

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

DATE: 05<sup>th</sup> October 2021

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 18/10/2021 (30<sup>th</sup> of October 2021), 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.) 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 the closing time. Do not wait until the last minute. If you face a technical issue(s) when submitting your proposal, please contact [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 need to be valid for 90 days
5. The currency of quotation needs to be in Indian Rupees and the quotation must be inclusive 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 2 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, including catalogs, instructions, and operating manuals, shall be in English. Any documents in regional languages need to be accompanied with a true 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) Full reference list demonstrating previous experience in delivering similar goods (List of similar projects in the last 2 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. Gambeera Seelan  
gambeera@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 latest information about this notice of RFQ. INDUSTREE bears no responsibility for data errors resulting from the transmission or conversion process.

SECTION 1	DETAILS OF PROCUREMENT AGENCY
NAME	INDUSTREE CRAFTS FOUNDATION
REQUEST FOR QUOTATIONS TITLE	<p><b>Hard Skill and Soft Skill training of women producers, and farmers of Tamil Nadu, and Karnataka in the following:</b></p> <p><b>1. <u>Hard Skills Training</u></b></p> <ul style="list-style-type: none"> <li>• Upskill training for banana bark basket making – women producers of the Banana Value chain, Tamil Nadu.</li> <li>• Mobilization and training of banana farmers and agri-labors of the Banana Value chain, Tamil Nadu.</li> <li>• Training on Sustainable Harvesting Practice for the bamboo farmers of the Bamboo Value Chain, Karnataka</li> </ul> <p><b>2. <u>Soft Skill Training</u></b></p> <ul style="list-style-type: none"> <li>• 6Y and Gender training for the banana basket weavers (women producers) of the banana value chain, Tamil Nadu</li> <li>• MEL<sup>1</sup> (Micro-Enterprise Leader) training for the selected women producers of the banana value chain, Tamil Nadu</li> <li>• MBTL<sup>2</sup> (Mutual Benefit Trust Leader) training for the selected women producers of the banana value chain, Tamil Nadu</li> </ul>
OVERALL PROJECT SUMMARY	Industree Foundation with support from HDFC had initiated Project Rural Institutions for Sustainable Empowerment (RISE). The project aims to empower women both economically and socially through the establishment of producer-owned companies and farmer collectives in Bamboo, and Banana natural fiber value chains.

<sup>1</sup> One MEL (Micro Entrepreneur Leader) is chosen for every ten women producer. Micro Enterprise Leadership training is undertaken for the development of microenterprises and women leaders.

<sup>2</sup> Three women producers are chosen as MBTLs (Mutual Benefit Trust Leader) in each MBT (Mutual Benefit Trust). This training program is undertaken to equip the MBTLs to take up leadership and governance roles of the MBT

	<p>In the Banana value chain-Tamil Nadu, project RICE aims to mobilize and aggregate 1500 Farmers and work with existing collectives of 1400 women producers across 7 enterprises of Mayiladuthurai, Madurai, Nagapattinam, and Tirunelveli district to support them to become a part of a resilient workforce, by creating sustainable, and healthy livelihoods closer to their homes.</p> <p>In the Bamboo value chain-Karnataka, project RICE aims to promote sustainable cultivation of bamboo to ensure the availability of responsibly sourced bamboo in the open market. The project also focuses to mobilize and aggregate 1200 farmers to form 5 Farmer Producer Organizations (FPOs) who will be supported in the sustainable cultivation of bamboo. The project will be implemented in the Chikmagalur, Hassan, and Shivamogga districts of Karnataka.</p>
<p>COMPANY DESCRIPTION</p>	<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 both agriculture and non-agriculture occupations. This is done by enabling them to equitably engage with global and local markets through producer-owned enterprises, 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 that 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, Andhra Pradesh in India, and Bahir Dar in Ethiopia, in partnership with</p>

	<p>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 both national and global brands through the two producer companies it has incubated for market connect.</p>
PROJECT LEAD & TITLE	Mr. Gambeera Seelan – Director Finance
PHONE & EMAIL ID	devarajan@industree.org.in
DATE OF RFQ ISSUE	05 <sup>th</sup> October 2021
SUBMISSION DEADLINE	18 <sup>th</sup> of October 2021, 18:00hrs (IST)
<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, MEL, and MBTL training for the target women producers, and farmers in Tamil Nadu, Karnataka over three years (under its RISE project implementation areas) by the 31<sup>st</sup> of August 2024, using the curriculums developed by Industree. Details of training are as follow:</p> <ul style="list-style-type: none"> <li>• The up-skill training focuses on the enhancement of technical skills of women producers in banana bark basketry making.</li> <li>• The hard skill training of bamboo farmers focuses on sustainable harvesting practice.</li> <li>• The hard skill training of banana farmers and Agri workers focus on banana bark splicing, drying, segregating as per the quality, bundling, and storing.</li> <li>• Soft Skill training 6Yand Gender- 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. Gender training focuses on the transformation of women producers' behavior by raising awareness on gender equality concerns and socially constructed</li> </ul>

	<p>stereotypes. Through Gender training, producers will be enabled to address Gender inequality, think, and analyze their own lives, attitudes</p> <ul style="list-style-type: none"> <li>• MEL training focuses on the development of microenterprise and women leaders' competencies and Leadership skills, LEAN method of production, 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> </ul> <p>*Training of Trainers (TOT) will be conducted for the selected agencies in the local language used by the community.</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>• Up-skill training of 1400 women producers in banana bark basketry making (production unit- using social distancing and safe protocols).</li> <li>• Hard skill training of 1200 bamboo farmers in sustainable bamboo harvesting practice (production unit- using social distancing and safe protocols).</li> <li>• Hard skill training (on the job) of 1500 banana farmers and agri-labors (production unit- using social distancing and safe protocols).</li> </ul> </li> <li><b><u>2. Soft Skill - 6Y and Gender</u></b> <ul style="list-style-type: none"> <li>• 6Y training of 1400 women producers (production unit) of the banana value chain, Tamil Nadu (using social distancing and safe protocols).</li> </ul> </li> <li><b><u>3. MEL Training</u></b> <ul style="list-style-type: none"> <li>• Training of 140 MELs (production unit) of the banana value chain, Tamil Nadu (using social distancing and safe protocols).</li> </ul> </li> <li><b><u>4. MBTL Training</u></b> <ul style="list-style-type: none"> <li>• Training of 35 MBTLs (production unit) of the banana value chain, Tamil Nadu (using social distancing and safe protocols).</li> </ul> </li> </ol>
<p>LOCATION</p>	<ul style="list-style-type: none"> <li>• Tamil Nadu</li> <li>• Karnataka</li> </ul>

DELIVERY REQUIREMENTS	The training needs to be completed by the 31 <sup>st</sup> of 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>• 3 years</li> </ul>
<b>SELECTION CRITERIA</b>	
TECHNICAL WEIGHTAGE	70%
FINANCIAL WEIGHTAGE	30%
OTHER CRITERIA	Trainers are required to speak the local language( Tamil, and Kannada)
TERMS AND CONDITIONS	The internal selection process is final
LEGAL REQUIREMENTS	Non-profits/ For-profits, registered and functioning for 3 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 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	