

Uttar Pradesh Trade Promotion Authority (UPTPA)
under
Directorate of Industries & Enterprise Promotion
Government of Uttar Pradesh

GT Rd, Kanpur-208005, Uttar Pradesh, India

Web: <https://forwardauction.gem.gov.in/eprocure/home>

E-AUCTION NOTICE

For

Selection of an Operations & Facilitation Partner for Training Infrastructure Operations, Capacity Building, and Various Allied Promotional Activities for the Uttar Pradesh Trade Promotion Authority (UPTPA)

Auction ID: 31619

UPTPA, under the Directorate of Industries & Enterprise Promotion, Government of Uttar Pradesh, invites “Bids” from the professionally managed, technically competent, and experienced private sector agencies to submit their “Bids to Partner with UPTPA, Directorate of Industries & Enterprise Promotion, Government of Uttar Pradesh, as an Operations & Facilitation Partner for Training Infrastructure Operations, Capacity Building, and Various Allied Promotional Activities for the Uttar Pradesh Trade Promotion Authority (UPTPA). Interested applicants may obtain further information and procedure for submitting the “Bids” from the website: <https://forwardauction.gem.gov.in/eprocure/home>

E-Mail: ceouptpadikanpur123@gmail.com

S. No.	Activity Description	Date
1.	Centre can be inspected at	As detailed in Annexure-VII
2.	Inspection of Centres-date and time	09/03/2026 to 15/03/2026 from 2:30 PM to 4:00 PM
3.	Tender Publishing date	09/03/2026
4.	PQ & Documentation Start Date	09/03/2026
5.	PQ & Documentation End Date	16/03/2026 by 3:00 PM
6.	PQ Validation & Documentation Verification Duration	16/03/2026 to 18/03/2026
7.	EMD Submission Start Date	19/03/2026 from 10:00 AM
8.	EMD Submission End Date	20/03/2026 by 06:00 PM
9.	EMD Verification Duration	23/03/2026 by 11:00 AM
10.	Auction Start Date	23/03/2026 at 12:00 PM
11.	Auction End Date	24/03/2026 at 12:00 PM

I. Notice

The Uttar Pradesh Trade Promotion Authority (UPTPA), Directorate of Industries & Enterprise Promotion, Government of Uttar Pradesh, hereby invites e-Auction Bids from eligible, reputed, and professionally managed agencies for:

“Selection of an Operations & Facilitation Partner for Training Infrastructure Operations, Capacity Building, and Various Allied Promotional Activities for the Uttar Pradesh Trade Promotion Authority (UPTPA).

The engagement envisages a comprehensive partnership for Operations and Management for training activities and associate facilitation for promotion activities defined under this Tender, wherein **selected Operations & Facilitation Partner** shall be responsible for the planning, execution, monitoring, and continuous improvement of all assigned activities, in close coordination with UPTPA and the Directorate of Industries & Enterprise Promotion. The partner shall be expected to demonstrate strong outcome orientation, including measurable results in terms of trained candidates, market linkages created, and overall contribution to trade promotion and MSME development in the State.

The detailed **Annexures to Tender**, including eligibility criteria, scope of work, terms and conditions, tender document submission requirements, and evaluation methodology, are enclosed hereunder and are available on the **Government e-Marketplace (GeM)** portal at <https://forwardauction.gem.gov.in/eprocure/home>, as a scheduled Auction Entry.

UPTPA reserves the right to **accept or reject any or all Auction Bids, to cancel or modify the Tender process, or to annul the bidding process at any stage**, without assigning any reason thereof and without incurring any liability.

Digitally signed by
VIJAYENDRAPANDIAN K
Date: 07-03-2026
13:38:18

Chairperson
Uttar Pradesh Trade Promotion Authority (UPTPA)
Directorate of Industries & Enterprise Promotion
Government of Uttar Pradesh

II. Annexure-1: Disclaimer

The information contained in this Tender (the “Tender”) or subsequently provided to Bidder(s), whether verbally or in documentary or any other form, by or on behalf of the Uttar Pradesh Trade Promotion Authority (herein after referred to as “Authority”) or any of its employees or advisors, is provided to Bidder(s) on the terms and conditions set out in this Tender and such other terms and conditions subject to which such information is provided.

This Tender is not an agreement and is neither an offer nor invitation by the Authority to the prospective Bidders or any other person. The purpose of this Tender is to provide interested parties with information that may be useful to them in making their Auction Bids (Bids) pursuant to this Tender. This Tender includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to this tender. Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. This Tender may not be appropriate for all persons, and it is not possible for the Authority, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party who reads or uses this Tender. The assumptions, assessments, statements and information contained in this Tender may not be complete, accurate, adequate or correct. Each Bidder should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this Tender and obtain independent advice from appropriate sources.

Information provided in this Tender to the Bidder(s) is on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

The Authority, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Bidder or its Associates, under any 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 Tender or otherwise, including the accuracy, adequacy, correctness, completeness or reliability of the Tender and any assessment, assumption, statement or information contained therein or deemed to form part of this Tender or arising in any way for participation in the Bidding Process.

The Authority also accepts no liability of any nature whether resulting from negligence or otherwise howsoever caused arising from reliance of any Bidder upon the statements contained in this Tender.

The Authority 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 Tender.

The issue of this Tender does not imply that the Authority is bound to select the Bidder or Concessionaire, as the case may be, for the Project and the Authority reserves the right to reject all or any of the Bids without assigning any reasons whatsoever.

The Bidder shall bear all its costs associated with or relating to the preparation and submission of its Bid including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the Authority or any other costs incurred in connection with or relating to its Bid. All such costs and expenses will remain with the Bidder and the Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by a Bidder in preparation or submission of the Bid, regardless of the conduct or outcome of the Bidding Process.

III. Annexure-2: Background Information

1. About UPTPA

The **Uttar Pradesh Trade Promotion Authority (UPTPA)** is the apex institutional body of the Directorate of Industries & Enterprise Promotion, Government of Uttar Pradesh mandated to promote trade, commerce, and exports of products and services originating from the State. Established with the objective of positioning Uttar Pradesh as a globally competitive manufacturing and services hub, UPTPA functions as the **nodal agency for trade promotion, export facilitation, and market development**, working in close coordination with central government bodies, international trade institutions, foreign missions, and industry stakeholders.

As part of its broader institutional responsibilities, UPTPA is empowered to establish regional centres within India and abroad, create libraries and information divisions to support exporters, raise and manage funds, acquire or manage institutions with aligned objectives, and undertake allied trade promotion activities approved by the competent authority. With Uttar Pradesh's growing integration into global value chains, UPTPA's role has expanded beyond conventional trade promotion to encompass **capacity building, skill development, export promotional activities and entrepreneurship enablement**. The Authority recognizes that sustainable trade growth requires not only market access, but also sector-specific skills, compliance readiness, managerial capability, and entrepreneurial competence among enterprises and professionals. Accordingly, UPTPA's institutional mandate increasingly aligns trade facilitation with knowledge dissemination, enterprise development, and ecosystem strengthening to ensure long-term competitiveness of Uttar Pradesh in domestic and international markets.

2. Purpose of Tender

The purpose of this E-Auction (Tender) is to invite **Bids** from **Eligible Bidders** as defined within this document for **“Selection of an Operations & Facilitation Partner for Training Infrastructure Operations, Capacity Building, and Various Allied Promotional Activities for the Uttar Pradesh Trade Promotion Authority (UPTPA)”**, Directorate of Industries & Enterprise Promotion, Government of Uttar Pradesh.

Through this Tender, UPTPA intends to select a partner capable of facilitating, operating, and continuously improving a **comprehensive, state-wide ecosystem** that integrates the following interrelated functions:

- Operation and management of UPTPA's existing and future training and capacity-building institutes;
- Design, delivery, and scaling of vocational skill development and entrepreneurship development programmes aligned with industry, MSME, startup, and export-sector requirements;
- Undertake end-to-end facilitation of allied mobilization and promotional activities of UPTPA to facilitate aforesaid objectives, through and beyond aforementioned institutes.

The overarching purpose of this Tender is to **institutionalize training and entrepreneurship promotion as core instruments of trade promotion**, rather than as standalone or ad hoc initiatives. UPTPA seeks to ensure that capacity-building and promotional interventions are systematically aligned with market access, export readiness, enterprise competitiveness, and value-chain integration for Uttar Pradesh-based stakeholders.

Specifically, the Tender seeks to:

- Establish a **single, accountable, and professionally managed implementation framework** for training, ensuring coherence, efficiency, and scalability;
- Leverage **private sector expertise, innovation, and operational efficiency** to enhance the quality, reach, and impact of UPTPA's programmes and activities;
- Ensure **industry relevance and market responsiveness** in skill development, entrepreneurship training, and MSME support initiatives;
- Create a **robust mechanism for trade promotion and mobilization of target groups**, aligned with national and international promotion standards and best practices;
- Define clear **roles, responsibilities, service standards, performance indicators, and reporting obligations** for the selected partner;
- Establish a **sustainable commercial and operational model**, including revenue-sharing and/or fee-based mechanisms, performance-linked incentives, and risk allocation consistent with applicable Government policies.

This Tender also seeks to subsequently formalize the **governance, contractual, and performance management framework** for the proposed partnership. It shall lay down the detailed terms and conditions relating to scope of work, technical specifications, Agreement, key performance indicators (KPIs), monitoring and evaluation mechanisms, payment and revenue-sharing structures, compliance requirements, dispute resolution, and termination provisions.

The selected bidder, upon execution of the Agreement, shall function as the **Operations & Facilitation Partner of UPTPA** exclusively for training activities and facilitation partner for promotion activities defined under this Tender and shall be responsible for the conceptualizing, planning, facilitating, monitoring, executing, and continuous improvement of all assigned activities, in close coordination with UPTPA and the Directorate of Industries & Enterprise Promotion. The partner shall be expected to demonstrate strong outcome orientation, including measurable results in terms of trained candidates, events executed, market linkages created, and overall contribution to trade promotion and MSME development in the State.

IV. Annexure-3: Terms & Conditions

1. Transaction Charges

- The successful Bidders /O&M Partner are liable to pay the transaction charges to GeM as per the applicable Revenue Policy for Forward Auction as available on the GeM portal/ website.
- The applicable Transaction Charges shall be paid by the successful Bidder to GeM within 3 (three) working days of winning the auction lot. GeM at its sole discretion can extend the time for payment of the transaction charge.
- The Intimation Letter / O&M Partnership LoI shall only be issued to the successful Bidder once the transaction charge, as per applicable policy has been paid to GeM by the successful Bidder. In the event, the successful Bidder does not pay the transaction charge within the time limit as prescribed by GeM, its bid is liable to be cancelled and the UPTPA would be within its rights to initiate action as per the clause concerned of the GTC.
- Levy of Transaction Charges shall be subject to applicable taxes such as GST.
- In the event the UPTPA terminates the Contract without any default on part of the O&M Partner and decides not to sell the auctioned goods / materials / assets, the transaction charge shall be refunded to the successful Bidder by GeM. It is clarified that no refund of Transaction Charges shall be made in case the UPTPA cancels the contract due to non-fulfilment of any contractual obligations by the O&M Partner or due to any omission /misleading /false information provided by the O&M Partner on the GeM Portal/ website.
- It is clarified that no interest shall be paid to the Bidders / O&M Partner on any amount paid or deposited by them under any of the terms and conditions of the Forward Auction and subsequently found refundable to him.

2. Website Terms and Policies Updation

Bidders are advised to check GeM's website for terms and conditions as well as policies such as Privacy Policy and the Website Disclaimer at all times, as GeM may update the website and such terms, from time to time.

3. Bidding Process

All bids on the GeM portal/ website are a firm commitment to UPTPA's Annual Fixed Revenue Share. The highest Bidder at the end of an auction (meeting the applicable minimum bid or reserve price requirements) will be declared as the successful Bidder and will be obligated to complete the transaction with the UPTPA. All bids must be in Indian Rupees Only.

4. Earnest Money Deposit (EMD)

- (a) The bidders are required to submit an EMD of INR 2,50,000 (Rupees Two Lacs Fifty Thousand only) through Demand Draft (DD) in favor of “**Uttar Pradesh Bayapar Protsahan Pradhikaran**” and must be valid for the period of 120 days from the last date of submission. Bidders must further submit the EMD (DD), along with the respective covering letter to UPTPA, by the EMD submission date and time.
- (b) Demand Draft (DD) as elaborated above shall be the only means of submission of EMD.
- (c) The earnest money deposit shall be non-interest bearing and is refundable to unsuccessful e-Tenderers.
- (d) The EMD shall be forfeited and appropriated by UPTPA without prejudice to any other right or remedy that may be available to UPTPA hereunder or otherwise, under the aforementioned conditions. In such an event, the decision of the UPTPA regarding forfeiture of the Bid Security shall be final and binding upon bidders.
 - i. If a Bidder withdraws his bid or decreases his quoted prices during the period of bid validity or its extended period, if any.
 - ii. In the case of successful bidder, if bidder fails within the specified time limit to sign the contract within the time specified by UPTPA; or
 - iii. During the bid process, before signing of the contract, if bidder fails to comply with the terms and conditions of the tender
 - iv. If during the bid process, any information provided by bidder is found false/fraudulent/malafide, then UPTPA shall reject the bid and, if necessary, initiate action provided
 - v. If during the bid process, a bidder indulges in any such deliberate act as would jeopardies or unnecessarily delay the process of bid evaluation and finalization.
 - vi. If a bidder engages in a corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.

5. Inspection of Training Institutes

The Bidder should inspect the immovable assets at the UPTPA's site with prior appointment with the UPTPA and by observing the entry procedure as prescribed by the UPTPA. The discretion to allow any person to inspect the immovable assets and movable assets of 14 UPTPA training institutes in case of this tender are operational : (1). Bareilly (Bhojipura), 2. Aligarh (Atrauli), 3.Lucknow (Daliganj), 4. Prayagraj (Phulpur), 5. Mau (Ghosi) 6. Azamgarh (Kartalpur), 6.Mirzapur (Pathrahiya Industrial Area), 7. Ghazipur, 8. Sultanpur, 9. Raebareli (Bachhrawan),10. Jhansi (Kochabhanwar), 11.Agra,12. Rampur,13. Mirzapur (Chunar)), 14. Gazipur would rest solely with the UPTPA. One another Centre Lucknow (Kaiserbagh) and Kanpur (Company Bagh) Institutes are under construction, and the details of all the Institutes are annexed.The goods/ materials / movable assets/ immovable assets of these institutes are available for Forward Auction on revenue sharing basis should be inspected at the appropriate site(s) as prescribed by the UPTPA and the Bidders should thoroughly satisfy themselves about the nature, physical condition, quantity and quality, dimensions, size, weight of the materials / immovable assets and working conditions at the site as per procedure laid down by the UPTPA. Any claim/complaint about the quantity, quality, condition, fitness for use, or any defect / error / inadequacy in the description of the goods/ materials / movable assets/ immovable assets etc. will not be entertained after participation in bidding process or issue of Intimation Letter / O&M Partnership LoI.

6. Quality of Assets

The immovable assets are available on "As is where is basis" and "No complaint basis" in so far as physical condition of the same is concerned and movable assets are available ready to use for training purposes. The Bidders will therefore be deemed to have made themselves aware of the physical conditions, numbers, dimensions, size, weight, working conditions of the goods by inspecting the materials before submitting their Bids.

7. Payment and Taxes

- The "Bid Value" shall mean the **UPTPA's Annual Fixed Revenue Share Value** as quoted and accepted in the auction. The successful Bidder shall be liable to pay the said amount within Fifteen (15) days from the date of closure of the bid, in accordance with the following schedule:
 - (a) Twenty-Five Percent (25%) of the Annual Fixed Revenue Share Value shall be paid within fifteen (15) days from the closure of the bid or prior to execution of the Agreement, whichever is earlier.
 - (b) The remaining Seventy-Five Percent (75%) shall be payable in three (3) equal quarterly instalments. Each instalment shall be paid within fifteen (15) days from the end of the respective quarter, after adjustment and calculation of the revenue share for the preceding quarter, and shall be based on the higher of:
 - (i) the actual revenue share calculated for the quarter, or
 - (ii) the proportionate Fixed Revenue Share amount, that is proportionate to the increase in number of UPTPA Institutes and thus associated number of seats.
- The fixed revenue share value including all taxes if not paid within the prescribed time limits, shall be paid within such time limit as may be extended by the UPTPA, together with any Charges as specified as applicable within the provisions of forward auction.
- The initial deposit of EMD shall not carry interest and will be refunded without interest to the unsuccessful bidders within 7 (Seven) days from the bid end date.
- The payment between the parties will be settled on monthly basis as per share of revenue from the date of submission of revenue detail within 15 days after submission of details and Annual Fixed Revenue shared on Quarterly basis.
- UPTPA shall take payment in their specified bank account open for this purpose and transfer amount to the O&M partner after retaining their share or O&M partner may open project account in its name and transfer UPTPA revenue share on project basis.
- The liability on account of imposition or levy of any new or existing taxes / duties/ levies/ charges and/ or increase in rate of taxes / duties/ levies/ charges as levied by Local/ State/ Central Govt. concerning all in relation to this revenue sharing contract covered under this tender are applicable on both parties as per applicable O&M Partner and the UPTPA shall not bear any liability or responsibility in this regard.
- In the event the O&M Partner fails to make the requisite payment within the time / extended time stipulated, the award of tender relating to such lot can be cancelled at the discretion of the UPTPA and the EMD deposited by the Bidder shall be forfeited in full and the UPTPA shall be entitled to recover any incidental / consequential loss suffered by it as a result of such failure. The UPTPA shall not be bound to give any notice to the O&M Partner for the said forfeiture.

8. Minimum Reserve Price: Minimum reserve price for the bid will be **Rs. 50,00,000/- (INR. 50 Lacs Only)**

9. Role and Obligations of the UPTPA

(To be read in conjunction with Role and Obligations defined within Special Terms of this Document)

- The UPTPA reserves the rights to accept or reject the highest bid after assigning the reasons and the Contract of any or all the lots may be allotted by the UPTPA to one or more than one Bidder as UPTPA may deem fit and no claim / complaint in this regard will be entertained by the UPTPA.
- The UPTPA reserves its right to demand copy of any document / License /Certificate issued by any Statutory / Govt. Authority in favour of the Bidder, if required, under any Statutory or State / Central Government Act / Law / Order / Rules etc. before the start or during the auction.
- The UPTPA shall allow a reasonable number of the O&M Partner's authorized representatives/ workmen/ trucks at the sole discretion of the UPTPA for entering the Worksite for the purpose of removal and transportation of the goods/ materials.

10. Revenue Share Based Auction Agreement

On the basis of this Document and pursuant to the acceptance of the bid/auction, the Parties hereby agree that they shall execute a separate, detailed and comprehensive Agreement ("Definitive Agreement") setting out the complete terms and conditions governing the execution of the Contract.

11. Tenure of Partnership of UPTPA with Agency

This agreement shall be effective from the date of letter of award of appointment. This appointment will be valid for initial period of 5 years from the date of its commencement, with further extension of 5 years upon satisfactory performance of the agency.

12. Termination of Contract

In the event of any failure, default, or material breach by either Party in the performance of its obligations under this Revenue Share Agreement, including but not limited to non-payment of Revenue Share, statutory dues, transaction charges, violation of auction conditions, or non-fulfilment of assigned roles and responsibilities, the non-defaulting Party shall have the right to terminate this Agreement by issuing written notice in accordance with the notice and cure provisions contained herein. If the breach is not remedied within the stipulated cure period, the Agreement may be terminated without prejudice to any other rights and remedies available under law or this Agreement.

This Agreement may also be terminated by mutual written consent of both Parties.

Upon termination, all accrued rights, liabilities, and financial obligations up to the date of termination shall survive.

13. Limitation of Liability

Notwithstanding anything contained in this Contract, no party will be liable for any special, incidental or consequential damages arising out of or in connection with this agreement or any breach hereof (including for loss of data or profits, or cost of cover), whether or not such party has been advised of the possibility of such damages, and whether under a theory of contract, tort (including negligence) or otherwise; except for liabilities arising out of any violation, misappropriation or infringement of a party's intellectual property rights, or from a breach by either party of its obligation. In no event will either party's aggregate liability arising out of or in connection with this agreement or any breach hereof (whether under a theory of contract, tort (including negligence), warranty or otherwise) exceed the Contract Price entered into the Contract between the O&M Partner and the UPTPA.

14. Preparation of Bids

- (a) **Language:** Bids (Tender document) and all accompanying documents shall be in English language. In case any accompanying documents are in other languages, it shall be accompanied by an English Translation. The English version shall prevail in matters of interpretation.
- (b) **Tender document:** The Tender document of bid shall be completed in all respects and duly signed and stamped by an authorized representative of the Bidder.

15. Format and Signing of Bid (Tender document)

- (a) The documents comprising the bid shall be typed and all pages of the bid shall be signed by a person duly authorized to sign on behalf of the Bidder.
- (b) The bid shall contain no alternations, omissions or additions except those to comply with instruction issued by UPTPA, or are necessary to correct errors made by the Bidder, in which case such corrections shall be initialled/singed by the person signing the bid.
- (c) The bids should be properly typed, numbered, signed and scanned so that they are clear. Any unclear/illegible pages/evidences if found would not be considered or scored.

16. Submission of Bids

- (a) The bidder shall submit their offer under **2 bid basis** i.e. Tender document and They're after E-Auction Bid at the time of opening of auction. Wherein bidders must upload and submit tender document on GeM Portal (URL: <https://forwardauction.gem.gov.in/eprocure/home>). All the documents must be uploaded as per the folder structure specified on the portal.
- (b) The bidders should not send any bids by hand/courier etc. These would not be accepted.
- (c) Bidders only submit the EMD (DD), along with the respective covering letter to UPTPA, by the EMD submission date and time.

17. Validity of Bid: The bid must remain valid and open for acceptance for a period of 120 days from the date of opening of Bid.

18. Late and Delayed Bids

- (a) Bids must be received not later than the date and time stipulated in the Tender document. UPTPA may, at its discretion, extend the deadline for submission of bids in which case all rights and obligations of UPTPA and the Bidder will be the same.
- (b) Please try and submit your Bids before the deadline (keeping in mind any network/technical issues. Bids not received by the deadline will be disqualified and will not be considered for evaluations.

19. Pre-Eligibility Qualification

The detailed pre-eligibility criteria are as follows:

S. No.	Minimum Eligibility Requirements	Documentary Required	Proof
PQ-1	The Agency must be a Company registered in India under the Provisions of Companies Act 1956/2013, Registered Partnership Firm or Society Registered under Societies Act 1860, or a Public Trust registered under Indian Trust Act 1982, or a company registered under Section 8 Companies Act.	Copy of the Certificate of Registration	
PQ -2	The Agency's average annual turnover from Operations in India, during the previous three financial years (2022- 2023, 2023- 2024 & 2024-2025) must be at least INR. 5 Crore (Indian Rupees Five Crore Only)	Certificate duly signed by Certified Chartered Accountant for average annual Turnover for last 3 financial years (2022- 2023, 2023- 2024 & 2024-2025)	
PQ -3	The Agency must be recognized by either NCVET or UGC.	Letter or agreement of such affiliation or recognition	
PQ -4	The Agency should not be blacklisted or debarred banned from participating in or carrying out business by any central govt./state govt./PSUs	Letter of undertaking as in Annexure Number 03 on company letter head	
PQ -5	The Agency must have GST registration certificate as on last date of submission	Copy of GST registration certificate	
PQ -6	The Agency should have experience of relevant training project with the Govt/Semi Govt/PSU	Attach copy of Workorder or agreement	

20. Terms of Post-Eligibility Auction Process

Only those bidders who have obtained minimum 60% score in Eligibility Evaluation shall be deemed to have been found eligible for the Auction Process and thus will be eligible for E-Auction Stage, wherein they can submit and update their Auction Bids via their respective GeM Account credentials, wherein the Minimum Auction Bid Value shall be INR. 50,00,000/- (Fifty Lacs Only) (Minimum Reserve Price), thereafter the bidders can increase their auction bid by an amount that is at least greater than INR. 2,50,000/- (Two Lacs Fifty thousand Only), strictly during the E-Auction Duration, via their respective GeM Accounts.

Thereafter, at the end of E-Auction process the bidders with the highest Auction bid (Revenue Share Bid) amongst eligible bidders, shall be selected agency (partner), as decided by UPTPA under this tender.

21. Award of Tender: The tender shall be awarded with the approval of the competent authority to the bidder whose bid has been determined to be eligible and to be substantially responsive to the bid documents and who has offered the highest evaluated bid (H-1).

22. Eligibility Evaluation Criteria

No.	Evaluation Criteria	Detailed Criteria Wise Evaluation Bifurcation			Max Score
E-1	Turnover	Component	Description	Score	10
		Average annual turnover from relevant operations to this Tender in India, during the previous three financial years (2022- 2023, 2023- 2024 & 2024-2025) (Maximum Score = 10) (Supporting Document: CA Certificate / Annual Audited Statements of Account)	From 5 to Less than 10 Crores	5	
			From 10 to Less than 20 Crores	7.5	
			20 Crores and More	10	
E-2	Government Project	Component	Description	Score	10
		Number of similar projects ongoing or executed for government bodies in previous 10 financial years (2016-2025) (Supporting Document: Work Order / Agreement of Project from a government body) (Maximum Score = 10)	1 Projects	5	
			2 Projects	7.5	
			3 or More Projects	10	
E-3	Training Accreditation	Component	Description	Score	20
		Empanelment, Accreditation, or Recognition for Training and Certification by the State or Central Government (Supporting Document: Letter of Empanelment, Accreditation, or Recognition from a government body or an agreement with government body for same) (Maximum Score = 20)	Recognition by State Government	5	
			Recognition by Central Government	10	
			Awarding Body / University recognized by NCVET / UGC	20	
E-4	Marketing & Associated Accreditation	Component	Description	Score	20
		Empanelment, Accreditation, or Recognition for Multimedia Asset Creation, Social Media Management, and Promotional Activity by the State or Central Government (Supporting Document: Letter of Empanelment, Accreditation, or Recognition from a government body or an agreement with government body for same) (Maximum Score = 20)	Empanelment with State Government	5	
			Empanelment with Central Government	10	
			Empanelment with CBC, Ministry of Information & Broadcasting	20	
E-5	Concept Document	A Concept Document including capability statement, proposed framework, and methodology (including understanding of requirement and scope of work, implementation methodology and proposed team, originality of the concept, innovative ideas for effectiveness of engagement.			40
Total					100

The maximum score for the technical bid is “100”, while minimum qualifying score of a bid shall be “60”.

V. Scope of Work

Under scope of work detailed herein the Selected Agency shall act as the **Operations & Facilitation Partner** of UPTPA for the planning, implementation, operation, and management of all UPTPA training Institutes and respective training activities within all districts of Uttar Pradesh, as well as serve as the facilitation partner for various Trade Promotion Activities as described within the detailed scope of work delineated hereunder.

The engagement shall encompass:

- Operation and management of UPTPA-owned training infrastructure
- Design and delivery of skill development and entrepreneurship programmes;
- End-to-end facilitation of the trade promotion activities;
- Joint certification of the Training executed under this association
- Implementation of MSME-focused promotional and outreach activities;
- Institutional coordination, monitoring, reporting, and outcome-based performance management.

1. Detailed Scope of Work of the Selected Agency

A. Operation & Management of Training Institutes

The Selected Agency shall be fully responsible for the **academic, administrative, and operational management** of UPTPA training institutions.

Key Responsibilities:

- Operate and manage exclusive all UPTPA training institutes and any additional institutes established / associated during the tenure of the agreement within all 75 districts of the state of Uttar Pradesh.
- Develop institute-wise **annual academic and operational plans**, aligned with UPTPA objectives and approved by the competent authority.
- Manage day-to-day operations including:
 - Academic scheduling and curriculum delivery;
 - Faculty/trainer engagement and performance management;
 - Trainee mobilization, admissions, attendance, and grievance redressal;
 - Assessment, evaluation, and certification.
 - Develop, apply, and execute all training and allied projects exclusively for the state, central, and other institutions.
- Ensure optimal utilization and upkeep of classrooms, laboratories, equipment, digital infrastructure, and common facilities.
- Introduce blended, hybrid, and digital learning models where appropriate.
- Ensure compliance with applicable **State and Central Government norms**, accreditation requirements, and quality standards.

B. Skill & Entrepreneurship Development Programmes

The Selected Agency shall conceptualize, design, and deliver **industry-aligned, demand-driven skill development programmes** exclusively for UPTPA.

Key Responsibilities:

- Identify priority sectors in consultation with UPTPA, DIEPUP, and industry stakeholders.
- Develop modular, stackable, and certification-oriented courses aligned with:
 - Industry requirements;
 - Export-oriented sectors;
 - National Skill Qualification Framework (NSQF), where applicable.

- Implement training and training of trainer (ToT) programmes under relevant **State and Central Government schemes**, as notified from time to time.
- Deliver programmes across:
 - UPTPA institutes;
 - Satellite/off-campus locations;
 - Associate and training institutions
 - Mobile, on-site, and digital platforms.
- Ensure outcome orientation in terms of:
 - Self Employment
 - Enterprise Creation
 - Employability;
 - Upskilling
 - Productivity enhancement;
 - Export readiness.

C. Promotional Activities for MSME and Trade Development

The Selected Agency shall facilitate UPTPA in following trade promotion activities as per the requirement of UPTPA.

- Design and execute MSME-focused promotional campaigns and awareness programmes.
- Support branding and promotion of Uttar Pradesh products and services at:
 - State-level;
 - National-level;
 - International platforms.
- Undertake digital and social media outreach, subject to approvals and empanelment.
- Coordinate with industry associations, chambers of commerce, and export promotion bodies.
- Facilitate promotional activities including:
 - Proposal development for associated events
 - Event design and content development;
 - Venue planning and logistics;
 - Vendor and service provider management;
 - Participant onboarding and stakeholder coordination;
 - Media, publicity, and branding support;
 - Buyer–Seller Meets (BSMs) and Reverse BSMs;
 - Investment summits, conclaves, workshops, and roadshows;
 - Promotional and outreach camps.
 - Various Other Promotional Activities.
 - Post-event documentation, reporting, and impact assessment.
- Assist UPTPA in dissemination of trade intelligence and market opportunity information.

2. Responsibilities of UPTPA

- Provide overall strategic direction and policy alignment.
- Approve annual plans, curricula frameworks, and major initiatives.
- Provide land, buildings, classroom assets, training halls, classrooms, and basic utilities available with training center.
- Facilitate access to existing institutional assets and facilities.
- Provide complete assistance to make this institution sustainable till 18 months from the date of Handover such buildings
- Facilitate coordination with DIEPUP, Other State and Central Government departments, and Export promotion bodies and trade institutions.

- Help O&M partner in submission of various training, event and promotional activities proposal to various department and agencies either central or states
- Issue necessary approvals, proposals, letters of support, and official communications.
- Share revenue or receive revenue on monthly basis, based on revenue details submitted by O&M partner
- Establish governance mechanisms including review committees.
- Constitute a project committee/Nodal to make activities smooth and successful
- Monitor performance against agreed KPIs.
- Provide feedback and approvals for corrective actions.
- Enable alignment with applicable government schemes.
- Assist in convergence with State and Central initiatives.

3. Deliverables

- Operationalization of all training institutes.
- Annual training and event calendars.
- Certified trainees, trainers, and enterprise-ready participants.
- Successful facilitation of associated promotional activities.
- Periodic monitoring and audited reports.
- Measurable improvements in MSME capability, export readiness, and stakeholder participation.

4. Financial Framework (Revenue Sharing Percentage & Other Charges)

No.	Revenue Source	Percentage Share of UPTPA
1	Revenue from Training at UPTPA Training Institutes	20%
2	Revenue from Training at Other Institutes but within Scope of this Project	10%
3	Revenue from any other activity within Scope of this Project	5%

NOTE:

- The minimum revenue share of UPTPA must be either INR. 50 Lacs (Minimum Reserve Price) Per Year or the aforementioned percentage, whichever is higher.
- The UPTPA's revenue share shall increase after every 2 years @5% beyond the UPTPA revenue share detailed within the aforementioned table.
- In case where Operations & Facilitation Partner provides facilitation services for events and promotional activities directly executed by UPTPA or other agencies, the Operations & Facilitation Partner may raise Service Charge Invoice of 5% of the total cost for facilitation services provided.
- All multimedia assets developed for the purpose of digital marketing and associated activities for promotion, awareness creation, as well as associated functional requirement as per scope of work detailed in this Tender, shall be billed in accordance with the most recently notified rate structure notified by the Central Bureau of Communication (CBC), Ministry of Information and Broadcasting, Government of India, applicable to the CBC empaneled multimedia agencies. Consequently, the associated costs should be charged separately as recurring expenditure to UPTPA, as applicable.
- Digital Marketing Campaign budget shall be allocated separately to the Operation and Facilitation Partner by UPTPA, as per reach requirements.

VI. Annexure-6: E-Tender document

(Hard copies should be handed over to the procurement division only)

Please Note that Dully Filled Requisite Documents detailed hereunder constitute the Tender document, Along Side requisite documents detailed in (Annexure-5: Special Terms & Conditions “1. Pre-Eligibility Qualification” and “6. Eligibility Evaluation Criteria”) and Copy of EMD.

1. Forwarding Letter

To
Chairperson
Uttar Pradesh Trade Promotion Authority (UPTPA) Directorate of
Industries & Enterprise Promotion (DIEPUP) Government of Uttar
Pradesh
GT Rd, Kanpur-208005 Uttar
Pradesh
India

Sub: *Selection of an Operations & Facilitation Partner for Training Infrastructure Operations, Capacity Building, and Various Allied Promotional Activities for the Uttar Pradesh Trade Promotion Authority (UPTPA).*

Ref: Auction ID 31619XXXXXXXXXXXX

I/ We, the undersigned, offer to provide above services to UPTPA. We are hereby submitting our bid as per requirements of the Tender.

I/We, hereby declare that:

- (a) I/We are enclosing and submitting herewith our Bid, with the details as per the requirements of the tender, for your evaluation and consideration.
- (b) I/We have read carefully the terms and conditions of Tender document attached hereto and hereby agree to abide by the said terms and conditions.
- (c) The bid is unconditional.
- (d) I/We undertake that documents submitted are genuine/ authentic and nothing material has been concealed. I/We understand that the contract is liable to be cancelled, if it is found to be having obtained, through fraudulent means/concealment of information.
- (e) We shall make available to the UPTPA any additional information it may find necessary or require to clarify, supplement or authenticate the Bid.
- (f) Until a formal agreement is prepared and executed, acceptance of this tender document shall constitute a binding contract between UPTPA and us subject to the modifications, as may be mutually agreed to, between UPTPA and us.
- (g) We agree to keep this bid valid for acceptance for a period of one hundred twenty (120) days from the date of opening the bid.

We understand that the UPTPA is not bound to accept any tender that the UPTPA receives. Yours faithfully,

Authorized Signatory
(with Name, Designation, Contact no. and Seal)

Note: On the Letterhead of the Bidder.

2. Information on Bidder's Organization

All Communications/ Hard copies/ EMD draft should be handed over to the procurement division only

S. N.	Particulars	Details
1.	Name of the Bidder	
2.	Address of the Bidder	
3.	Incorporation status of the Bidder (Company or Firm) (Relevant Certificate to be submitted in Technical Bid)	
4.	Year of Establishment	
5.	Valid GST registration No. (Copy of certificate to be submitted)	
6.	Permanent Account No. (PAN) (Copy of PAN Card to be submitted)	
7.	Name and Designation of the contact person to whom all references shall be made regarding this Bid	
8.	Telephone No. (with STD Code)	
9.	E-mail id of the Contact Person	
10.	Fax No. (with STD Code)	
11.	Website (if any)	

.....Name of the Bidder

..... Signature of the Authorized Signatory

.....Name of the Authorized Signatory

Place: _____

Date: _____

VII. Annexure-6: List of Training Centres

The List of all training centres are detailed hereunder:

S. No.	Centre Name	Address	PIN Code
1	Government Training and Extension Centre	Bhojipura, Bareilly, Uttar Pradesh	243202
2	Government Training Centre	Atrauli, Aligarh, Uttar Pradesh	202280
3	Government Training and Extension Centre	Daliganj, Lucknow, Uttar Pradesh	226020
4	Government Training and Extension Centre	Phulpur, Prayagraj, Uttar Pradesh	212402
5	Government Training and Extension Centre	Ghosi, Mau, Uttar Pradesh	275304
6	Government Training and Extension Centre	Kartalpur, Azamgarh, Uttar Pradesh	276001
7	Government Training and Extension Centre	Pathrahiya Industrial Area, Mirzapur, Uttar Pradesh	231001
8	Government Training and Extension Centre	Ghazipur, Uttar Pradesh	233001
9	Government Training and Extension Centre	Sultanpur, Uttar Pradesh	228001
10	Government Training and Extension Centre	Bachhrawan, Raebareli, Uttar Pradesh	229301
11	Government Training and Extension Centre	Kochabhanwar, Jhansi, Uttar Pradesh	284128
12	Government Training and Extension Centre	Agra, Uttar Pradesh	282001
13	Extension and Training Centre	Rampur, Uttar Pradesh	244901
14	Extension and Training Centre	Chunar, Mirzapur, Uttar Pradesh	231304
15	Extension and Training Centre	Kaiserbagh, Lucknow, Uttar Pradesh (Under Construction)	226001
16	Extension and Training Centre	Company Bagh, Kanpur, Uttar Pradesh (Under Construction)	208001