

**REOI Release Date:
21st March 2022**

**Request for
Expression of Interest (REOI)
For
DESH Accelerator Program**



National Skill Development Corporation

301, West Wing, Worldmark 1,

Aerocity, New Delhi - 110037

Website: www.nsdcindia.org

Phone: 011-47451600

CIN: U85300DL2008NPL181612

1. DISCLAIMER

All information contained in this Request for Expression of Interest and subsequently provided, are in good interest and faith. This is not a Contract and is not an offer or invitation to enter into a contract of any kind with any party. National Skill Development Corporation reserves the right to cancel this Request for Expression of Interest and/or invite proposals afresh with or without amendments to this Request for Expression of Interest without liability or any obligation for this Request for Expression of Interest and without assigning any reason to anyone. National Skill Development Corporation reserves the right to take the final decision regarding selection of the Applicant.

Submission of proposals under this Request for Expression of Interest does not guarantee selection of the Applicant. Under no circumstances will National Skill Development Corporation be held responsible or liable in any way for any claims, damages, losses, expenses, costs, or liabilities whatsoever (including, without limitation, any direct or indirect damages for loss of profits, business interruption, or loss of information) resulting from or arising directly or indirectly by application or non – application to this Request for Expression of Interest.

2. DEFINITIONS & ACRONYMS

In this **Request for Expression of Interest (hereafter referred to as 'REOI')** , unless the context otherwise requires :

- a. **'Applicant'** means any legal entity (**applying individually, i.e., a Sole Applicant**), which is submitting the proposal in response to this REOI .

Proprietorship and Partnership firms are not allowed to apply to this REOI. However, Limited Liability Partnership ("LLP") registered under the Limited liability Partnership Act, 2008 is eligible to apply.

- b. **'Accelerator'** means any organization involved in assisting start-ups with go-to-market strategy or any strategy advisory as part of its primary business activity.
- c. **'Authorized Signatory'** means one or more person authorized (jointly or severally) by the Applicant as per Annexure 15.2.
- d. **'Contract'** means the contract signed by **National Skill Development Corporation (NSDC)** with the selected Applicant(s). No request for any change or deviation from the standard template of the Contract shall be entertained. The final Contract copy shall be provided to the Applicant once it gets selected.
- d. **'Day'** means a calendar day unless otherwise specified.
- e. **'FY'** means financial year.
- f. **'INR'** means Indian Rupees (currency of India).
- g. **'Proposal'** means the set of documents submitted by Applicants in response to this REOI .

3. ABOUT THE DESH ACCELERATOR PROGRAM AND REOI'S PURPOSE

NSDC, since inception has led the role of a market creator/ enabler in the skill development space. NSDC has effectively designed and deployed funds through debt instruments in the market with total investment of ₹ 1500 Cr. This has drawn investment by private enterprises to the tune of more than ~₹ 3000-4000 Cr (2x-2.5x). NSDC's anchor role through debt funding in skilling sector has also catalyzed the funding by Banks and Non-Banking and Finance Companies (NBFC) through various market led debt instruments. Additionally, NSDC has also established 38 sector skill councils for designing training and assessment standards and created annual training capacity of ~10 mn youth for short term competency-based programs.

NSDC's key focus area over the next few years is to promote entrepreneurship to create jobs and drive innovation through emerging digital technologies, enabling a transformative shift in skilling youth at scale. The start-up

ecosystem provides NSDC a platform to achieve these objectives. Over the next 5 years, the startup ecosystem is expected to double¹ and provide employment and skilling opportunities to ~ 3 crore individuals ²

To promote innovation for skilling within the start-up ecosystem, NSDC intends to set-up an Accelerator by leveraging its expertise. The Accelerator is proposed to be in partnership with a leading domestic or global like-minded partner.

4. ROLES AND RESPONSIBILITIES OF APPLICANTS

NSDC invites leading Indian and international Accelerators to submit its interest and a design of setting up an Accelerator within NSDC to: -

- Create an engaging platform for Entrepreneurs & Start-ups
- fast track the uptake and growth of potential startups/entrepreneurs through rigorous mentoring and networking support in a short span
- attract subject matter experts, mentors, and angel investors get associated through the structured accelerator program
- build a vibrant startup ecosystem, by establishing a network between academia, financial institutions, industries and other institutions
- act as a hub for several incubators in the region, so that high-potential startups can be fast-tracked for increased exposure and validation

5. REOI SCHEDULE

Key Activities	Timelines	Remarks
Last date for submitting the Proposal to this REOI	31 st March,2022	The decision to extend the last date (if any) is at the sole discretion of NSDC.

- Applicants are required to email their queries to Ananth.suri@nsdcindia.org; Vandana.bahri@nsdcindia.org
- At any time before the last date for submission of Proposals as specified in the REOI , NSDC may at its initiative, or in response to a clarification requested by the Applicant(s), may amend the REOI by issuing an addendum or a corrigendum, which shall be published on the NSDC’s website (www.nsdcindia.org). It will be binding on all the Applicants. To give the Applicants reasonable time to take an amendment into account in their Proposals, NSDC may at its discretion, if the modification is substantial, extend the deadline for the Proposal submission. NSDC will not be liable for any effect on the Applicant’s Proposal if the Applicant does not read addendum(s)/ corrigendum(s) or related communication on the NSDC’s website. Applicants are requested to regularly visit the NSDC website <https://nsdcindia.org/> for the updates related to this REOI.

¹ Source: *Zone4 Capital, TV Mohandas Pai – India – A Startups Nation*

² Based on *CDC Report – Measuring the indirect impact of businesses in an investment portfolio, Zone4 Capital, TV Mohandas Pai – India – A Startups Nation and NSDC calculations*

6. PROPOSAL SUBMISSION

- 6.1 Applicants should submit their Proposals in a hard copy as well as a soft copy, in a sealed envelope. The envelope shall bear the Applicant's name, phone number, official address, and the heading, '**CONFIDENTIAL – Proposal for DESH Accelerator Program**'.
- 6.2 The envelope shall contain both a hard copy and a soft copy. Soft copy (**PDF Format Only**) must be submitted in a single pen drive, and it should not be encrypted, or password protected.
- 6.3 NSDC may, at its discretion, request the Applicant for providing additional documents for seeking clarity, if any at any stage during the evaluation of the Proposal submitted by the Applicant.
- 6.4 The Proposal needs to be submitted at the below-mentioned address:

Vandana Bahri

Head- Impact Investment and Portfolio Management

National Skill Development Corporation,

301, West Wing, Worldmark-1, Aerocity, New Delhi - 110037, Phone: 011-47451600

7. APPLICABLE FEE

7.1 PROPOSAL FEE:

Along with the Proposal, Applicant shall submit a **one-time non-refundable fee (hereafter referred to as 'Proposal Fee')** of **INR 10,000/- (Indian Rupees Ten Thousand only)**. This fee shall be remitted in Indian currency and shall be exclusive of all associated conversion/bank charges. The Proposal Fee may be deposited to NSDC through anyone of the following options:

- a. In the form of **Demand Draft** in favor of 'National Skill Development Corporation', payable at New Delhi, India; OR
- b. **Online bank payment to:**
Account Name: National Skill Development Corporation
Bank Name: _____
Type of Account: _____
Bank Account No: _____
Branch Address: _____
IFSC Code: _____
SWIFT Code: _____

The Applicant shall submit the proof of payment (demand draft or online payment details) along with the Proposal.

8. PROPOSAL EVALUATION AND SELECTION

NSDC will select Applicants in accordance with the process specified in this REOI. To expedite the process, NSDC reserves the right to open Proposals, commence their evaluation as and when Proposals are received before the closing date and time.

9. SELECTION PERIOD

The final selection of the Applicant as DESH¹ Accelerator will be through the Contract signed between the Applicant and NSDC, for a period of Three Years from the date of signing the Contract. The Applicant, if selected as DESH Accelerator, shall abide by the Contract at all times.

10. PROPOSAL ACCEPTANCE OR REJECTION

10.1 NSDC reserves the right to accept or reject any or all Proposals or to annul the selection process at any time before the signing of the Contract with the selected Applicant without thereby incurring any liability or any obligation in any form to any affected Applicants on any grounds. If the rejection or annulment of the Proposal is not due to any reason attributable to the Applicant, the Proposal Fee shall be refunded in full to such Applicant.

10.2 NSDC reserves the right to reject a Proposal at its discretion under any of the following conditions.

- a. If the Proposal submitted is incomplete; or
- b. If the Proposal submitted is without the proof of the Proposal Fee payment; or
- c. If the Proposal submitted is in the format other than prescribed in REOI (wherever applicable); or
- d. If the Proposal reaches NSDC after the submission closing time and date; or
- e. If the Proposal has documents in a language other than English or which are not translated in English as per the requirement of this REOI. The English-translated copies should be self-attested by the Authorized Signatory of the Applicant.

Applicant shall be responsible for the authenticity/ factual correctness of the translated copy. At any stage (before selection / after selection of the Applicant), if it is found that the translated copies are different than the original document, NSDC at its sole discretion shall have the right to take suitable action against the Applicant ; or

- f. Any other reason(s) as deemed fit by NSDC.

11. PROCESS OF SELECTION

11.1 Firstly, the Applicant will have to fulfil all the Eligibility Criteria as given in the **'ELIGIBILITY CRITERIA' (Clause No. 12.2)**. Only such Proposals that satisfy all the Eligibility Criteria shall be called for the next round.

11.2 Shortlisted Candidates will be invited to present their views on proposed DESH Accelerator Program. The presentation will be made to NSDC indicating key aspects of the program and its effectiveness in fulfilling the objectives. Details of shortlisted candidates and presentation will be shared in due course.

¹ Digital Ecosystem for Skills and Livelihood

12. ELIGIBILITY CRITERIA

12.1 IMPORTANT INSTRUCTIONS

The following points are applicable for the Eligibility Criteria:

- a. Applicant should ensure that all data/ information given under this REOI , is as of this REOI 's release date unless otherwise specified.
- b. In case the documents required to be submitted are not in English, Applicant shall submit the English translated copies along with the original document copy. The English-translated copies should be self-attested by the Authorized Signatory of the Applicant. The Applicant shall be responsible for the authenticity/ factual correctness of the translated copy.

12.2 ELIGIBILITY CRITERIA

Only such Applicants who meet all the below Eligibility Criteria are eligible to apply.

S. No.	ELIGIBILITY CRITERIA	DOCUMENTS REQUIRED TO BE SUBMITTED
1	Registration with respective Government as an Accelerator	Registration certificate
2	Experience in executing at least one cohort of an accelerator program	Presentation / Document outlining program features
3	At least one successful start-up from earlier accelerator programs in tech space	Details through presentation / document outlining nature of startup
4	Nature of intervention provided to above-mentioned start-up and role in its success	Details through presentation / document outlining nature of startup

12.3 OTHER MANDATORY DOCUMENTS

S.No.	PARTICULARS	DOCUMENTS REQUIRED TO BE SUBMITTED
1	Board Resolution	Copy of the Board Resolution mentioning the name and designation of the authorized signatory, as per the format prescribed in <u>Annexure 13.1</u>

13. PRESCRIBED FORMATS (ANNEXURES)

Applicant should submit the Proposal as per the annexures prescribed hereinbelow, wherever applicable. Any deviation shall not be accepted. Please refer to the annexures given in this REOI as shown below.

Annexure 13.1 - Board Resolution

Board Resolution in favor of the 'Authorized Signatory'

CERTIFIED TRUE COPY OF THE RESOLUTION PASSED BY THE BOARD OF DIRECTORS/MEMBERS/TRUSTEES OF _____ AT ITS MEETING HELD ON THE DD/MM/YYYY AT _____

"RESOLVED:

THAT the Company/Society/Trust/LLP does approach National Skill Development Corporation (**hereafter referred to as "NSDC"**) for selection as _____ in response to the **Request for Expression of Interest (hereinafter referred to as the "REOI")** dated _____ issued by NSDC.

THAT the detailed Proposal in the prescribed format be duly filled and submitted to NSDC along with all necessary documents.

THAT the following directors/trustees/members/ authorized signatories be and are hereby severally authorized to sign and execute the Proposal, documents, power of attorney, papers, guarantee, declaration, confirmation, affidavit, undertaking, indemnity, contracts, and such other instruments/documents as security or otherwise, as may be required by NSDC:

S. No.	Name of Directors/Trustees/Members/ Authorized Signatories	Designation

THAT copy of the resolutions mentioned above certified to be true be furnished to NSDC".

CERTIFIED TO BE TRUE

For _____ <Applicant's legal entity name>

Signature _____

Name of Director/ Governing Council Member/Partner* _____

Designation: _____ Date : _____

DIN/PAN (if applicable) : _____

**This resolution shall be signed:*

- a. in case of a company, by the Director.
- b. in case of a Society, by the Governing Council Member.
- c. in case of a Trust, by the Trustee; and
- d. in case of a LLP, by the Partner.

Further, this resolution should be signed by a Director/Governing Council Member/Trustee/Partner other than the Director/Governing Council Member/Trustee/Partner authorized in the resolution above