



INDIAN INSTITUTE OF MANAGEMENT SAMBALPUR
भारतीय प्रबंधन संस्थान संबलपुर

Tender No: IIMSBP/2024-25/RP/26 dated 12-02-2025

**Notice Inviting Tender for
Engagement as Engaged Agency (EA) to market and manage end to end operations
of Executive MBA Program of IIM Sambalpur**

(e-Tender mode only)

Tender Document can be downloaded from the following websites: -

<http://www.iimsambalpur.ac.in>

<https://www.eprocure.gov.in/eprocure/app>

NOTICE INVITING TENDER

Online Bids are invited under a Two Bid system for Engagement as Service Providers to market and manage end-to-end operations of Executive MBA Programs of the Indian Institute of Management Sambalpur as per the schedule mentioned below:

Sl. No	Item Name	Description
1	Service Description	Engagement as Service Provider to market and manage end-to end operations of Executive MBA Program (Multi Modal) of IIM Sambalpur
2	Tender Ref. No. and Date	IIMSBBP/2024-25/RP/26 dated 12-02-2025
3	Estimated cost of Tender	Rs.10 Cr. (Rupees Ten Crore Only).
4	EMD (Earnest Money Deposit)	2% of the Cost of Tender (Rs. 20,00,000) Twenty Lakhs only.
5	Performance Security	The successful bidder should deposit Performance Security @ 3 % of the total tender value before finalizing the contract agreement.
6	Date of e-Publishing on Central Procurement Portal	As per CPP Portal Uploaded on website: - https://www.iimsambalpur.ac.in and CPP Portal https://www.eprocure.gov.in/epublish/app .
7	Pre-Bid Meeting	An online pre-bid meeting will be held on 18-02-2025
8	Closing Date & Time for Submission of Bids	As per CPP Portal.
9	Opening of Technical Bids	As per CPP Portal.
10	Opening of Financial bid	After Technical bid evaluation, will be informed later.
11	No. of covers	02 covers (Technical & Financial).
12	Contract Period	The initial empanelment will be for a period of two years, and on satisfactory completion, the empanelment may further be extended for a period of one year, and on satisfactory completion of the work, it may further be extended to another two years based on performance review, requirement of the Institute, at the discretion of the Director of the Institute, on same terms and conditions.
13	Location of the work	Indian Institute of Management Sambalpur, Basantpur, Near Goshala- 768025, Odisha, India

Pre-Bid Meeting: An online pre-bid meeting will be held on 18-02-2025 at 11.00 AM. Bidders who wish to participate in the pre-bid meeting may forward their queries in advance i.e. before the pre-bid meeting date to procurement@iimsambalpur.ac.in with the subject line “Tender for Executive MBA Program_– Pre-Bid Meeting” and furnishing the mail ID on which the meeting link is to be forwarded.

1. INTRODUCTION:

- a) Indian Institute of Management Sambalpur (IIM Sambalpur) is a prestigious member of the IIM family of business schools. Established by the Government of India in 2015, it is recognized as an Institute of National Importance under the Indian Institutes of Management Act, 2017, empowering it to achieve global excellence in management education, research, and allied areas.
- b) IIM Sambalpur has distinguished itself among the IIMs. In addition to its flagship MBA program, the institute offers an Executive MBA program tailored for working professionals, strategic leaders, and entrepreneurs. This program is designed to provide

an immersive and active learning experience, equipping future leaders with the necessary skills to navigate emerging global trends and digital transformation.

- c) The Executive MBA program emphasizes responsible leadership, sustainability, and digital transformation. The program is delivered in an online mode only except two immersion programs in the campus.
- d) IIM Sambalpur also offers a range of Executive Education Programs, including Management Development Programs (MDPs) and Faculty Development Programs (FDPs). These programs are designed to broaden participants' horizons, strengthen their knowledge and skills, and prepare them to be better managers, leaders, entrepreneurs, teachers, researchers, and academic administrators.
- e) The institute is committed to expanding its footprint in the Executive MBA space. To this end, IIM Sambalpur seeks to collaborate with competent service providers who possess robust business, financial, and technical strengths, along with proven experience in marketing and managing end-to-end operations of Executive MBA program.

2. EMD (Earnest Money Deposit):

- a) The contractor/ Agency shall deposit Bid Security (EMD) for an amount of Rs.6,80,000/- (Rupees Six Lakhs Eighty Thousand Only) in the form of Demand Draft/ Banker's Cheque/ NEFT from Nationalized/ Scheduled Bank in favour of Indian Institute of Management Sambalpur should be submitted as per Annexure-I. The EMD should be valid for a period of 45 days. The bank account details are mentioned below:

BANK DETAILS:

Name: IIM Sambalpur

Bank Name: State Bank of India

Account Number: 36134431122

Bank Address: Sambalpur Burla Main Branch-768019

IFSC Code: SBIN0002034

Email: procurement@iimsambalpur.ac.in

- b) EMD without interest shall be returned to the unsuccessful bidder after finalization of contract and successful bidder EMD may be adjusted as security deposit.
- c) Micro and Small Enterprises (MSEs) firms as defined in MSE Procurement Policy issued by Department of Micro, Small and Medium Enterprises (MSME) or the firms registered with the Central Purchase Organization or the concerned Ministry or Department or Start-ups as recognized by Department of Industrial Policy & Promotion (DIPP) are exempted from EMD. However, they must enclose valid self-attested registration certificate (s) along with the bid documents.

3. GENERAL INSTRUCTIONS TO THE BIDDERS:

- a) IIM Sambalpur reserves the right to amend or cancel this Invitation for Tender (in whole or in part) and/or invite tenders afresh with or without amendments, without incurring any liability for such action, and without assigning any reason. Information provided at this stage is indicative, and IIM Sambalpur reserves the right to amend/add details in the tender document under due notification to the Bidders on its website only as corrigendum.

- b) Bids received after the last date and time as mentioned herein shall be rejected. IIM Sambalpur is not responsible for any delays in the submission of the Bids.
- c) Bidders are advised to frequently check the said section of the website for updates (if any).

4. SCOPE OF WORK:

The objective of this Tender is to engage competent service providers who can fulfil the end-to-end service requirements of Executive MBA program (Multi Modal) as enumerated below. These are indicative and not exhaustive. The successful Bidders [to whom the Contract(s) is/are awarded] hereinafter called the “Engaged Agency/ices” or “EA”, will be responsible, inter alia, for the following:

a) Responsibility

It is made clear upfront that the rights and privileges of designing and developing a program shall vest entirely with the Institute only, and the responsibility and obligations of the EA would be to facilitate the delivery of the programs, by providing support in the form of marketing, outreach and advertising and learning management system and program management services. Program management services include but is not limited to initial shortlisting of applicants based on Institute’s criteria, conducting qualifying examination, responsibility to collection of fees in IIM Sambalpur account and remittance to IIM Sambalpur on agreed terms, technology support (both hardware and software) for online education, conduct of online/offline examinations, providing support staff for online programs during the sessions, collecting pre and post reading materials from instructors, sending reminders for the sessions, creating links for the classes in advance etc.

b) Marketing and End-to-End Program Management

Marketing and doing end-to-end Program Management of the following kinds of programs in online mode:

Type/Classification of Program	Typical No. of Program Contact Hours
Academic title: Executive MBA	Minimum 750 Hrs.

Notes:

- i) This information is representative and the actual program offerings may vary. This information is being provided to make the Bidders aware of the marketing and program management requirements expected from the EA. The decision on the classification of the programs is the prerogative of IIM Sambalpur.
- ii) Programs may be offered through online mode.
- iii) The Institute would work closely with the EA on the program specifics as regards its nature, type, structure, duration, pedagogy, mode of delivery, title, fee-per-participant, marketability, etc., factoring in the suggestions of the EA to the extent deemed appropriate, as regards the expectations and requirements of the industry, market, participants, etc. The institute reserves the right to decide on the academic content of the programs.

c) Enrolments

- i) A minimum enrolment of (i.e., at least) 80 participants (meeting the prescribed admission eligibility requirements) for executive programs. Detailed information about the number of expected participants will be shared at the time of program offering.

ii) Deciding on the ceiling of enrolment per batch of any program is the prerogative of the Institute and the same shall be accepted by the EA, without demur. The minimum enrolment increment will be 10% in each year.

iii) Bidders not conforming to the above requirements NEED NOT apply. Failure to meet the targets prescribed may lead to termination of Contract & Performance Security may be forfeited.

d) Marketing and Management of Operational Services for online EMBA programs

i) Providing up-to-date market research and feedback to the Institute for enabling it to design appropriate Executive MBA Program for the appropriate audience.

ii) Providing print/electronic and Digital Marketing and Communication campaigns across all social media and digital channels.

iii) Harmonization of the campaigns to ensure synergy and positive impact with the promotional efforts (if any) of IIM Sambalpur.

iv) Customization of the campaigns suiting individual programs.

v) Development of campaign in consultation with IIM Sambalpur as to how the proposed campaigns are the best fit for obtaining targeted enrolments.

vi) All qualified interested cases (participants) and closures will be reported on a real time basis to designated contacts in IIM Sambalpur.

e) Providing end-to-end Program Management Services for operations of online EMBA program

i) To take care of the successful admission of the minimum enrolments.

ii) To ensure the Program's smooth, streamlined, and successful conduct with full support.

iii) Establish and maintain a dedicated channel to support the program registration, access, queries, grievance-redress, and other requirements of the participants and IIM Sambalpur.

iv) Timely communication of the program logistics, schedules, changes (if any), etc. to the participants.

v) Ensuring the smooth delivery of programs by overseeing and close monitoring of the day-today operations.

vi) Deploy the necessary licensed technology tools, platforms, and software interfaces to manage the Program deliverables, including hosting courseware, content sharing, assessment/evaluation, recording sessions and attendance, and proctoring of online/offline exams, etc. efficiently and effectively, indemnify IIM Sambalpur in case of any dispute.

vii) Maintaining online attendance record of students, compilation of the program feedback from all the participants post completion of the Program and submitting the same to Institute, as per Institute requirements, within the prescribed timelines.

5. ROLE OF IIM SAMBALPUR

IIM Sambalpur role shall include the following:

- a) Ensure curriculum design, content development and program delivery of the same using the facility provided by the bidder.
- b) Specify the minimum threshold qualifications for selecting candidates for individual Programs, based on which the bidder would promote the program and shortlist the candidates. IIM Sambalpur would do the final selection for Executive MBA Program.
- c) Decide and communicate, at the beginning of the program, an appropriate scheme of evaluation as per the requirements of the course and the methods of instruction.
- d) Nominate one or more person(s) to interface between IIM Sambalpur and the Partner.
- e) Provide the online platform for examination of the participants (whoever requires certification from IIM Sambalpur as proof of completing the course.)

6. ELIGIBILITY CRITERIA

- a) The bidder should provide a letter of bid submission certificate for acceptance of all terms & conditions of the tender documents in original letter head of the firm/ agency. A duly completed certificate to this effect is to be submitted as per **Annexure-I**.
- b) The agency should be neither blacklisted by any Central or any State Government nor is any criminal case registered/pending against the firm or its owner/partners anywhere in India. A duly completed certificate to this effect is to be submitted as per **Annexure-II**.
- c) Copy of Certificate of Incorporation Under the Company's Act, Certificate of Registration of the firm under Shop & Business Establishment Act. (Whichever is applicable) or else as applicable.
- d) The Bidder should have similar experience (Executive MBA degree program) of at least three years as on the date of application, (copies of work orders / completion certificates from the earlier clients for similar work should be submitted).
- e) The Bidder should be able to produce license for software/ hardware / technology they are using. Proof should be attached.
- f) The Bidder should have proven capability of providing online education. Orders executed during the last three years along with completion certificates / workorders from the client should be attached.
- g) The bidder should have had an annual average turnover (including the group) for the preceding three financial years (2021-22, 2022-23 & 2023-24) of at least Rs. 6 Cr. (Six Crore), certificate from the Chartered Accountant should be provided as evidence that your company is authorized to participate in the bid.
- h) The Bidder should have a minimum of 50 employees working on their payroll. Evidence to be submitted in the tender document.

7. BID EVALUATION CRITERIA:

- a) Technical Bids will be opened on the date and time mentioned in the Notice Inviting Tender online.
- b) Technical Bids will be evaluated first, to obtain a Technical Score as under and technical score will be evaluated to only bidders who will qualify the basic qualifying criteria as per Eligibility Criteria (Point 5).

Evaluation Criteria for Technical Bid

Sl. No.	Evaluation Criteria	Documents to be Provided	Max. Marks
1)	<p><u>NIRF Rating</u> Record of successful completion/Work order of Executive MBA programs in the institutions ranked in the top 100 of NIRF 2024 (Management Category) in the last 3 financial years, 2021-22, 2022-23, 2023-24. Count of NIRF ranked Institutions multiplied by score for each institution on the scale given below: a) NIRF Rank 1 - 25 = 25 Marks b) NIRF Rank 26 – 50 = 20 Marks c) NIRF Rank 51 – 75 = 15 Marks d) NIRF Rank 76 – 100 = 10 Marks</p>	At least one set of Work Order & Corresponding Invoice as proof for each of the said institutions	25 marks
2)	<p><u>Turnover</u> Record of Turnover of the company in the last 3 financial years 2021-22, 2022-23, 2023-24. Certificate of Chartered Accountant needs to be produced. Turnover: a) 6-10 Crores: 05 Marks a) 10 - 15 Crores: 10 Marks b) >15 - 20 Crores: 15 Marks c) >20 Crores: 20 Marks</p>	Turnover Certificate from Chartered Accountant	20 marks
3)	<p><u>Number of Students Registered in Executive MBA Degree Programs.</u> Record of number of students registered in Executive degree programs in the last 3 financial years 2021-22, 2022-23, 2023-24. No of students registered in Executive MBA program: a) 100-300 Students registered: 10 Marks b) 301 to 600 Students registered: 15 Marks c) 601 to 900 Students registered: 20 Marks d) 901 and above Students registered: 25 Marks</p>	At least one set of Work Order & Corresponding Invoice as proof for each of the said institutions. A record of the number of students registered should be produced.	25 marks
4)	<p><u>Presentation on:</u> a) Founding & Top Management Team of EA b) Business & Financial Strengths of the Bidder c) Technical Strengths of the Bidder d) Service Support Strengths of the Bidder e) Marketing / Banding plan for the Programs f) Similar services exp. In IIMs</p>	Documentary proof of strengths	30 marks
Total Marks			100 marks

Cut-off Marks for Qualifying: Bidders securing a **minimum of 60 marks** in the Technical Evaluation only will be considered as 'Technically Qualified' from such technically qualified bids.

8. EXECUTION OF AGREEMENT:

- a) The Bidders shall be required to execute a Contract in the stamp paper (as per the format to be prescribed by the Institute) within 30 days from the date of issue of such communication. Failure to do so shall lead to disqualification of the Bidder.

- b) After selection, Bidders failing to launch programs as per the prescribed dates of the Institute will lead to cancellation of the Program Work Order(s) and/or termination of the Contract or will lead to penal action.

9. PERFORMANCE SECURITY:

- a) The successful tenderer will have to deposit the performance security in the form of FDR/Bank Guarantee @3 % of the estimated value of order within 10 days from the date of issue of the work order. No interest will be paid by IIM Sambalpur on the deposit.
- b) Performance Security will be refunded to the supplier, after it duly performs and completes the contract/warranty period in all respects.
- c) Performance Security will be forfeited if the firm fails to perform/abide by any of the terms or conditions of the contract.
- d) In case, the firm fails to provide the required services within specified delivery period, the same services will be obtained from open market and the difference of cost, if any, will be recovered from Performance Security or from pending bill(s) of the defaulting firm or from both in case the recoverable amount exceeds the amount of Performance Security.
- e) In case of non-receipt of Security Deposit within the stipulated time, EMD will be converted into Security Deposit and the balance amount will be recovered from the bill submitted for the payment.
- f) In case the contract is being renewed/extended up to one/two years, the service provider must submit the renewed performance Security @ 3% of the estimated yearly contract value.

10. CONTRACT PERIOD:

- a) The initial empanelment will be for a period of two years, and on satisfactory completion, the empanelment may further be extended for a period of one year, and on satisfactory completion of the work, it may further be extended to another two years. Hence, on satisfactory and successful execution of work, empanelment may be for a period of five years. The terms & conditions will remain the same as per the original contract.
- b) IIM Sambalpur can terminate the empanelment with Three months' notice in case the services are not found satisfactory.

11. DELIVERY SCHEDULE:

The successful bidder should provide the service as per the Program schedule provided by Executive MBA Committee, IIM Sambalpur.

12. SUBMISSION OF BID AND EVALUATION OF THE TENDER:

a) SUBMISSION OF BIDS:

Department of Expenditure has issued the directive to publish the tender document on the Central Public Procurement Portal (<http://eprocure.gov.in/eprocure/app>). The bidders are required to submit soft copies of their bids electronically on the CPP Portal using valid Digital Signature Certificates. Below mentioned instructions are meant to guide the bidders for registration on the CPP Portal, prepare their bids in accordance with the requirements and submit their bids online on the CPP Portal. For more information, bidders may visit the CPP Portal <http://eprocure.gov.in/eprocure/app>. Tender document can also be downloaded from IIM Sambalpur Website (www.iimsambalpur.ac.in).

b) REGISTRATION:

- i) Bidders are required to enroll on the e-Procurement module of the Central Public Procurement Portal (URL: <https://eprocure.gov.in/eprocure/app>) by clicking on the link "Click here to Enroll" on the CPP Portal is free of charge.
- ii) The bidders will be required to choose a unique username and assign a password for their accounts. Bidders are advised to register their valid email address and mobile numbers as part of the registration process. These would be used for any communication from the CPP Portal.
- iii) Upon enrolment, the bidders will be required to register their valid Digital Signature Certificate (Class III Certificates with signing key usage) issued by any Certifying Authority recognized by CCA India with their profile.
- iv) Only one valid DSC should be registered by a bidder. Please note that the bidders are responsible for ensuring that they do not lend their DSCs to others, which may lead to misuse.
- v) The bidder then logs in to the site through the secured log-in by entering their user ID / password and the password of the DSC / e-Token.

c) SEARCHING FOR TENDER DOCUMENTS:

- i) There is various search options built in the CPP Portal, to facilitate bidders to search active tenders by several parameters. These parameters could include Tender ID, organization name, bidders may combine a number of search parameters such as organization name, form of contract, location, date, other keywords etc. to search for a tender published on the CPP Portal.
- ii) Once the bidders have selected the tenders they are interested in, they may download the required documents / tender schedules. These tenders can be moved to the respective 'My Tenders' folder. This would enable the CPP Portal to intimate the bidders through SMS / e-mail in case there is any corrigendum issued to the tender document.
- iii) The bidder should make a note of the unique Tender ID assigned to each tender; in case they want to obtain any clarification / help from the Helpdesk.

d) SUBMISSION OF BIDS (GENERAL INSTRUCTIONS):

- i) The offer/bid should be submitted in two bid systems (i.e.) Technical bid and financial bid. The technical bid should consist of all technical details along with commercial terms and conditions. Financial Bids to be submitted online on the CPP Portal in BOQ format only. Disclosure of Financial rates in a technical bid would lead to rejection of the bid. No Hard Copy of any tender document needs to be submitted.
- ii) The bidder has to log into the site well in advance for bid submission so that he/she uploads the bid in time i.e., on or before the bid submission time. Bidder will be responsible for any delay due to other issues.
- iii) The bidder to digitally sign and upload the required bid documents one by one as indicated in the tender document.
- iv) The server time (which is displayed on the bidders' dashboard) will be considered as the standard time for referencing the deadlines for submission of the bids by the bidders, opening of bids etc. The bidders should follow this time during bid submission.
- v) The uploaded tender documents become readable only after the tender opening by the authorized bid openers. Upon the successful and timely submission of bids, the portal

will give a successful bid submission message & a bid summary will be displayed with the bid no. and the date & time of submission of the bid with all other relevant details.

- vi) Kindly add scanned PDF of all relevant documents in a single PDF file of compliance sheet.
- vii) Bids not submitted, as per the above Performa will be summarily rejected.
- viii) Bidders are requested to note that they should submit their financial bids in the format provided and no other format is acceptable. If the price bid has been given as a standard BOQ format with the tender document, then the same is to be downloaded and to be filled out by all the bidders. Bidders are required to download the BOQ file, open it and complete the Coloured (unprotected) cells with their respective financial quotes and other details (such as name of the bidder). No other cells should be changed. Once the details have been completed, the bidder should save it and submit it online, without changing the filename. If the BOQ file is found to be modified by the bidder, the bid will be rejected.
- ix) Data storage encryption of sensitive fields is done. Any bid document that is uploaded to the server is subjected to symmetric encryption using a system generated symmetric key. Further this key is subjected to asymmetric encryption using buyers/bid opener public keys. Overall, the uploaded tender documents become readable only after the tender opening by the authorized bid openers.
- x) The uploaded tender documents become readable only after the tender opening by the authorized bid openers.
- xi) Upon the successful and timely submission of bid click “Complete” (i.e., after Clicking “Submit” in the portal), the portal will give a successful Tender submission acknowledgement & a bid summary will be displayed with the unique id and date & time of submission of the bid with all other relevant details.
- xii) The tender summary must be printed and kept as an acknowledgement of the submission of the tender. This acknowledgement may be used as an entry pass for any bid opening meetings.
- xiii) The tenders will be received online through portal <https://eprocure.gov.in/eprocure/app>. In the Technical Bids, the bidders are required to upload all the documents in .pdf format.
- xiv) Possession of Valid Class III Digital Signature Certificate (DSC) in the form of smart card/ e- Token in the company’s name is a prerequisite for registration and participating in the bid submission activities through <https://eprocure.gov.in/eprocure/app>. Digital Signature Certificates can be obtained from the authorized certifying agencies, details of which are available in the web site <https://eprocure.gov.in/eprocure/app> under the link Information about DSC’.
- xv) Bidders are advised to follow the instructions provided in the Instructions to the Bidders for the e-Submission of the bids online through the Central Public Procurement Portal.

e) BID SUBMISSION PROCESS:

TECHNICAL BID SUBMISSION

- i) The bidder should number the pages submitted in form of Technical Bid and provide an INDEX/ COMPLIANCE SHEET (As per Annexure-I) indicating the page number of each document submitted. The index should be placed on the top of the Technical Bid, followed by all the necessary documents as a part of technical bid documents.

- ii) The Technical Bid should be accompanied by the relevant documents, duly signed, and stamped by Authorized Signatory on each page of Technical Bid & relevant documents and all supportive documents to be attached with related annexure only, without which the tender will be considered incomplete and hence, summarily rejected.
- iii) **Due date:** The tender must be submitted online before the bid submission end date. No Hard copies of the tender documents/ bids will be entertained. Bidder to log into the site well in advance for bid submission so that he/she uploads the bid in time i.e., on or before the bid submission time. Bidder will be responsible for any delay due to other issues.
- iv) The Technical Bid should be accompanied by a copy of this Tender Document (to be submitted online as a part of a Technical Bid) with each page duly signed by the authorized signatory of the bidders, who has signed the bid, as taken of having read, understood and complied with tender, the terms, and conditions contained herein. Bids not accompanied by a duly signed copy of the Tender Document (uploaded online) will not be considered.
- v) The bid should be precise, complete in all respect and in the prescribed format as per the requirement of the bid document. Failure to furnish all information required through the bidding document or submission of a bid not responsive to the bidding documents in every respect will be at the Bidder's risk and may result in rejection of the bid.
- vi) The bid should be clear and without any condition. Conditional bids shall be summarily rejected.
- vii) IIM Sambalpur reserves the right to modify, expand, change, alter, restrict, scrap, refloat or cancel the Tender at any stage without assigning any reason whatsoever.
- viii) IIM Sambalpur reserves the right to relax/amend/add/withdraw any of the terms and conditions contained in the Tender Document without assigning any reason thereof. Any enquiry after the submission of the bids shall not be entertained.
- ix) Any change/ corrigendum/ extension of closing/ opening dates in respect of this tender shall be issued through e-tender Portal <https://www.eprocure.gov.in/epublish/app>) and IIM Sambalpur website only and no press notification will be issued in this regard. Bidders are therefore requested to regularly visit IIM Sambalpur website for updates.

FINANCIAL BID SUBMISSION

- i) The Financial Bid (Price Bid) shall be submitted in electronic form only in conformity with the tender specifications on the portal only by the time & date as specified in NIT.
- ii) The rates quoted in the financial bid would be treated as a revenue sharing percentage in the enclosed "Price Bid format" i.e., in BOQ format. Submission of the Financial Bid (Price Bid) by any other means shall not be accepted by the Institute in any circumstances. The format of Financial Bid is given in the tender document.
- iii) Online submission of the bid will not be permitted on the portal after expiry of submission time and the Bidder shall not be permitted to submit the same by any other mode.
- iv) The Financial Bids of only those firms qualifying the technical evaluation will be considered. The Bidder shall not tamper/modify Financial Bid Format in any manner. In case, if the same is found to be tempered/modified in any manner, tender will be completely rejected and EMD would be forfeited.

13. BID OPENING & EVALUATION:

- a) The bids will be opened by a committee duly constituted for this purpose. Bids (complete in all respect) received will be opened as per Schedule as mentioned above, in presence of Agencies representative if available or as applicable.
- b) Place for opening of Bids: Indian Institute of Management Sambalpur, Basantpur, Near-Goshala-768025, Sambalpur (Odisha).
- c) The Technical bid will be first opened and evaluated. In the primary screening, technical bid of only those who satisfy the eligibility criteria will be evaluated.
- d) The Financial bid of only those bidders whose technical bid is found to be technically responsive by the Committee will be opened. The Financial bids of ineligible bidders will not be opened.

14. SELECTION OF SUCCESSFUL BIDDER:

- a) The bidder who is technically qualified as well as quotes the highest revenue sharing % (Percentage) to IIM Sambalpur shall be declared as the successful bidder (H-1).
- b) IIM Sambalpur reserves the right to empanel one or more agencies through this NIT.
- c) IIM Sambalpur reserves the right to negotiate the quoted revenue sharing percentage rate, with the H-1 bidder to arrive at the fair and reasonable revenue percentage.
- d) IIM Sambalpur reserves the right to give counteroffer of the revenue sharing percentage to the bidders other than the H-1 bidder to arrive them at the revenue sharing percentage of H-1.
- e) A Technical Bid containing commercial details or Revelation of Prices in any form or for any reason before opening the Financial Bid shall not be considered.
- f) In case of tie in the financial bid the bidder with the highest technical score will be awarded the contract.
- g) The Institute reserves the right to seek clarifications or additional information/documents from any bidder regarding its technical bid. Such clarification(s) or additional information/document(s) shall be provided within the time specified for the purpose. Any request and response thereto shall be in writing. If the bidder does not furnish the clarification(s) or additional information/document(s) within the prescribed date and time, the proposal shall be liable to be rejected.
- h) In case the day of opening of tender is declared as a Public Holiday or there is non-functioning of the Institute due to any unavoidable reason, the next working day will be treated as a day for the purpose. No separate intimation will be given.

15. ONLINE BIDS SUBMISSION

The online bids (complete in all respect) must be uploaded online in two covers as explained below:

COVER-1 (TECHNICAL BID)			
(Following documents to be provided as single PDF file)			
Sl. No.	Document Type	Content	File Types
1		Technical Bid Summary	PDF
2		Tender EMD details	PDF
3		Bidder's Information as per Annexure- I	PDF

4	Technical Bid	Bidders having experience of similar work during last 03 years in Government/ Semi- Government/ PSUs/ Autonomous bodies/ Private. Copy of work orders, completion certificates and payment received against the work order is required.	PDF
5		The bidder must have an Average Annual Turnover of a minimum of Rs. 6 Cr. in the last three consecutive financial years as per Annexure- III . Ending FY- 2023-24, Certified by Chartered accountant.	PDF
6		Acceptance of terms & Conditions	PDF
7		The bidder must not be a Blacklisted/Suspended firm or have not been involved in any service-related dispute with any Government/ Semi-Government/ PSUs, in or outside India, as per Annexure-II .	PDF
8		Bank Mandate - (Cancelled cheque leaf of a running bank account should be enclosed for refund purposes)	PDF
9		Other Important Documents • Firm Registration Certificate • PAN details • GST Registration details	PDF
10		Duly signed and stamped of the entire tender document along with its addendum/ corrigendum, if any.	PDF
11		All other documents, as required in terms of the tender, to claim eligibility	PDF
12		Note: Institute may ask the vendor/supplier to submit any other certificate/document as it may deem fit.	PDF

COVER – 2 FINANCIAL BID (PRICE BID)			
Sl. No.	Document Type	Content	File Types
	Financial Bid	Price Bid in given format BOQ/ Pdf.	.xls

16. ASSISTANCE TO BIDDERS:

- a) Any queries relating to the tender document and the terms and conditions contained therein should be addressed to the Tender Inviting Authority for a tender or the relevant contact person indicated in the tender.
- b) Any queries relating to the process of online bid submission or queries relating to CPP Portal in general may be directed to the 24x7 CPP Portal Helpdesk. The contact number for the helpdesk is mentioned in the CPP Portal.

17. BID VALIDITY:

- a) The bids shall remain valid for a period of 30 days from the date of opening of the bid. In case the Bidder withdraws, modifies or changes his offer during the validity period, bid is liable to be rejected, and the earnest money deposit shall be forfeited without assigning any reason thereof. The Bidder should also be ready to extend the validity, if required, without changing any terms, conditions etc. of their original tender.

- b) The Submission of bids does not entitle any Agency for automatic grant of award.
- c) Any enquiry after submission of the proposal will not be entertained.
- d) Canvassing/marketing /offering promotional services etc. in any form whether directly or indirectly in connection with the tender is strictly prohibited and the tenders submitted by the Agency/ Firm/ Company who resort to canvassing will be liable for rejection without any further reference.
- e) IIM Sambalpur reserves the right to reject all or any tender in whole, or in part, without assigning any reasons thereof.

18. BID EVALUATION:

- a) The Technical Evaluation Committee of the Institute constituted for the purpose shall assess the ability of the agencies to render the requisite services based on the company profile, rating and on such other criteria as it may fix and the Financial Bids of only those Vendors / Suppliers qualifying the technical evaluation will be considered.
- b) Opening and Evaluation of Bids: The institute reserves the right to seek clarifications or additional information/ documents from any Vendor/Supplier regarding its technical bid. Such clarification(s) or additional information/document(s) shall be provided within the time specified for the purpose. Any request and response thereto shall be in writing. If the Vendor/Supplier does not furnish the clarification(s) or additional information/document(s) within the prescribed date and time, the proposal shall be liable to be rejected.

19. AWARD OF CONTRACT:

- a) For Engagement as Service Providers to market and manage end-to-end operations of Executive MBA Program at IIM Sambalpur, one or more service Provider/s will be empanelled. The highest revenue shared Percentage quoted by service Providers / EA for each category /program will be offered to technically qualified EA. Those EAs who accept the offer will be empanelled for the same.
- b) The EAs / Service Providers should accept the offer within 10 days from the date receipt of offer letter for empanelment, failing which the offer will be cancelled automatically.
- c) IIM Sambalpur reserves the right to modify/change/delete/add any further terms and conditions prior to the issue of work order except financial.
- d) The selected bidder will abide by all the Terms & Conditions of the Tender Document.

20. COMMENCEMENT OF PROGRAMME

Within 15 days of Work Order issued date.

21. TERMS & CONDITIONS GOVERNING THE CONTRACT

- a) The Percentage (%) Share quoted by Bidders shall be all-inclusive (except GST) and fixed throughout the period of the Contract, and no changes in this regard are accepted, for any reason whatsoever.
- b) If the successful Bidder (“Engaged Agency” or “EA” as specified herein) fails to fulfil his obligations under the Contract i.e., non-adherence to terms and conditions in full or in part, IIM Sambalpur may terminate the Contract forthwith, without incurring any liability whatsoever.

- c) Notwithstanding anything contained herein, the Contract can be terminated by IIM Sambalpur by giving an advance notice of three months. No reason need be stated by IIM Sambalpur or (seeking) termination.
- d) Termination shall not affect the ongoing programs (i.e., programs in progress), and they shall progress and conclude as per the terms agreed upon by the parties under the Contract.
- e) **Manpower Deployment:** The EA is required to deploy a set of technically qualified, skilled, and experienced human resources (studio engineer) with prior experience in the scope of work, for exclusive servicing of the IIM Sambalpur contract. One of the resource persons shall be the single point of contact (SPoC), who will liaise with the counterpart in IIM Sambalpur for the successful conduct of the programs. Studio engineer should remain present during all the class time.
- f) The EA shall at all times use duly licensed software, hardware / tools, etc. for the management of the programs of IIM Sambalpur. The EA shall duly acknowledge and comply with the provisions of law relating to intellectual property rights. The EA shall indemnify and hold the Institute harmless at all times, for any lapses in this regard on its part, for any reason whatsoever. IIM Sambalpur may ask EA to submit the Indemnity Bond for above said.
- g) The EA shall apprise and seek the input of the Institute in the promotional and marketing campaigns for the programs.
- h) The EA shall share the information with the Institute, from time to time, concerning the existing and potential market opportunities for the programs.
- i) The EA shall notify the Institute of any potential customer interest in any new or modified programs or inquiries concerning the same.
- j) The EA shall, in advance, notify the Institute of any competing programs and marketing activities about which the EA is aware, and which may affect the ability of the EA and/or the Institute to obtain the anticipated market share in the segment and/or the expected enrolments in any Program.
- k) The EA shall develop and ensure due security protocols so that the material developed, and the programs delivered by IIM Sambalpur through the electronic channel of the EA are not corrupted, altered, or their integrity compromised in any manner, notwithstanding technical snags (if any), intrusions (such as hacking) or interruptions that might occur; and promptly take suitable and strong preventive, detective, corrective, and remedial measures that would prevent recurrence of such events.
- l) The EA shall provide appropriate customer training for the users of the Institute, on its technology platforms (e.g., LMS) for smooth conduct of the programs.
- m) The EA shall notify the Institute promptly of any complaint or claim made or brought against it or against the EA with respect to the Program (s) of the Institute.
- n) Grievances, complaints, and suggestions of enrolled students/participants and/or of the Institute shall be promptly attended to, remediated, or resolved by the EA. Where challenges exist, the same shall be promptly brought to the notice of the Institute.
- o) The EA shall not alter the program offerings of the Institute, in any manner, without the prior written approval of the Institute.
- p) The EA shall promptly notify the Institute of any defects or deficiencies that appear or tend to recur in the delivery of programs.

- q) The EA shall not outsource and/or subcontract any part of its responsibilities, in full or in part, to any third party, without the prior written approval of the Institute. Even in such cases, such third parties shall also be duty-bound to comply, without demur, with all the terms and conditions of the Tender, as devolving on the EA.
- r) The EA shall ensure that the intellectual property rights of the content developed and delivered by IIM Sambalpur are protected in accordance with the law. This could be through technological measures combined with a proper End User License Agreement (EULA) between the EA and the participant(s) enrolling in the programs. Also, they should be protected through appropriate contracts and organizational processes internal to the EA. Copies of the EULA and the employment contracts are to be provided to the Institute, along with a description of the organizational processes put in place to protect the intellectual property rights, as and when demanded by the Institute.
- s) The recorded lectures and all other academic content developed and delivered by the Institute are its intellectual property. The EA shall hand over the recorded lectures to the Institute. The EA shall not retain any copy of the recorded lectures once the Program is over. Any exception to this, clearly bringing out the reasons, the nature and duration of such retention shall be explicitly agreed upon between the Institute and the EA; and shall be adhered to, in letter and spirit, by the EA. Similarly, the EA shall hand over all the (remaining) academic content and materials provided by the Institute in conducting a program, back to the Institute, once the said Program is completed. It is reiterated that the EA shall honor these responsibilities in letter and spirit.
- t) The EA is expected to facilitate the assessment of the participants who require certification, by upholding the standards and integrity protocols as may be set by the Institute. For this, the EA shall adopt necessary technological measures for conducting examinations for the programs offered by the Institute. Proofs of the arrangements as available in the technology platform or as implemented by the EA shall be shared with the Institute, prior to commencement of the exams.
- u) In case the Institute wishes to avail the services of the EA for marketing purposes only (e.g., without availing the EA's LMS and program management support), the share of Program Fee between the EA and Institute will be mutually decided and agreed upon before the commencement of the activity. The EA shall be open to such additional opportunity.
- v) The EA shall be solely responsible for ensuring compliance with all applicable laws of the land in the performance of services.
- w) The EA shall always work in the best interests of the Institute and shall not (cause to) do any act advertently or inadvertently that is prejudicial to the good functioning, smooth/streamlined working, causing (or having the potential to cause) risk, damage loss of any kind to the (interests of the) Institute and its programs. Any breach shall attract penal action, including but not limited to forfeiture of security deposit and termination of Contract.

22. PAYMENT TERMS

- a) All fees, including program fee, study material fee, boarding and lodging charges, etc., shall be paid by the participants directly to the institute. The shareable revenue shall be released by the Institute based on the invoice raised by the Service Provider as described in the Program Description Document (PDD) agreed upon by both parties. (Non-shareable items like boarding and lodging charges, etc., shall be excluded from the total Shareable revenue with bidders).

For each Program, the successful Bidder (“Engaged Agency” or “EA”) shall release the

payments to the Institute at the beginning of the Semester. It is as follows:

Fee for the Executive MBA						
Online EMBS Fee Structure (Rs.)	Year I			Year II		
	Term I	Term II	Term III	Term I	Term II	Term III
Tuition Fee	2,20,000	2,00,000	2,00,000	2,00,000	2,00,000	2,00,000
Year-wise Total	6,20,000			6,20,000		
Total Fees of EMBA	12,20,000					

- b) In addition to above the participants have to deposit one-time refundable caution money of Rs 20,000/- along with the first term fee.
- c) The participants have to deposit alumni fees of Rs 10,000/- along with the first term fee.
- d) The tuition fee includes synchronous online lectures, on-campus lectures, access to the academic facilities, online library, and it excludes the cost of the immersion program.
- e) The Campus Immersion program will be charged separately @ Rs. 5,000/- Per day per participant against board and lodging paid to Institute directly.
- * First Immersion in the IIM Sambalpur campus of one week in the beginning of Term I (Compulsory).
- ** Second Immersion in the IIM Sambalpur campus of one week in the beginning of the Term IV (Compulsory).
- f) The Bidder shall be liable for payment of interest at a rate as applicable to a 365-day deposit of State Bank of India, for any delayed payments. The interest rate shall be reckoned as on the date the payment falls due.
- g) The MoU signed by IIM Sambalpur with any industry for Executive MBA program will also be included in the services by the service provider. However, the revenue sharing of the same will be 20% of the revenue received from the concerned industry through MoU.

23. FORCE MAJEURE

- a) If at any time, during the continuance of the agreement/contract, the performance in whole or in part by the parties (i.e., the EA and IIMS), of any obligation specified in the Contract, is prevented, restricted, delayed, or interfered with by reason of war or hostility, the act of the public enemy, civil commotion, sabotage, the act of state or direction from statutory authority, earthquake, explosion, epidemic, pandemic, quarantine restriction, fire, floods, natural calamities or any act of GOD, (hereinafter referred to as an event), the parties may be excused from performance of their obligations provided that notice of happenings of any such event is exchanged by either party within two calendar days from the date of occurrence thereof. Provided further that the obligations under the agreement shall be resumed by the parties, as soon as practicable, after such an event comes to an end or ceases to exist. The decision of the Institute as to whether the obligations may be resumed and the time frame within which the obligations may be resumed shall be final and binding.
- b) The Force Majeure events mentioned above will not in any way cause an extension of the period of the Contract, unless explicitly agreed upon by the Institute.

24. PENALTY

The EA shall always ensure the regular and uninterrupted provision and quality of services. In case of failure, disruption or deficiency in services, or negligence, advertently or inadvertently, appropriate action shall be taken by the Institute, which may include and not limited to, forfeiture of the security deposit and/or termination of the Contract. The Director of the Institute (Competent Authority) shall decide whether a breach has occurred, and the same shall be binding on the EA.

25. LAWS GOVERNING AGREEMENT/CONTRACT

The Contract (to be) entered into between the Institute, and the EA shall be governed by the laws of the Union of India in force for the time being.

26. TERMINATION FOR INSOLVENCY

The Institute may, at any time, terminate the contract by giving Three-month written notice to the EA, without any compensation to the EA, and without any liability or implications devolving on it, if the EA becomes bankrupt or otherwise insolvent as declared by a competent court, provided that such termination will not prejudice or affect any right of action or remedy, which has accrued or will accrue to the Institute.

27. INTERPRETATION

Any clarification regarding the meaning or intent or interpretation of any of the terms and conditions of the Tender or Contract, whether explicit or implicit, shall be sought from the Director of the Institute (Competent Authority) whose decision in the matter shall be final and binding.

28. ARBITRATION

In the event of any dispute arising between the Institute and the EA in any matter covered under the Contract or arising directly or indirectly therefrom or connected or concerned therewith in any manner of the implementation of any terms and conditions of the said Contract, the matter shall be referred to the Director of the Institute (Competent Authority) who may appoint an eminent person distinguished in the field of management or such other field as deemed appropriate as the sole Arbitrator. The EA will not be entitled to raise any objection as regards such an appointment. The award of the Arbitrator shall be final and binding on both the parties, subject to the provisions of the Arbitration and Conciliation Act, 1996, and the rules made thereunder. The parties shall expressly agree that the arbitration proceedings shall be held at Sambalpur. The language of the arbitration and proceedings shall be (in) English only. The costs of arbitration shall be borne equally by both the parties.

29. JURISDICTION OF COURTS

Any dispute arising, if any, under the Tender and Contract shall be subject to the jurisdiction of the competent courts of Sambalpur.

Annexure-I

(To be printed on Bidder's letterhead and submitted as the first page of 'Technical Bid')

LETTER FOR SUBMISSION OF BID

To:

The Chief Administrative Officer.
Indian Institute of Management Sambalpur
Basantpur, Near-Goshala-768025

Subject: Bid for Tender No: IIMSBP/2024-25/RP/26 dated 12-02-2025 inviting Bidders for Engagement as Service Providers to market and manage end to end operations of Executive M.B.A Program

Dear Sir,

Subject to the conditions given in the tender documents, I/We hereby submit my/our bid for Tender No: IIMSBP/2024-25/RP/26 dated **12-02-2025** inviting Bidders for Engagement as Service Providers to market and manage end to end operations of Executive MBA Program, I/We hereby certify that I/We have read all the terms and conditions of the tender document and agree to abide by them unconditionally and without demur.

Sl. No.	Particulars	Details
1	Name of the Bidder (Firm/Co./Agency)	
2	Address of Registered Office	
3	GSTIN & PAN	
4	Authorized Signatory's Name	
5	Authorized Signatory's Designation	
6	Contact No.(s): Mobile	
7	Email ID:	

Note: All correspondence shall be made by the Institute on the mentioned address, contact No. and email ID only.

DECLARATION

I, _____, the undersigned, being the authorized signatory for submission of bid for Tender No: IIMSBP/2024-25/RP/26 dated 12-02-2025 inviting Bidders for Engagement as Service Providers to market and manage end to end operations of Executive MBA Programs, hereby declare that I read and understand all the terms and conditions of the Tender document.

All the documents submitted, and the details being furnished are true, complete and correct to the best of my knowledge. I also declare that no fact or information has been concealed or misrepresented in the bid being submitted. I understand that if at any time, during or after the tender process or after the award of the contract, if any breach of this declaration has been found out or comes to light, the bid will be summarily rejected and the contract (if awarded) will be nullified without the Institute incurring any liability whatsoever and suitable action as deemed fit by the Institute will be initiated against me and my firm, company or agency.

Date:

Place:

Authorized Signatory Name and Signature

DECLARATION REGARDING NON-BLACKLISTING OF THE FIRM

(to be printed on the company/firm/agency's letterhead)

To:

The Chief Administrative Officer.
Indian Institute of Management Sambalpur
Basantpur, Near-Goshala-768025

Subject: Non-Blacklisting declaration in connection with IIM Sambalpur Tender No.: IIMSBP/2024-25/RP/26 dated 12-02-2025 inviting Bidders for Engagement as Service Provider to market and manage end-to-end operations of Executive MBA Program

Dear Sir,

This is to notify you that our Firm/Company/Organization intends to submit a proposal in response to Tender No.: IIMSBP/2024-25/RP/26 dated 12-02-2025 inviting Bidders for Engagement as Service Provider to market and manage end-to-end operations of Executive MBA Program.

In accordance with the above we declare that:

- a) We are not involved in any litigation that may have an impact of affecting or compromising the delivery of services as required under this assignment.
- b) I hereby certify that we are not blacklisted by any Central or State Government or by any entity, organization, agency, public sector undertaking, autonomous body, or society of any State or Central Government or any Regulatory Authority in India or any criminal case or fraudulent activities registered/pending against the firm or its owner/partners anywhere in India or in any other country.
- c) No action by any law enforcement agency in India or abroad has ever been initiated by us, at any time.
- d) I also certify that the above information is true and correct in any every respect and in any case, later it is found that any details provided above are incorrect, any contract given to the above firm may be summarily terminated and the firm blacklisted.
- e) If this declaration is found to be incorrect then without prejudice to any other action that may be taken, my/ our EMD / Performance Security may be forfeited in full and the tender, if any to the extent accepted may be cancelled.

Name of the Bidder (Firm/Co./Agency): _____

Name & Designation of the Authorized Signatory: _____

Date:

Signature:

Place:

Name:

Company Seal:

DECLARATION REGARDING THE ANNUAL TURNOVER OF THE FIRM

(to be printed on the company/firm/agency's letterhead)

To:

The Chief Administrative Officer.
Indian Institute of Management Sambalpur
Basantpur, Near-Goshala-768025

Subject: Annual Turnover declaration of preceding three financial years in connection with IIM Sambalpur Tender No.: IIMSBP/2024-25/RP/26 dated 12-02-2025 inviting Bidders for Engagement as Service Provider to market and manage end-to-end operations of Executive MBA Programs

Dear Sir,

Subject to the conditions given in the tender documents, I/We hereby submit the Annual Turnover declaration of preceding three financial years (2021-22, 2022-23 & 2023-24) certified by the Chartered Accountant:

Financial Year	Turnover in (Rs.)	Document to be provided
FY 2021-22		Turnover Certificate from Chartered Accountant along with Balance sheet of preceding three financial years (2021-22, 2022-23 & 2023-24)
FY 2022-23		
FY 2023-24		

I hereby certify that the above information is true and correct in any every respect and in any case, later it is found that any details provided above are incorrect, any contract given to the above firm may be summarily terminated and the firm blacklisted.

Name of the Bidder (Firm/Co./Agency): _____

Name & Designation of the Authorized Signatory: _____

Date:

Signature:

Place:

Name:

Company Seal:

Annexure-IV

TECHNICAL BID

(to be printed on the company/firm/agency's letterhead)

Ref: Tender No.: IIMSBP/2024-25/RP/26 dated 12-02-2025 inviting Bidders for Engagement as Service Provider to market and manage end-to-end operations of Executive MBA Program

The following documents are to be furnished by the Bidder in the Technical Bid. Bidders should carefully read and comply with the notes given below this Table.

Evaluation Criteria for Technical Bid

Sl. No.	Evaluation Criteria	Documents to be Provided	Max. Marks
1)	<u>NIRF Rating</u> Record of successful completion/Work order of Executive MBA programs in the institutions ranked in the top 100 of NIRF 2024 (Management Category) in the last 3 financial years, 2021-22, 2022-23, 2023-24. Count of NIRF ranked Institutions multiplied by score for each institution on the scale given below: a) NIRF Rank 1 - 25 = 25 Marks b) NIRF Rank 26 – 50 = 20 Marks c) NIRF Rank 51 – 75 = 15 Marks d) NIRF Rank 76 – 100 = 10 Marks	At least one set of Work Order & Corresponding Invoice as proof for each of the said institutions	25 marks
2)	<u>Turnover</u> Record of Turnover of the company in the last 3 financial years 2021-22, 2022-23, 2023-24. Certificate of Chartered Accountant needs to be produced. Turnover: b) 6-10 Crores: 05 Marks d) 10 - 15 Crores: 10 Marks e) >15 - 20 Crores: 15 Marks a) >20 Crores: 20 Marks	Turnover Certificate from Chartered Accountant	20 marks
3)	<u>Number of Students Registered in Executive MBA Degree Programs.</u> Record of number of students registered in Executive degree programs in the last 3 financial years 2021-22, 2022-23, 2023-24. No of students registered in certificate / Degree program: a) 100-300 Students registered: 10 Marks b) 301 to 600 Students registered: 15 Marks c) 601 to 900 Students registered: 20 Marks d) 901 and above Students registered: 25 Marks	At least one set of Work Order & Corresponding Invoice as proof for each of the said institutions. A record of the number of students registered should be produced.	25 marks
4)	<u>Presentation on:</u> a) Founding & Top Management Team of EA b) Business & Financial Strengths of the EA c) Technical Strengths of the EA d) Service Support Strengths of the EA e) Marketing / Banding plan for the Programs f) Similar services exp. In IIMs	Documentary proof of strengths	30 marks
Total Marks			100 marks

Note:

- a) Data about Programs that commenced and/or completed in the past three financial years only i.e., **01 April 2021 to 31 March 2022; 01 April 2022 to 31 March 2023; 01 April 2023 to 31 March 2024** and till the last date of tender application should be furnished. Programs that commenced and/or completed outside the range of the said period will NOT be considered.
- b) Cut-off Marks for Qualifying: Financial Bids of only those Bidders who score 60 marks and above will qualify.
- c) The Presentation will be evaluated by a committee constituted by IIM Sambalpur. The date, time and mode of the presentation shall be communicated by IIM Sambalpur.

Name of the Bidder (Firm/Co./Agency): _____

Name & Designation of the Authorized Signatory: _____

Date:

Signature:

Place:

Name:

Company Seal:

Annexure-V

FINANCIAL BID

(to be printed on the company/firm/agency's letterhead)

Tender No.: IIMSBBP/2024-25/RP/26 dated 12-02-2025 inviting Bidders for Engagement as Service Provider to market and manage end-to-end operations of Executive MBA Program.

Percentage of Revenue Sharing Offered: The H1 will be based on highest revenue sharing Percentage (%) by the EA to IIM Sambalpur.

Executive Online MBA Programs	Revenue sharing Percentage (up to 2 decimals) of the share of Gross Program Fees (excluding GST) to IIM Sambalpur
Bidder Engagement as EA (Engaged Agency) to market and manage end to end operations of Executive MBA Program of IIM Sambalpur	

1. The minimum number of participants is to be 80 to proceed with the Program. & Minimum Tentative Fees of above-mentioned Program would be Rs. 12,20,000/- (Rs. Twelve Lakh Twenty Thousand Only) for each participant.
2. The bidder who is technically qualified as well as quotes the highest revenue sharing % (Percentage) to IIM Sambalpur shall be declared as the successful bidder (H-1).
3. In case of tie in the financial bid the bidder with the highest technical score will be awarded the contract.
4. Programs offered by the Institute may vary in structure, duration, content, title, mode, target audience etc. and can be mutually agreed upon.
5. Bids with conditions of any kind will be rejected.
6. In case of any discrepancy between figures and words, the value in stated in words shall prevail.
7. The price quoted should be all inclusive, except GST.
8. Any corrections/interlineations on this page shall result in rejection of the Bid.

DECLARATION

I/we..... (Name of the Authorized Representative of Vendor/Supplier) of (Name of the Vendor/Supplier) do hereby declare that the entries made here are true to the best of my/our knowledge. I/We hereby agree to abide by all terms and conditions laid down in the tender document.

Place:

Date: (Name & signature with stamp of the Vendor/Supplier)