

FAQ - RFP - ER40TVET62025 - Provision of Master Trainers / Resource Persons in Digital and High-Tech Sector (Technical Domains, TVET and General Areas)

Question no 1: Is it mandatory to apply/bid for the whole LOT i.e., if one has 90% availability of technical resources for LOT1, can bid for partial LOT be accepted?

Answer no 1: Yes, it is mandatory to apply for the whole LOT and a bid for partial lot will not be entertained.

Question no 2: Lot1: Provision of resource persons (Technical Domains) - Will British Council provide course content for all the technical domains?

Answer no 2: Yes, the British Council will provide “students training course curriculum” for the technical domains, it will be expected from the supplier to prepare existing subject experts / teachers and prepare the course content for upskilling them in respective technical domains based on the British Council provided curriculum within the provided Training Schedule.

Question no 3: Lot1: Provision of resource persons (Technical Domains) - Which specific areas are to be covered under Serial Numbers 12,13 & 14?

Answer no 3: Cross-Cutting IT Applications in Agro-Business

Cross-Cutting IT Applications in Water Sector

Cross-Cutting IT Applications in Energy Sector

Question no 4: Lot1: Provision of resource persons (Technical Domains) - Will the technical domain content follow any certification track?

Answer no 4: Yes, it will. It is expected from the Suppliers to fully equip / upskill the teachers / target audience of the training (who will be existing subject experts from partner universities and training institutes) for certification tracks.

Question no 5: Lot1: Provision of resource persons (Technical Domains) - Will the content require any lab component and if yes, what percentage?

Answer no 5: Yes, it will be. Suppliers are expected to propose the percentage based on each domain / course content requirement.

Question no 6: Lot1: Provision of resource persons (Technical Domains) - In case of lab component, who will provide infrastructure for conduct of labs?

Answer no 6: Lab Infrastructure will be provided by British Council in existing partner universities / training institutes. Suppliers may propose lab infrastructure charges (separately) for such lab

infrastructure utilizations and will be paid separately as per British Council project provisions (if availed).

Question no 7: Lot1: Provision of resource persons (Technical Domains) - What are the expected outcomes of each course e.g., respective knowledge or specific certification?

Answer no 7: Both, Respective knowledge and deficiency skills for respective certification track against each domain.

Question no 8: Clause 7.1 of Annex 1 requires travel insurance of the resource persons by the supplier. Since travel, accommodation and food will be responsibility of British Council (as per **Clause 7 of RFP**), why is travel insurance required from the supplier?

Answer no 8: Since, the resource persons are provided by Supplier, therefore, this responsibility lies with the Supplier for covering any applicable insurances including travel for the provided resource persons. British Council will only provide travel, accommodation and food under the project.

Question no 9: Under RFP ER40TVET62025 Oracle is offering below courses against the requirements mentioned. The details is relevant to question no 9a,9b and 9c.

Technical Domains	Course Title
Full stack development (web and mobile)	Build Visual Applications Using Oracle Visual Builder Studio
Cloud Computing	Oracle Cloud Infrastructure Architect Associate (2025): Hands-on Workshop
	Oracle Cloud Infrastructure Architect Professional (2025): Hands-on Workshop
Artificial Intelligence	Oracle Cloud Infrastructure Generative AI Professional (2025): Hands-on Workshop
Modern Data Engineering and Financial Data Anal	Data Visualization on Oracle Analytics Cloud (2025)
	Create Pixel Perfect Reports using Analytics Cloud (2025)
	Business Intelligence on Oracle Analytics Cloud (2025)

Question no 9a: How many pax will be allotted against each module?

Answer no 9a: Please refer to Annex 3 for the requirements for the number of Resource Persons against each course highlighted above.

Question no 9b: What will be the content offered? For Oracle trainings will you be using Oracle content or your designed content?

Answer no 9b: Yes, for Oracle related trainings, we will use Oracle proposed contents following the training schedule as given in the RFP document.

Question no 9c: In this phase we will be training the trainers, what will be the next step? Will you be engaging OEMs in the trainings of female's students, or you will run it by your own?

Answer no 9c: In next step, the trainers trained by Suppliers under this RFP will be responsible to train the female students.

Question no 10: Please note that Oracle offers discounts on bulk purchases.

Answer no 10: We will appreciate the discounts under this RFP.

Question no 11: We request you to please arrange a physical meeting session so that we as an OEM can understand the project objectives better and can help likewise.

Answer no 11: Most of the responses / clarity is provided under these FAQs. Meeting at this stage is not feasible. However, you can submit your detailed proposal as per the details given in RFP tender pack and we will further connect with you in case any further clarity is required.

Question no 12: Are eligible to apply and submit our proposal specifically for the position mentioned in Row 3 of LOT 2 (Provision of Resource Persons), which focuses on:

1. Leadership and People Management Skills 2. Strategic Decision-Making and Change Management 3. Time Management 4. Feedback and Conflict Management

Answer no 12: Partial bids will not be entertained. Bidders have to submit bids / proposals for at least one or both lots covering all categories of resource persons as required in a lot.

Question no 13: Additionally, could you please confirm whether we may also submit a separate proposal for the role of Resource Person (TVET/General) 3?

Answer no 13: Please refer to Answer 12.

Question no 14: Is it necessary that the trainer MUST have a valid international certification? Or can it be relaxed? If not, then can you please elaborate, what type of and from which organization this certification requirement can be fulfilled?

Answer no 14: It is mandatory for the trainer to have a valid international certification in respective domain from any industry accepted body – this should be relevant to the domain that the trainer is specialized in.

Question no 15: Will it be possible to give us the estimated budget for this project?

Answer no 15: The Budget for the project is not finalized yet as there might be some changes in the budget depending on the proposal received. Therefore, please refer to tender documents which elaborates scope and specifications of the requirement which would enable you to submit your best proposals in a competitive manner.

Question no 16: We are not sure about the insurance requirements. The amount given in Annex 1 Terms & Conditions is £10,000,000 per claim which is very high for Pakistan.

Answer no 16: Please note the updated insurance clauses and limits whereas the other Terms and Condition of Annex 1 remains the same and all the Supplier needs to share their confirmation for the signing of Annex 1.

Employers' Liability / Workers' Compensation	in line with appropriate legislation
Public liability	£300,000 per occurrence and in the aggregate (annual total of all losses)
Professional indemnity	£300,000 per occurrence and in the aggregate (annual total of all losses)
Medical and travel	as appropriate

Question no 17: We are also not sure about the number of days each trainer will be engaged. As per the RFP, it seems that each trainer shall be individually engaged for the maximum number of the days as mentioned in the document. Is this true?

Answer no 17: Please refer to the RFP Clause 7.1 and 7.2 for details on the number of days that will be required from the resource persons depending on the domains (General or TVET).

Question no 18: In case of sudden non availability of trainer(s), will there be any provision of replacing the initially proposed panel of resource persons.

Answer no 18: Yes, as long as they fulfill the criteria and the process of replacement is agreed in line with the requirement proposed in the RFQ, with prior intimation to British Council / approval of the provided replacement.