



FICSI/NOS/EOI/2/2020/EMPANELMENT OF TRAINING PROVIDERS
DATE: 12-08-2020

FOOD INDUSTRY CAPACITY AND SKILL INITIATIVE(FICSI)
SHRIRAM BHARTIYA KALA KENDRA, 3rd FLOOR,
1, COPERNICUS MARG, MANDI HOUSE,
NEW DELHI - 110001
Telephone No. 9711260230/240
Email: admin@ficsi.in
Website: www.ficsi.in

Expression of Interest for

Empanelment of training providers for supporting FICSI's digital initiatives
(e-learning, Placement Services and Setting up Home Based Entrepreneurs)



About FICSI

Food Industry Capacity & Skill Initiative (FICSI)—widely known as Sector Skill Council for Food Processing—is a Not-for-Profit Organization, under aegis of National Skill Development Corporation (NSDC) and promoted by the Federation of Indian Chambers of Commerce and Industry (FICCI). Aiming at generating a critical mass of industry-employable-skilled-persons to meet the skill gap in the Food Processing industry, FICSI inter-alia is mandated to:

- Capacity development for Food Processing Industry and maintain skill inventory.
- Determining skills/competency standards and qualifications and getting them aligned with NSQF.
- Standardization and setting up of affiliation, accreditation, assessment, and certification process in accordance with NSQF as determined by NSDC. May also conduct skill-based assessment and certification for QP /NOS aligned training programs.
- Plan and facilitate the execution of Training and certification of Trainers and Assessors along with NSDC and States.
- Promotion of academies of excellence.

Background

Skill ecosystem has been evolving at a fast pace in India unfolding various opportunities and challenges to its stakeholder. Our government has taken several initiatives like Skill India Mission, Digital India, Make in India, being vocal for local and many more for strengthening our economic situation in a global outlook. However, the current global unrest unfolded by Covid-19 and its significant impact in our country has created havoc at individual, convivial and national level. Many people have lost their source of livelihood, reverse migration of workers to their home states, lockdown at national level for curbing spread of COVID – 19 and uncertainty of its alleviation has led everyone to think about some alternative ways for performing activities we had been performing in a Pre-COVID age. It has now tremendously impacted the skilling ecosystem of our country as mobilization of trainees and trainers are not so easy as it was earlier. It's become imperative for us to opt for alternative ways to skill our youth and provide them suitable opportunity for their livelihood by linking them to initiatives providing them opportunity to get employed and become self-reliant.

FICSI has plans to undertake various digital initiatives. EOI are invited from eligible training providers to support these initiatives. Both affiliated TPs as well as New TPs could approach with their interest for this project. However, the new TPs can only be empaneled for this project only after affiliation with FICSI. Initially, there are three initiatives which are being rolled out:

1. LMS – Access to FICSI LMS (Learning Management system)
2. Home based Entrepreneurship Development Programs
3. FICSI Job Portal – Specifically for Food Processing Industry

Scope of Work

A) Access to FICSI LMS (Learning Management System)

- 1. Digitization of Qualification Packs for creating e-learning Resources:** FICSI has launched a Learning management system where our Qualification Packs will be available in digital mode in the form of self-paced e-learning resource for the utilization of its subscribers. The enrolled or empaneled training providers will have access to these digital courses which could be subscribed by candidates via training providers only. Our digital courses are in the form of self-paced e-learning modules, videos, animations, and in-between quizzes followed by an online summative assessment. The TP will provide adjunct trainer for local support and will arrange the mandatory practical sessions in the training center or in industrial units. The mobilization of trainers, candidates and industries shall be done by training partner.
- 2. Access to FICSI LMS Portal:** The training providers empaneled for this project will get an access to FICSI LMS portal. The training providers will get access to all the digital courses and online webinars via unique login ID and password provided by FICSI. TP will be advised the course fee to be charged to the students in due course of time.
- 3. Revenue Sharing:** The revenue generated from the registration of applicants for qualification packs shall be shared with training providers in a ratio of 50:50. i.e. the 50% of the revenue will be shared with training providers. The training providers will have to mobilize candidates, have at least one adjunct trainer, arrange for mandatory hands-on sessions in the training centre or relevant industry and any other support that the candidates will require at local level.

B) Home Based Entrepreneurship Development

We at FICSI have endeavored on rolling out online courses on “candidate paid model” which will provide opportunity to individuals venture into their own set-up to start with home based entrepreneur activities for their livelihood and create job opportunity for others as well in Food Processing Sector. We will provide interactive online training on blended learning mode via our LMS with proper handholding and exposure to food processing industry. Webinars and Interactive

sessions will also be provided from Industry experts and enable individuals to connect them with channel providers who will facilitate them in accessing assistance related to raising finance, providing digital marketing platform & logistics for their products & services for distribution of their products and services. These courses would be designed for but not limited to Artisanal Bakery, Jam Jelly Ketchup, fruit and vegetable processing etc.

1. Promotion of Home Based Entrepreneurship Development Program:

The promotion of home based entrepreneurship development program will be done by FICSI empaneled training providers in various districts of their presence. FICSI will also promote these programs on their website and social media platforms.

2. Online Training: The training of candidates will be done on digital platform via our LMS. The e-learning modules will contain self-paced content with videos, webinars and doubt clearing sessions with renowned specific industry experts. The self-paced course modules with in-between quizzes followed by final assessment. The webinars will be given online by industry experts and they will share their hand-held experience with candidates followed by question and answer session. The e-certificate will be provided to the candidates who will complete their course with final assessment.

3. Mobilization of Candidates: The training provider will be responsible for the mobilization of applicants locally in their district of presence. They shall select the applicants based on minimum eligibility criteria which will be mentioned in the respective course guideline offered from FICSI.

4. Adjunct trainer for Local support: The Training provider shall be responsible for availability of specific trainer with respect to offered course at their local area to provide the technical support to the applicants as or when required. The trainers should be certified under Training of Trainers (TOT) by FICSI.

5. Loan Facility: The training providers shall be capable of providing loan assistance to applicants, if required. Therefore, a proper action plan in this regard must be shared with FICSI well in advance to facilitate the loan amount to the applicants.

6. Revenue Sharing: The revenue generated from the registration of applicants for entrepreneurship development program shall be shared with training providers in a ratio of 50:50. i.e. the 50% of the revenue will be shared with training provides. The training providers will have to arrange

their resources for mobilization and collection of the registration fee as specified in specific course guidelines from each applicant.

7. The online assessment and certification will be done by FICSI

C) FICSI Job Portal

FICSI has launched its unique Job Portal specifically for food processing industry for providing a platform for both employment seekers and employers.

This Job Portal will connect all stakeholders like Training Providers, Colleges/Institutions, Corporates/MSME, PR agencies, aggregators etc. functional under food processing industry on PAN India basis.

Opportunities for empaneled Training Providers –

Mobilization of Candidates with educational institutions tie-up & Mobilization of Industries

- 1. Uploading the beneficiary data:** The training partner should upload the beneficiary's data of the candidates who trained under various schemes by Training Provider.
- 2. Institutional Connect:** TPs shall be responsible for developing connections with nearby Colleges/ Universities/ Institutions to onboard them on the FICSI's job portal to facilitate the placements. FICSI shall pay a fixed honorarium to the training partner when the data of candidates reaches 100 under an institute and recurring payment shall be paid every time after every 100+ successful registration of candidate under a particular institute. The data and the profile details of candidates shall be verified by FICSI.
- 3. Industrial Connect:** TPs shall reach out micro, small, medium & large food enterprises in their respective area with a proposal of association with FICSI job portal. The industries can take the benefit from the FICSI's Job portal by accessing the CVs of food processing candidates as per their requirements. FICSI shall pay a fixed honorarium (i.e. 60% of the registration plan) to the training partner on successful registration of enterprises with FICSI's job portal.

Eligibility Criteria for Training Providers to get Empanelment with FICSI under this EOI:

1. Training providers should have at least 3 years of experience in skill development projects.
2. TP should have access to the trainers who are certified under training of trainers (TOT) by FICSI.
3. To be having good mobilization capabilities in their area.
4. TP must be interested in Online training sessions and online skill development programs.
5. TP must have their contacts with micro, small, medium food processing units in their area.

Training Providers Empanelment Fee

All interested affiliated Training Providers have to submit a non-refundable empanelment fee of INR 11,000 + 18% GST while for new TPs (INR 30,000 affiliation charges + empanelment fee of INR 11,000 + 18% GST) by way of Demand Draft (DD), Check or by direct account transfer along with the Expression of Interest Form. Failure or omission to deposit the Empanelment fee shall disqualify the Bidder at the discretion of FICSI.

Payment Details

1. DD/Pay Order should be drawn in favour of "Food Industry Capacity and Skill Initiative" payable at New Delhi.
2. Fees can be transferred through NEFT/RTGS also.
3. Fees once paid are not refundable.
4. Cheque to be drawn in favor of "Food Industry Capacity and Skill Initiative" payable at New Delhi
5. Bank Account Details –
UNITED BANK OF INDIA,
2-TANSEN MARG, NEW DELHI-110001
A/c No. 0359018040563
Swift Code- UTBIINBBTNM
BSR Code- 310359
NEFT /IFSC/RTGS Code: UTBI0TNM709

Format for submission of Expression of Interest

1. Cover Letter
2. Description of the Training providers
3. Financial Credentials of Training providers

Enclosures along with below annexures

1. Last 3 years audited balance sheet
2. Resume of technical staff &/or Trainers

Last Date to Submit: 30th Aug. 2020



Annexure-1

Cover letter for Expression of Interest

To,
CEO,
Food Industry Capacity and Skill Initiative (FICSI)
601, 6th Floor, Mercantile House, Kasturba Gandhi Mag
Connaught Place, New Delhi 110001

Subject: Submission of Expression of Interest for Empanelment of training providers to provider FICSI under its digital and entrepreneurial initiatives.

Sir,

In response to the Invitation for Expressions of Interest published on Dated: _____ for Empanelment of training providers to provider FICSI under its digital and entrepreneurial initiatives, we _____ (hereby referred as training providers) would like to express our interest to undertake the project as mentioned in the notification. As instructed, we have enclosed all the necessary documents, as per the guidelines/format provided, for your information and records.

Mode of Payment: _____

DD Number/Cheque/Transaction ID: _____

I am willing to undertake the project in following locations with states and districts

1. _____
2. _____
3. _____
4. _____

Thank You

Sincerely,

(Signature)

Name & Designation:



Description of the Training Provider

Name of the Organization:	
Head Office Address:	
Name & Designation of the Concerned Officer to be referred for communication:	
a. Contact No. :	
b. Email ID:	
Head of the Organization:	
a. Name:	
b. Contact No:	
c. Email ID:	
7. Type of Organization:	
8. Main Areas of Business:	
9. Total no. of Employees:	
10. Branch Offices/Headquarters and their Address:	
11. Any other information the bidder would like to include:	



Annexure-3

Financial Credentials of the Training Providers

The bidder is required to indicate the net worth of his company for last 3 years based on the audited balance sheet/financial statement.

Financial Year	Net Present Worth
2017-2018	
2018-2019	
2019-2020	