

Pre-bid queries related to the "Expression of Interest (EOI) for selection of Industry Partner to set-up a Centre of Capacity Building & Training-CCBT (also known as CoE)

Dt:12-03-2026

Sr. No.	Queries raised by Bidders	Responses Given by KSU
1	Kindly clarify the legal status of the space allocated to the partner. Will it be provided through an official allocation order, lease agreement, or MoU clause?	The required space within the KSU campus shall be provided to the selected Industry Partner as per the provisions of the Definitive Agreement/MoU to be executed between KSU and the selected partner. The space shall be allotted for the specific purpose of establishing and operating the CCBT for the agreed tenure as per the terms and conditions of the agreement.
2	Will the allocated space be exclusively reserved for the selected partner, or can it be shared with other programs or departments? If it is shared what will be policy?	The space allocated for the CCBT shall primarily be earmarked for the operation of the respective centre. However, KSU reserves the right to regulate the utilisation of common campus facilities in accordance with university policies. Shared use of certain common facilities may be permitted as per institutional norms.
3	Is there a minimum lock-in period to protect the investment made by the partner in infrastructure and equipment?	Tenure of the space allocation is initially for the five years extendable to another five year based on the performance of the CCBT. The tenure of the CCBT and continuation of operations shall be governed by the Definitive Agreement executed between KSU and the selected Industry Partner. The tenure and extension provisions will be determined based on factors such as investment made, training output, and overall performance of the CCBT.
4	In case of early termination by KSU, will compensation be provided for unamortized infrastructure investment made by the partner?	Any termination of the agreement shall be governed strictly by the provisions mentioned in the EOI and the Definitive Agreement. No compensation shall be payable unless specifically provided in the agreement executed between the parties.
5	Kindly clarify what will happen to the students currently enrolled in ongoing courses if the agreement is terminated with a short notice period (e.g., 1–2 months). Will the selected partner be allowed to continue operating the centre until all enrolled students complete their courses, or will KSU take responsibility for completing the training programs?	In the event of termination of the agreement, Bidder need to ensure that the interests of the enrolled students are protected. Appropriate arrangements has to be made either through continuation of training by the partner for the remaining duration or through alternative academic arrangements as agreed by the KSU.

6	Who will hold Intellectual Property Rights (IPR) over curriculum, digital content, and training modules developed by the partner?	Intellectual Property Rights for curriculum, course content, digital materials or training modules developed under the CCBT shall vest with the KSU unless specifically agreed by KSU in the Definitive Agreement.
7	After the agreement ends, can partner continue to use the centre's curriculum or digital learning materials independently?	Right of use of curriculum or training materials after the completion or termination of the agreement vest with the KSU unless specifically agreed in the Definitive Agreement executed between the parties.
8	Who will have the primary authority over student admissions? Will the partner be allowed to admit students directly, or will all admissions be routed through KSU?	Admissions to programmes offered under the CCBT shall be conducted in accordance with the academic and regulatory framework of KSU. The admission portal used by the university will also be used for the admission of programmes offered by CCBT also.
9	Will student fees be collected directly by the partner or through the KSU account?	The mechanism for fee collection will be through the admission portal of the KSU and revenue sharing shall be governed by the agreed financial model under the Definitive Agreement between KSU and the Industry Partner, consistent with the revenue sharing framework mentioned in the EOI.
10	Who will be responsible for GST compliance, invoicing, and tax reporting for the training programs?	All statutory compliances including GST, invoicing and taxation shall be undertaken by the respective party responsible for the concerned financial transaction, in accordance with applicable laws and the provisions. For the programmes offered by the University GST is not applicable however for any B2B or programmes with revenue generation not covered under the university programme may attract GST at the prevailing rates.
11	Will KSU ensure recognition or approval from relevant regulatory authorities, and will the partner be allowed to run international certification programs?	All programmes offered through the CCBT shall be aligned with the academic framework and approval processes of KSU. Industry partners may collaborate for international certification programmes subject to approval by the competent authority of KSU and compliance with applicable regulations.
12	Will the partner have authority to appoint trainers, faculty, and centre director, or must recruitment be approved by KSU?	Faculty, trainers, and technical staff required for operation of the CCBT shall be deployed by the Industry Partner as per the project requirements. However, such appointments shall be subject to endorsement/approval by KSU as per university norms for the programmes offered under the University banner.

13	Will the staff working at the centre be employees of the partner or of KSU?	Personnel deployed at the CCBT including trainers and technical staff shall remain employees of the Industry Partner and in no case any of the employee of the Industry partner can claim as the employee of the University for any purpose.
14	Who will bear liability in case of student injury, equipment accidents, or safety incidents? Will insurance be mandatory?	The Industry Partner shall be responsible for ensuring safety and compliance with applicable regulations within the CCBT. Appropriate safety protocols and insurance coverage may be required as per the provisions defined in the agreement.
15	Can the centre operate under co-branding such as 'Dr Skill – CCBT Centre at KSU' and use the university logo for marketing?	Co-branding of the CCBT may be permitted subject to prior approval of KSU. Use of the university name and logo shall strictly follow the branding and communication guidelines issued by KSU.
16	Will the partner be allowed to sign MoUs with international institutions and bring foreign training collaborations under the centre?	The Industry Partner may propose collaborations with international institutions or organisations. University will facilitate Such collaborations however it shall be subject to consent by the competent authority of KSU and compliance with applicable regulatory provisions.
17	Who will own the student database? Can the partner use the data for placement support, alumni engagement, and training analytics?	Student records and academic data shall remain the property of KSU. The Industry Partner may use relevant data for academic, training and placement support purposes with due consent and in accordance with applicable data protection norms.
18	Will the partner be allowed to conduct placement activities independently and engage industry partners for internships and jobs?	The Industry Partner may support placement activities, internships and industry linkages for students enrolled in the CCBT programmes. Such activities shall be undertaken in coordination with KSU.
19	If the agreement ends, can the partner remove equipment, furniture, and infrastructure purchased by it, and what will be the exit timeline?	Equipment, machinery and other assets procured and installed by the Industry Partner may be removed by the partner upon completion or termination of the agreement, subject to the conditions and timelines defined in the Definitive Agreement.
20	Kindly clarify whether hostel accommodation within the campus of Kaushalya – The Skill University will be available for students enrolled in the Centre's courses. If yes, what will be the process for allotment, capacity availability, and fee structure for hostel facilities?	Hostel accommodation for students may be made available subject to availability and in accordance with KSU hostel policies and fee structure as notified by the university from time to time.

21	All the 51 page is considered as EOI?	Yes. The complete document consisting of all pages published on the website forms part of the EOI document and should be considered in entirety for submission.
22	EITL (training Division- a part of our Group Company) annual turnover is less than 10C. If supported by our Group Company, is it called Consortium?	Yes, the industry partner may participate through a consortium as permitted under the EOI; however, the annual turnover will be considered only for the Lead Bidder.
23	To show the postive net worth, is it pemitted to use our Group company Finanical Reports?	The lead bidder must meet the eligibility criteria as specified in the EOI. Lead bidder must have positive networkth.
24	Revenue Sharing Model: What are the financials / payments to be made to University?	As per Point 1.4, 1.5 and 1.7 defined in the EOI document.
25	Fee Finalization: Who retains the final authority to set and revise course fees? We need flexibility to adjust fees based on market rates for corporate training.	As per Point 1.4, 1.5 and 1.7 defined in the EOI document.
26	All Annexures to be submitted along with EOI On 25.3.26?. (Soft copy & Hard copy)?	Yes. All required documents and annexures must be submitted as part of the EOI submission as specified in the bid document.
27	Will the University provide the built-up space (Classrooms/Labs) free of cost, or is there a rental/lease model?	KSU will provide the required space and basic infrastructure within the campus as per availability and institutional norms. Classrooms and certain facilities may be shared as per university regulations. Request for additional space over and above allocated space can be considered on concessional rental as per clause1.9 of the bid document.
28	Equipment Storage: Since MEWPs (Boom/Scissor lifts) require significant space and ground stability, where exactly will the practical training area be located?	Practical training areas will be identified within the campus or designated facility based on operational feasibility and safety requirements, in consultation with the selected Industry Partner and KSU.
29	Is the proposed location within the main University campus, or at an off-site facility? If on-campus, does the ground floor area meet the load-bearing requirements for heavy machinery?	The proposed training facility will be within the built up area. Load bearing requirments to be acsertained by the Industry partner.
30	Residential Facilities: Can the University provide hostel/residential facilities for out-station trainees (especially for B2B corporate batches) ?.	Hostel accommodation may be provided subject to availability and as per KSU hostel policies and applicable fees for KSU approved courses.
31	Trainers/ Office staff Accomodation will be provided?	Accommodation for trainers or staff will not be provided by KSU.

32	Are we looking to launch only short-term 'Certificate Courses' or formal 'Diploma' programs?	Programmes may include certificate courses, diploma programmes, or other training programmes as approved under the academic regulations of KSU.
33	What are the standard norms of university for certification, diploma level programs? Do we need to follow them or would we have flexibility, especially for certificate programs.	Yes. All academic programmes conducted under KSU must comply with the academic regulations, standards, and approval processes of the University.
34	Will the certificates issued to students carry the University's name and seal alongside Mtandt/CESL?	Certification format and co-branding will be governed by KSU academic regulations and branding guidelines and will be finalized in the Definitive Agreement.
35	Does the University require approval from its Senate/Academic Council for the curriculum designed by Mtandt?	Yes, Academic programmes and curriculum will be subject to approval of the competent academic authorities of KSU as per university regulations.
36	Would assessments and evaluations be designed by university or would it give only broad policy level directions?	Yes, Assessment and evaluation frameworks will be designed and aligned with KSU academic policies.
37	How would University support in admissions?	KSU will assist with admissions through its academic systems and outreach mechanisms; however, the Industry Partner will be responsible for student mobilisation and outreach activities.
38	Will we need to follow admission cycles of the university or can we decided on our own?	Admissions shall normally align with KSU academic calendar and regulations unless otherwise approved by the competent authority of KSU.
39	Can we bring in outside corporate candidates (B2B) to utilize the facility on weekends/evenings?	Yes, Corporate or industry-sponsored training programmes may be conducted subject to approval of KSU and adherence to university policies.
40	Exclusive: "Does the MoU grant Mtandt exclusivity? i.e., The University agrees not to sign a similar agreement with another equipment company (similar scope of training)	No MoU/Agreement grant Exclusivity to any of the Industry partner.
41	Trained candidates will be absorbed by KSU or Industry?	Placement and employment opportunities will primarily be facilitated through industry engagement and support from the Industry Partner. KSU will support placement facilitation but does not guarantee employment.
42	GWO BST having its own website and curriculum. If we conduct this training, is it based on Fee based training?	Any programmes conducted at the allotted space shall be with the approval/written consent of the KSU. No online programmes without consent of KSU shall be allowed.

43	Who will be responsible for student mobilization for the various courses to be offered through the CoE (Centre of Excellence)?	It will be the responsibility of the Industry partner, however KSU will also assist through institutional outreach.
44	Whether degree programmes such as BBA/MBA can be introduced through the CoE?	Degree programmes may also be offered in accordance with the academic regulations and approval mechanisms of KSU.
45	Whether any fee regulation or prescribed fee structure is applicable for the courses offered through the CoE?	Fees shall be determined as per programme structure and mutually agreed financial framework approved by KSU.
46	Who will determine the number of seats/intake capacity for the courses offered through the CoE?	The intake capacity for programmes shall be as per the programme approved by the KSU and academic council of the KSU.