

AVF/RT/SkillUp/001/2025-26

Date: 21-02-2026

**Limited Tendering
Request for Quotation (RFQ)- Fast Track Training on HPRY**

**Limited Tender for Design and Implementation of Enterprise Incubation &
Entrepreneur Support System**

Issued by: Abhivyakti Foundation

Location: Giridih, Jharkhand

1. Introduction

Abhivyakti Foundation is inviting bids from qualified consultants or agencies to design and support the implementation of a structured Enterprise Incubation and Entrepreneur Support Program aimed at strengthening early-stage rural entrepreneurs. The need for this initiative emerged from a 3-day Enterprise Showcase and Peer Learning Workshop conducted at Haritgram Green College, where 38 entrepreneurs from sectors such as agriculture, animal husbandry, tailoring, food processing, and retail participated. The workshop revealed that most participants are at a very early stage of business development—about 81% are still at the idea or initial start phase. A significant proportion (73%) expressed the need for regular mentoring and guidance, while all participants highlighted market access as their most critical requirement. Many also faced difficulties in managing business finances, including pricing, expense tracking, and cash-flow planning.

In response, the proposed program aims to provide a structured incubation support system for a duration of 3–6 months that helps entrepreneurs move from ideas to sustainable income generation. The key objectives include developing a step-by-step incubation framework with clear monthly milestones, establishing a mentoring ecosystem with regular expert support, and strengthening market access through customer linkages and local sales opportunities. The program will also focus on improving financial literacy by introducing simple tools for income–expense tracking, cost calculation, and working capital management. In addition, a Monitoring, Evaluation, and Learning (MEL) system will be developed to track progress indicators such as first sales, customer connections, and income growth, ensuring accountability, impact measurement, and continuous program improvement. Overall, the initiative seeks to provide practical, ongoing business support that increases enterprise survival, confidence, and long-term sustainability among rural entrepreneurs.

2. Background

A 3-day Enterprise Showcase and Peer Learning Workshop conducted at Green College identified key gaps among 38 early-stage entrepreneurs across sectors such as agriculture, livestock, tailoring, food processing, and retail.

After the 3-day workshop at Green College:

38 entrepreneurs participated

Sectors included:

Animal husbandry

Tailoring/Beautician/Electrician

Food processing

What the findings mean

81% at idea or early stage, Most participants:

- Have only a plan, OR
 - Just started with very small activity
- They need handholding, not advanced training.

73% need mentoring

They want someone who can:

- Guide them monthly
- Help solve business problems
- Build confidence

100% want market linkages

Biggest challenge is:

- Where to sell?
- How to get regular customers?

Financial management challenges

Problems like:

- Mixing personal and business money
- Not knowing profit/loss
- Wrong pricing

Overall meaning:

Entrepreneurs don't need more training — they need continuous business support.

3. Objectives of the Assignment

- Develop a 3-6 month structured incubation framework
- Establish a mentoring ecosystem
- Strengthen market access and customer linkages
- Improve financial literacy and cash-flow management
- Develop Monitoring, Evaluation & Learning (MEL) systems

4. Scope of Work (Assignment)

- A. Incubation Design – Curriculum, milestones, toolkits
- B. Mentoring System – Mentor onboarding, monthly tracking
- C. Market Linkages – Buyer-seller meets, exhibitions, partnerships
- D. Financial Tools – Cash-flow, costing, pricing formats
- E. Compliance Support – Basic registration and licenses
- F. MEL System – Progress tracking dashboards and reports
- G. Implementation Support – Facilitator orientation and handholding

5. Target Beneficiaries

First-time and early-stage entrepreneurs, especially rural youth, women, and individuals from low-income households.

6. Proposal Requirements (How to Bid)

Applicants must submit their bid into two separate files electronically in a pdf format to the email – procurements@avfindia.org

Please refer to the following **templates for submission of technical and financial bids** below -

6.1 Template for the Technical Bid (in a separate pdf file attachment)

Technical bid shall be submitted in following prescribed format: –

- Organization/Consultant profile
- Relevant experience (3–5 years preferred)
- Technical approach and work plan with time duration
- Team details
- Client references

6.2 Template for Financial Bid (in a separate pdf file attachment)

Sl	Particulars	Unit	No. of units	Unit Rate (₹)	Amount (in ₹)	GST (if applicable)	Total Amount	Remarks
Total Price Bid								
Price bid amount (Total) in words								
Signature of bidder with stamp								

7. Evaluation Criteria

- Relevant experience – 25%
- Technical approach – 30%
- Understanding of rural context – 15%
- Team strength – 10%
- Cost-effectiveness – 20%

8. Timeline (Indicative)

- RFQ Release: 21st February 2026
- Last Date for Queries: 24th February 2026
Queries can be addressed to email - payal.sinha@avfindia.org
- Last Date of Proposal Submission: 28th February 2026
- Selection & Award: 1st March 2026
- Project Start: 5th March 2026

9. Budget

Bidders must submit a detailed financial proposal using the financial bid template given above in point 6.2. All costs should be inclusive of taxes and operational expenses.

10. Submission Instructions

Email proposals within the last date of bid submission over email to -

to: procurements@avfindia.org

The email should have a clear subject line : **RFQ –Fast Track Training for High Potential Rural Youth (Enterprise Incubation Support)**

For queries, please drop an email within prescribed timeline to payal.sinha@avfindia.com

11. Confidentiality and Rights

All information shared under this RFQ must be treated as confidential.

Abhivyakti Foundation reserves the right to accept or reject any proposal without assigning reasons. All deliverables will be the property of the Foundation.