefit Trust.</li> <li>• GVB training aims to raise consciousness, identify different types of GBV faced by women producers, and educate them about their human and legal rights and existing legal services.</li> </ul> <p><i>*Training of Trainers (TOT) will be conducted for the selected agencies in the local language used by the community. An in-house developed curriculum will need to be used to complete the training on the ground.</i></p>
<p>TARGETS</p>	<ol style="list-style-type: none"> <li><b><u>1. Hard Skill</u></b> <ul style="list-style-type: none"> <li>• Hard skill training of 250 women producers in bamboo natural fiber product making (production unit) for 208 hours</li> <li>• Hard skill training of 2000 bamboo farmers in sustainable cultivation practice for 32 hours</li> <li>• Hard skill training of 400 women producers in biodegradable leaf collection, plate stitching and pressing (production unit) for 208 hours (using social distancing and safe protocols).</li> </ul> </li> <li><b><u>2. Soft Skill - Gender and 6Y Training (40 Hrs. Curriculum)</u></b> <ul style="list-style-type: none"> <li>• Gender and 6Y training of 200 women producers of the bamboo value chain, Karnataka</li> <li>• Gender and 6Y training of 400 women producers of the NTFP value chain, Odisha</li> </ul> </li> <li><b><u>3. MEL Training (16 Hours Curriculum)</u></b> <ul style="list-style-type: none"> <li>• Training of 20 MELs of the bamboo value chain, Karnataka</li> <li>• Training of 40 MELs of the NTFP value chain, Odisha</li> </ul> </li> <li><b><u>4. MBTL Training (16 Hours Curriculum)</u></b> <ul style="list-style-type: none"> <li>• Training of 5 MBTLs of the bamboo value chain, Karnataka</li> <li>• Training of 4 MBTLs of the NTFP value chain, Odisha</li> </ul> </li> </ol>

	<b>5. GBV Training (16 Hours Curriculum)</b> <ul style="list-style-type: none"> <li>GBV training of 700 women producers of the NTFP value chain, Odisha</li> </ul>
LOCATION	<ul style="list-style-type: none"> <li>Karnataka</li> <li>Odisha</li> </ul>
DELIVERY REQUIREMENTS	The training needs to be completed before 31st August 2024.
QUALITY ASSURANCE REQUIREMENT	<ul style="list-style-type: none"> <li>Experience in conducting similar training</li> <li>Experience in working in identified project locations</li> <li>Experience in working with private and public sectors</li> <li>Any relevant ones, including NSDC partnerships</li> </ul>
PRIOR EXPERIENCE REQUIREMENT	<ul style="list-style-type: none"> <li>Three years</li> </ul>
<b>SELECTION CRITERIA</b>	
TECHNICAL WEIGHTAGE	70%
FINANCIAL WEIGHTAGE	30%
OTHER CRITERIA	Trainers are required to speak the local language (Tamil, Kannada, and Odiya)
TERMS AND CONDITIONS	The internal selection process is final
LEGAL REQUIREMENTS	Non-profits/ For-profits, registered and functioning for three years minimum
PENALTIES AND INCENTIVES	Any delays other than force majeure might result in modification/ cancellation

<b>VENDOR RESPONSE</b>	
COMPANY NAME	
RFQ TITLE	
RFQ ID	
PROJECT LEAD & TITLE	
PHONE & EMAIL	
DATE SUBMITTED	
PROPOSED START DATE	
PROPOSED COMPLETION DATE	
<b>PROJECT MANAGEMENT</b>	
QUALITY ASSURANCE PROCESS IF ANY	
PRIOR EXPERIENCE IN THE COMPLETION OF SIMILAR PROJECTS	
CERTIFICATIONS/ AFFILIATIONS IF ANY	
PROFILE OF KEY PEOPLE UNDERTAKING THE PROJECT	
DELIVERABLES PLAN	
<b>PRICING TEMPLATE</b>	
PRICE PER UNIT (EXCL TAXES)	
TOTAL COST OF PROJECT (EXCL TAXES)	
PRICING DETAILS IF ANY	
FEES, CHARGES & DISBURSEMENT	
SUBCONTRACTORS	
SECURITY REQUIREMENTS IF ANY	
PAYMENTS SCHEDULES	
APPLICABLE TAXES	