

**Skills, Employment, Entrepreneurship and Innovation Department, Government of Maharashtra
Commissionerate of Skill Development, Employment and Entrepreneurship, Maharashtra State**

Name of Work: Inviting an Implementation Agency for the Execution of the CM Mahafund Programme in Maharashtra

Tender Reference Number: CSDEE/CM-MAHAFUND/2026-27/01

Tender Date: 01/09/2026

Tender ID: 2026_SDEDM_1326001_1

Corrigendum: Pre-Bid Meeting Minutes

Pre-Bid Meeting Date: 09/09/2026

Time: 11:00 AM

Mode: Online and Offline

A Pre-Bid Meeting in respect of the above-mentioned Tender was conducted on 09/09/2026 at 11:00 AM, through both online and offline modes.

During the meeting, prospective applicants raised various queries/requests for clarification relating to the CM Mahafund RFP, including the eligibility and pre-qualification criteria, technical evaluation criteria, scope of work, programme implementation framework, beneficiary targets, staffing requirements, digital platform development and maintenance, payment milestones, phase-wise implementation, consortium participation and other related provisions

The clarifications provided by the Department are consolidated below for the information and guidance of all prospective applicants.

Sr. No.	Query / Clarification Required	Clarification
1	Since IT and digital platform, awareness, mobilization, LMS development, entrepreneurship, training and mentorship are different aspects of scope which requires difference expertise. Thus, we request to kindly allow consortium of 3-4 members to bid for the RFP for ensuring wider participation from good firms and ensure project objectives are achieved	As specified in the RFP.
2	In the RFP, it is mentioned that the partner shall develop and disseminate IEC and communication materials in Marathi, Hindi, English and any other language or format required by the Department: We understand that cost of printing the IEC, training and Communication material as per the requirement needs to be borne by the implementing agency. We request you to kindly confirm the above.	As specified in the RFP.
3	Regarding the requirement of GST Registration Certificate with Annexure A and B, the RFP document does not have any templates for annexure A and B in the annexure section. Kindly clarify what should be submitted as annexure A and B.	Annexure A and Annexure B form part of the GST Registration Certificate and shall be submitted along with the GST Registration Certificate.
4	In the Pre-Qualification Criteria, it is mentioned that minimum five years of relevant experience in designing and/or implementing Government, multilateral, CSR or large-scale (minimum 5,000 beneficiaries) entrepreneurship, startup, livelihood or enterprise development programmes. At least one similar assignment with Work Order, Agreement and Completion Certificate in the last five financial years. (FY 2021-22 to FY 2025-26): a. We understand that 5,000 is the cumulative number that we need to submit across multiple implemented projects. We request you to kindly confirm the above. b. Since, the criteria require 5 years of relevant experience to be submitted, we request for considering both ongoing/ completed project to be submitted against the criteria. CA certificate validating the project information should be considered as a valid submission along with completion certificate. c. We also understand that experience related to agri businesses, clusters, FPOs, CBOs, etc. shall be considered valid submission against the criteria as this constitutes to business and livelihoods ecosystem. We request you to kindly confirm the above.	a. The requirement of minimum 5,000 beneficiaries shall be considered on a cumulative basis across eligible projects, subject to the bidder providing documentary evidence demonstrating the beneficiary coverage under the relevant assignments. b. For the Pre-Qualification Criterion, the bidder is required to submit at least one similar assignment supported by the documents specified in the RFP, including Work Order/Agreement and Completion Certificate. Ongoing assignments shall not be considered where completion certificate is specifically prescribed. A CA certificate may be submitted as supplementary supporting evidence but shall not substitute the mandatory documentary requirements. c. As specified in the RFP
5	In the section of Technical Evaluation (2nd Stage), one of the parameters is mentioned that - Experience in implementation of large scale Entrepreneurship Development Programmes (EDPs) during the last 5 financial years (FY 2021-22 to 2025-26) (cumulative 15,000 beneficiaries) and Experience in implementation of large-scale Startup, Innovation, Incubation or Innovation Ecosystem Development projects during the last 5 financial years (FY 2021-22 to 2025-26) (cumulative 500 beneficiaries): a. We request to kindly consider ongoing project submission eligible for the criteria and the bidder can submit a CA certified letter to validate the submitted information. b. We understand that project related to training and skilling for Business/self-employment/ enterprise / entrepreneurship/ livelihoods for agribusiness, clusters, FPOs, CBOs, etc are considered as eligible submission as this constitutes to self- employment, business, and livelihoods ecosystem. We request you to kindly confirm the above.	a. As stated in RFP. A CA-certified statement may be submitted as supplementary supporting evidence but shall not substitute the documentary requirements specified in the RFP. b. As specified in RFP.

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6	Number of States/UTs covered for entrepreneurship training, startup development or enterprise promotion during the last 5 financial years (FY 2021-22 to 2025-26) Up to 5 States/UTs - 4; 6-10 States/UTs - 8; 11-15 States/UTs - 12; More than 15 States/UTs - 15 We request to kindly relax the experience required from last 5 FY to last 10 FY as this would ensure that large scale project implemented by the agency are also considered. Since the criteria requires project to be submitted in last 5 FY, thus we request to reduce the geographical requirement of score to maximum 5 states.	As specified in the RFP
7	In the section of Technical Evaluation (2nd Stage), one of the parameters is mentioned that - Institutional partnerships with Government Departments, Incubators, Universities, Industry Associations, CSR Foundations or Multilateral Agencies during the last 5 financial years (FY 2021-22 to 2025-26) 3-5 Partnerships - 5; 6-10 Partnerships - 10; More than 10 Partnerships - 15 a. We request to kindly also consider institutional partnerships with private firms. b. We request to reduce the number of participations to score under these criteria	As specified in the RFP
8	In the section of Technical Evaluation (2nd Stage), one of the parameters is mentioned that - Prominent awards or recognitions received at State, National or International level for entrepreneurship, innovation or startup promotion: We understand that project related to training / skilling / Business/ self-employment/ enterprise / entrepreneurship/ livelihoods for agribusiness, clusters, FPOs, CBOs, etc are considered as eligible submission as this constitutes to self-employment, business, and livelihoods ecosystem. We request you to kindly confirm the above.	As specified in the RFP.
9	In the section of Technical Evaluation (2nd Stage), one of the parameters is mentioned that - Experience in implementation of government/ semi-government/ PSUs/ local authority supported projects for priority groups (Women, SC/ST, Tribal Communities, Divyang, etc.) during the last 5 financial years (FY 2021-22 to 2025-26): We also request that project implemented for international Donor agencies be considered as valid submission against the criteria.	International donor/multilateral agency-supported projects shall be considered as valid experience only where they otherwise satisfy the support categories and requirements specified under the relevant RFP criterion. Further, the existing provision: "Experience in implementation of government/semi-government/PSUs/local authority supported projects for priority groups (Women, SC/ST, Tribal Communities, Divyang, etc.) during the last 5 financial years (FY 2021-22 to 2025-26)" shall be read as follows: "Experience in implementation of government/semi-government/PSUs/local authority supported projects for priority groups (Women, SC/ST, Tribal Communities, Divyang) during the last 5 financial years (FY 2021-22 to 2025-26)."
10	The RFP mentions that the assignment is expected to be structured over 4 years, while the three implementation phases are specified from T to T+42 months. Further, the contract may be extended by up to three years. Kindly clarify the exact contractual duration and whether the implementation period shall be 42 months or 48 months, and the treatment of the remaining period, if any.	The three beneficiary implementation phases specified in the RFP cover a period of 42 months from the date of award of contract, i.e. T to T+42 months. The overall assignment/contract period shall be 48 months, with the balance period to be utilised for programme closure, transition, final reporting, handover, evaluation and other activities as directed by the Department.
11	In the Section III, Indicative Outcome Targets, the RFP states that the Department may change/enhance the number of beneficiaries during implementation. Kindly clarify whether any increase in beneficiary targets beyond the stated 25,000 beneficiaries will be accompanied by a corresponding revision in the contract value/payment structure.	Any increase in beneficiary/outcome targets beyond the targets specified in the RFP, where such increase results in a material increase in the scope of services, shall be accompanied by an appropriate revision of the applicable timelines, deliverables and contract value/payment structure through a written contractual amendment, subject to applicable approvals.
12	In Indicative Beneficiary and Outcome Targets, the RFP refers to approximately 25,000 beneficiaries as well as establishment of approximately 25,000 enterprises. Kindly clarify whether achievement of 25,000 beneficiaries and establishment of 25,000 enterprises are separate outcome obligations, or whether the terms are intended to represent the same target.	The programme target relates to establishment of approximately 25,000 enterprises, comprising around 20,000 entrepreneurship-led enterprises under Track A and 5,000 startup-led ventures under Track B. Beneficiaries refer to participants receiving measurable programme interventions.
13	Kindly confirm whether the stated Track A: Track B ratio of 80:20 (4,000:1,000 in Phase I and 8,000:2,000 in subsequent phases) is mandatory or indicative, and whether the Implementation Partner will be permitted to adjust the ratio based on application and selection outcomes, subject to Department approval.	The Track A and Track B ratio of 4:1 indicated in the RFP shall serve as the programme implementation target.

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14	In the Section III, Preliminary Screening: Assessment Framework, the RFP requires the Implementation Partner to develop the screening framework, including eligibility criteria, scoring methodology, weightages and qualifying thresholds, subject to Department approval. Kindly clarify whether the Department will provide an existing approved assessment framework/tool or whether the complete assessment tool and methodology are to be developed by the Implementation Partner.	The Implementation Partner shall be responsible for developing the Screening and Selection Framework, including assessment tools and evaluation methodology, as part of the scope of work. The framework shall be submitted to the Department for review and approval.
15	Regarding the Lite EDP training requirements, kindly clarify the expected duration, number of modules/hours, delivery methodology, assessment requirements and certification requirements for the Lite EDP for Track A and Track B.	The Implementation Partner shall propose the detailed duration, modules, delivery methodology, assessment mechanism and certification approach as part of its proposal, aligned with the objectives and target beneficiaries of the programme. The final framework shall be reviewed and approved by the Department.
16	Regarding EDP and DPR Scope: Kindly clarify the expected duration and delivery hours of the comprehensive EDP and the extent of DPR/business-plan preparation support expected from the Implementation Partner per beneficiary.	As specified in the RFP.
17	Responsibility for Loan Sanction and Disbursement: Kindly clarify whether the Implementation Partner will be accountable only for facilitation and follow-up or whether loan sanction/disbursement targets will also form part of the contractual performance obligations.	As specified in the RFP.
18	Mentoring, Market Access and Sustainability: Quantum of Post-selection Support: Kindly clarify the expected duration/frequency of mentoring, incubation, market access and sustainability support to be provided to each selected beneficiary, including the minimum number of mentoring sessions/interactions and the expected period of handholding.	As specified in the RFP.
19	Market Access and Enterprise Development Support: Market Linkage Obligations: The RFP requires facilitation of buyer-seller meets, exhibitions, trade fairs, corporate partnerships, institutional procurement and linkages with platforms such as ONDC and GeM. Kindly clarify whether the Implementation Partner is expected only to facilitate/link beneficiaries or is also responsible for achieving quantified sales/orders/revenue outcomes.	As specified in the RFP.
20	Digital Platform / Data Ownership and Maintenance: The RFP requires development of an integrated platform, LMS, MIS, dashboards, APIs, AI-enabled assistance, cybersecurity, 99.5% uptime, backups, DR, VAPT and audits, with source code and IP vesting with the Government. Kindly clarify the expected post-development maintenance/support period, hosting responsibility, estimated user/application volumes and whether cloud hosting and third-party API charges are to be borne by the Implementation Partner within the quoted price.	The Implementation Partner shall be responsible for development, deployment, maintenance and operational support of the digital platform during the assignment period, as specified in the RFP. The platform be cloud-hosted and shall meet the prescribed performance and security requirements. All costs required for delivering the scope specified in the RFP shall be considered by the bidder while quoting its financial proposal.
21	The RFP refers to integration with India Stack, DigiLocker, Aadhaar-based authentication and other Government-approved APIs. Kindly clarify which integrations are mandatory at launch and whether the Department will provide the required API access, credentials, approvals and associated charges.	The platform shall support integration with Government-approved Digital Public Infrastructure and other APIs approved by the Department, wherever applicable and feasible. The Department shall facilitate access/approvals available within its authority. The Implementation Partner shall be responsible for integration and implementation as per the approved technical architecture.
22	The digital platform is required to be developed, tested, validated and approved by the Department before beneficiary registration. Kindly clarify the expected timeline for Department review, UAT and approval, and whether delays in approval/inputs from the Department will result in corresponding extension of timelines and milestone dates.	The Department shall undertake review and UAT within a period of 15 working days based on the deliverable and programme requirements. If found unsatisfactory, the bidder should do corrections in a reasonable period. Where delay in providing essential inputs, approvals or access attributable to the Department materially affects the agreed implementation schedule, the matter may be considered by the Department for appropriate revision of the affected milestone/timeline.
23	Indicative Staffing Requirement: Minimum Staffing / District Deployment: The RFP states that staffing may be modified by the Implementation Partner based on its needs, while District Coordinators/Facilitators are indicated at a minimum of one per district. Kindly clarify whether one District Coordinator per district is mandatory throughout the contract period and whether any minimum staffing numbers are prescribed for other positions.	As specified in the RFP.
24	Payment Milestones: Milestone Acceptance and Payment Timeline: Payments are linked to satisfactory completion and Department acceptance of milestones. Kindly clarify the maximum period within which the Department will review/accept each deliverable and release the corresponding payment after submission of the required deliverables and invoice.	Payments shall be released upon satisfactory completion of the respective milestones, submission of prescribed deliverables and verification/acceptance by the Department. The applicable payment shall be processed as per the contractual payment and financial procedures of the Department.
25	Payment Milestones: Payment Linked to External Dependencies: Several milestones, particularly finance facilitation, enterprise establishment, market access and sustainability support, involve dependencies on beneficiaries, banks, incubators and other third parties. Kindly clarify that milestone completion will be assessed based on the Implementation Partner's documented facilitation efforts and agreed process/output indicators, where the final outcome is dependent on third parties.	Assessment shall take into account the Implementation Partner's documented facilitation, follow-up, process compliance, beneficiary support and agreed output indicators. The Implementation Partner shall remain responsible for performing all activities and deliverables expressly assigned to it under the RFP.
26	Change in Phase Scope / Targets: The Department reserves the right to revise implementation schedules, operational arrangements and beneficiary targets following phase reviews. Kindly clarify the mechanism for revising scope, timelines, staffing requirements and payment value where such changes materially increase or decrease the Implementation Partner's obligations.	The Department may review programme performance at the end of each phase and revise implementation schedules, operational arrangements or beneficiary targets based on programme requirements. Where such revision results in a material change in scope or contractual obligations, the Department shall take appropriate action in accordance with the terms of the contract and applicable approvals.

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27	In the section of Technical Evaluation (Stage 2nd), Regarding Experience in Implementation of Large-scale EDPs, the RFP restricts the relevant experience period to the last five financial years (FY 2021-22 to FY 2025-26). Considering the nature, scale and long-term implementation requirements of the proposed assignment, kindly consider extending the experience period from 5 years to the last 10 financial years.	The relevant experience period shall remain the last five financial years (FY 2021-22 to FY 2025-26) as specified in the RFP.
28	Regarding the Experience in Startup / Innovation / Incubation / Innovation Ecosystem Development: The criterion currently specifies experience in large-scale Startup, Innovation, Incubation or Innovation Ecosystem Development projects with a cumulative coverage of 500 beneficiaries. Kindly consider modifying the requirement from "large-scale" to "medium to large-scale" projects.	Medium to Large scale projects shall be permitted.
29	Regarding the Number of States/UTs Covered, the criterion considers the number of States/UTs covered only during the last five financial years. Kindly consider extending the reference period from 5 years to the last 10 financial years (FY 2016-17 to FY 2025-26).	As specified in the RFP.
30	Regarding the Number of Districts Covered for Entrepreneurship / Startup / Enterprise Promotion: The criterion specifically requires experience in covering districts of Maharashtra during the last five financial years. Kindly consider modifying the criterion to recognise experience in districts across any State/UT in India and extend the experience period from 5 years to the last 10 financial years.	As specified in the RFP.
31	Awards / Recognitions: The RFP presently awards marks primarily based on the number of awards/recognitions received. Kindly consider revising the scoring methodology so that greater weight is given to the relevance, stature and significance of the award/recognition, rather than merely the number of awards received.	As specified in the RFP.
32	Kindly clarify whether the cumulative relevant credentials and past experience of the parent company and its subsidiary company within the same group may be considered for determining the bidder's technical eligibility and technical evaluation, particularly where the parent company independently meets the prescribed financial eligibility/net worth criteria.	As specified in the RFP.
33	Most of the past experience criteria in the RFP require bidders to demonstrate specific project-related experience during the last five years, with prescribed numbers of assignments/projects to be demonstrated cumulatively. Kindly clarify whether relevant experience gained during the last ten years may also be considered, particularly where such experience is directly relevant to the scope and requirements of the present assignment.	As specified in the RFP.
34	The RFP already permits an "institution" as an eligible bidder; however, requirements relating to minimum turnover, positive net worth, P&L statements and ITRs appear to be framed primarily for commercial entities. The Department is requested to clarify that IITs, Institutes of National Importance, Centrally Funded Technical Institutions, Central/State Universities and other statutory public academic/research institutions are eligible to participate as Lead Bidders. IITs/Institutes of National Importance may be permitted to demonstrate financial capacity through equivalent institutional documents, such as audited annual accounts, grants, sponsored-project receipts, institutional budgets or other appropriate financial-capacity indicators, instead of company-specific turnover and net-worth requirements.	As specified in the RFP.
35	Could you please clarify if CSR-supported programs that are renewed annually under CSR regulations can be considered for the impact calculation under the eligibility criteria?	CSR programmes for priority groups (Women, SC/ST, Tribal Communities, Divyang) implemented in partnership with government/ semi-government/ PSUs/ local authority supported projects will be considered, subject to their relevance to the criterion and submission of supporting documentary evidence. Where the same programme is renewed or extended annually under the same continuing engagement, such renewal shall not be treated as a separate assignment/project unless supported by a distinct contract/work order representing a separate assignment. For the purpose of evaluation, only the impact/beneficiaries achieved during FY 2021-22 to FY 2025-26 shall be considered, as specified in the RFP.

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36	Kindly clarify whether IIT Mandi, being a Government of India institution and an Institute of National Importance under the Institutes of Technology (Amendment) Act, 2012, may be exempted/relaxed from the prescribed minimum turnover requirement and EMD. Further, kindly clarify whether IIT Mandi may: a.Utilise its existing infrastructure, technical resources, technology platforms and institutional facilities for portal development instead of developing everything from scratch; b.Utilise the experience, resources, data and expertise of its Section 8 companies/other entities established or governed by IIT Mandi, while IIT Mandi remains the main bidder and assumes overall responsibility; Utilise its existing institutional/cloud infrastructure for hosting the portal, database and servers, subject to applicable security and Government requirements; and c.Deploy the required manpower across 36 districts in a phased manner as per implementation phases and operational requirements, instead of deploying the complete team from Day 1.	As specified in the RFP.
37	Extension of Submission Date - As per the Bidder Data Sheet of the RFP, the last date for submission of the proposal is indicated as 23rd October 2026 at 03:00 PM. However, the e-procurement portal appears to indicate the last date as 23rd September 2026. In view of above, we kindly request the Authority to clarify the correct and applicable last date and time for submission of the bid. Further, please confirm whether any extension of the bid submission deadline is proposed following the issuance of the pre-bid meeting minutes/clarifications	The date mentioned in the Bidder Data Sheet was a typographical error. The last date for submission of the RFP has been extended by 10 working days. Accordingly, the revised last date for submission is 08/10/2026.

The above clarifications are issued in response to the queries raised during the Pre-Bid Meeting and through written submissions received from prospective applicants. These clarifications shall form an integral part of the EoI and shall be read together with the original EoI document and Terms of Reference.

Except for the specific clarifications/amendments stated above, all other terms, conditions, eligibility requirements, scope of work, deliverables and provisions of the EoI shall remain unchanged.

Prospective applicants are advised to take note of the above clarifications while submitting their EoI responses.

Sd/-
Commissioner
Commissionerate of Skills Development, Employment and
Entrepreneurship, Maharashtra State