


Tender for selection of agencies for providing coaching to the students of class XI and XII

Reply on the queries raised by the bidders in pre-bid meeting held on 20.08.2025.

Sr. No.	Name of the Bidders	Query	Department Reply
1.	FILO	Request to kindly reconsider the requirement of registration under the Bihar Coaching Institute (Control and Regulation) Act, 2010 and not make it mandatory, so that reputed institutions registered in other states can also participate.	Pursuant to the provisions of Chapter 2 of the Bihar Coaching Institute (Control & Regulation) Act, 2010, no coaching institute shall be established or run without obtaining valid registration certificate after the commencement of this Act. Registration under this Act is necessary to ensure coaching centers provide adequate facilities and adhere to prescribed standards. In view of the above, request of the bidder is not accepted.
		It is requested to reduce the minimum required experience from 5 years to 4 years to enable competent startups/educational organizations to participate and bring innovative models of learning.	For selection of service-provider, experience criteria is crucial for ensuring project success and minimizing risks. It helps the procuring authority to select bidders with the necessary skills, knowledge and resources to handle the project's complexities and deliver the desired outcomes. In view of the above, request of the bidder is not accepted.
		Kindly consider revising the cumulative turnover requirement to 15 Crores in last three financial years i.e., 2021-2022, 2022-2023 & 2023-24 in order to encourage participation of emerging organizations and startups that are working in the education sector but have not yet reached high turnover figures.	Requirement of cumulative turnover in tendering is a financial eligibility criterion that is normally employed to ascertain the operational capability of a bidder to perform the contract. In view of the above, request of the bidder is not accepted.
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	<p>Request to kindly allow consortiums to participate for both online and offline delivery, as partnerships with established institutions can help ensure high-quality coaching services and effective implementation at scale.</p>	<p>Consortium / Franchises may have limitations or restrictions imposed by other party / franchisor, making it difficult for them to meet the requirements. Bidders have to demonstrate independent experience and capabilities, which a consortium / franchisee might not fully possess if they are heavily reliant on the other party / franchisor.</p> <p>In view of the above, request of the bidder is not accepted.</p>
	<p>It is requested to reduce the minimum required experience from 5 years to 4 years for highest marks to enable competent startups / educational organizations to participate and bring innovative models of learning.</p>	<p>For selection of service provider, experience criteria is crucial for ensuring project success and minimizing risks. It helps the procuring authority to select bidders with the necessary skills, knowledge and resources to handle the project's complexities and deliver the desired outcomes.</p> <p>In view of the above, request of the bidder is not accepted.</p>
	<p>Suggested to revise the requirement to include online mode / learning facilitation programs, as a large number of coaching programs are now delivered through digital or hybrid models.</p>	<p>Offline teaching hours are often required to ensure a baseline level of in-person instruction and interaction, which is a crucial for effective learning and student engagement. This requirement helps and guarantee a certain quality standard for educational services.</p> <p>In view of the above, request of the bidder is not accepted.</p>
	<p>Requesting to reduce the number of selections required (e.g. 200 selections in last 3 years) for the highest marks so that focused and specialized organizations working in the sector may also participate and be evaluated fairly.</p> <p></p>	<p>Results criteria ensures the quality, experience, teaching methodology of the bidders, ultimately safeguarding the interests of the Tendering Authority. These criteria ensure selection of bidders, who can successfully deliver the required services.</p> <p>In view of the above, request of the bidder is not accepted.</p>

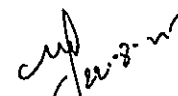
2	Mentors' Eduserv	While we appreciate the intent of encouraging performance-based outcomes, the current payment structure makes it financially challenging for institutes to sustain operations. Coaching involves high recurring monthly costs such as faculty remunerations, utilities, and academic resources. Linking 50% of the payment solely to final outcomes (selection in government institutes) may create cash flow difficulties and deter quality coaching providers from participating in the tender.	Prescribed payment terms ensure commitment from the service provider as a significant portion of payment of the service provider is contingent on successful selection of students. In view of the above, request of the bidder is not accepted.
3	SAMMA AN	<p>Experience Requirement: The RFP currently requires bidders to have a minimum of five years of experience in providing NEET/ JEE coaching services. It is requested that this period be reduced to three years so that institutions which have delivered impactful outcomes in a shorter timeframe can also take part in the bidding process.</p> <p>Cumulative Turnover Criterion: As per the eligibilities criteria, bidders must have a cumulative turnover of 50 crore in the last three financial years. We request that this threshold be revised to 20 lakh, which would allow qualified and specialized educational organizations to participate.</p> <p>Technical Evaluation - Experience: In the technical evaluation section, full marks are awarded only to institutions with more than five years of experience. We kindly suggest that the marking scheme also recognize experience of three years and above, with marks awarded proportionately.</p>	<p>For selection of service provider, experience criteria is crucial for ensuring project success and minimizing risks. It helps the procuring authority to select bidders with the necessary skills, knowledge and resources to handle the project's complexities and deliver the desired outcomes. In view of the above, request of the bidder is not accepted.</p> <p>Requirement of cumulative turnover in tendering is a financial eligibility criterion that is normally employed to ascertain the operational capability of a bidder to perform the contract. In view of the above, request of the bidder is not accepted.</p> <p>For selection of service provider, experience criteria is crucial for ensuring project success and minimizing risks. It helps the procuring authority to select bidders with the necessary skills, knowledge and resources to handle the project's complexities and deliver the desired outcomes. In view of the above, request of the bidder is not accepted.</p>

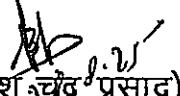
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		<p>Technical Evaluation - Student Selections in NEET/JEE: The RFP currently requires a record of more than 500 selections in NEET / JEE over the last three years for highest marks. We request that the qualifying number be reduced to 100, enabling organizations with focused delivery models and high success rates to be assessed more equitably.</p>	<p>Results criteria ensures the quality, experience, teaching methodology of the bidders, ultimately safeguarding the interests of the Tendering Authority. These criteria ensure selection of bidders, who can successfully deliver the required services.</p> <p>In view of the above, request of the bidder is not accepted.</p>
4	RISE	<p>The Coaching institute should have cumulative turnover of at least Rs. 10 Crores in last 3 financial years i.e., 2021-2022, 2022-2023 & 2023-24.</p>	<p>Requirement of cumulative turnover in tendering is a financial eligibility criterion that is normally employed to ascertain the operational capability of a bidder to perform the contract.</p> <p>In view of the above, request of the bidder is not accepted.</p>
		<p>Suggested to revise the requirement to include online / hybrid learning facilitation programs, in view of the large number of coaching programs delivered through digital platforms, and to reduce the required number of students to 10,000 accordingly.</p>	<p>Offline teaching hours are often required to ensure a baseline level of in-person instruction and interaction, which is a crucial for effective learning and student engagement. This requirement helps and guarantee a certain quality standard for educational services.</p> <p>In view of the above, request of the bidder is not accepted.</p>
		<p>Requesting to reduce the minimum number of selections to 200 in the last 3 year, so that focused and specialized organizations may also be evaluated fairly.</p>	<p>Results criteria ensures the quality, experience, teaching methodology of the bidder, ultimately safeguarding the interests of Tendering Authority. These criteria ensure selection of bidders, who can successfully deliver the required services.</p> <p>In view of the above, request of the bidder is not accepted.</p>

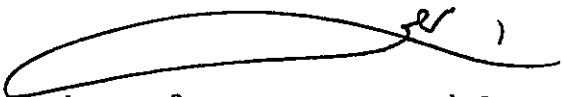
	<p>(i) Consortium shall be allowed for both online and offline delivery of coaching services in order to ensure high-quality implementation in partnership with established institutions.</p> <p>(ii) Registration under the Bihar Coaching Institute (Control and Regulation) Act, 2010 shall not be mandatory and reputed institutions registered in other States shall also be eligible to participate.</p>	<p>i. Consortium / Franchises may have limitations or restrictions imposed by other party / franchisor, making it difficult for them to meet the requirements. Bidders have to demonstrate independent experience and capabilities, which a consortium / franchisee might not fully possess if they are heavily reliant on the other party / franchisor.</p> <p>In view of the above, request of the bidder is not accepted.</p> <p>ii. Pursuant to the provisions of Chapter 2 of the Bihar Coaching Institute (Control & Regulation) Act, 2010, no coaching institute shall be established or run without obtaining valid registration certificate after the commencement of this Act. Registration under this Act is necessary to ensure coaching centers provide adequate facilities and adhere to prescribed standards.</p> <p>In view of the above, request of the bidder is not accepted.</p>
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 22/08/2024
 (अब्दुराजिक)
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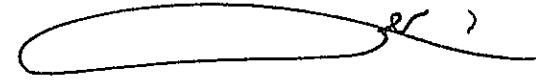
ज्ञापांक:- अ०सं०क०-02-ग-आ०वि०-06/2025 4484 / पटना, दिनांक 25.08.2025

प्रतिलिपि:-सचिव के प्रधान आप्त सचिव, अल्पसंख्यक कल्याण विभाग, बिहार, पटना को सूचनार्थ प्रेषित।

प्रतिलिपि:-सभी संबंधित पदाधिकारी को सूचनार्थ प्रेषित।

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प्रतिलिपि:-आईटी0 मैनेजर, अल्पसंख्यक कल्याण विभाग, बिहार, पटना को सूचनार्थ एवं आवश्यक कार्रवाई हेतु प्रेषित अनुरोध है कि उक्त प्रतिवेदन को विभागीय वेबसाइट पर प्रदर्शित करें।



विशेष सचिव-सह-निदेशक