



**REQUEST FOR PROPOSAL (RFP):  
PROGRAMME PARTNERS & PROGRAMME MANAGERS  
AND  
REQUEST FOR INFORMATION (RFI):  
POTENTIAL COLLABORATIONS**

**Ref. No.: YP/RFP/RFI/OT/01/04-2022**

Description	Date
Registration Opening Date	25 April 2022
*Registration Closing / Cut-Off Date	13 May 2022 @ 12.00 noon
Briefing Date	Date/s will be notified after cut-off date
Submission Date for RFI	Open throughout the year

\* The table above is only applicable for RFP

\* Closing dates do not apply to RFI

**Issuer:**

**YAYASAN PENERAJU PENDIDIKAN BUMIPUTERA  
Level 15-1, Mercuru UEM, Jalan Stesen Sentral 5,  
KL Sentral, 50470 Kuala Lumpur**

**SECTION A**

**INTRODUCTION AND BACKGROUND**

## SECTION A – INTRODUCTION AND BACKGROUND

### 1. Introduction and Background

Yayasan Peneraju Pendidikan Bumiputera (Yayasan Peneraju) is an initiative that focuses on strengthening the capacity building towards sustainable Bumiputera talents.

Among the objectives of Yayasan Peneraju are improving the quality, quantity and relevance of Bumiputera talents in line with the efforts to develop Malaysia towards a high-income nation through our structured academic, vocational and professional certification programmes.

Yayasan Peneraju has **FIVE (5)** clear missions:

- i. Provide quality educational opportunities for Bumiputera
- ii. Nurture and develop high potential Bumiputera
- iii. Establish joint collaboration with stakeholders in achieving the Bumiputera agenda
- iv. Provide the opportunity for international/industry certification towards providing high income job
- v. Transform Bumiputera capabilities towards generating high income employment

To achieve its objectives, Yayasan Peneraju continuously in search of potential partners, particularly via the following categories:

#### **A. Vendor: [Request for Proposal (RFP)]**

- i. Programme Partners (PP)
- ii. Programme Managers (PM)

#### **B. Non-Vendor: [Request for Information (RFI)]**

- i. Learning / Training Institutions
- ii. Certification Bodies
- iii. Employers
- iv. Others (Industry Players / Government Agencies / NGOs)

Details of the criteria and requirements of the above categories are as stated in the **Section B** of this document. Qualified and competent vendors (hereinafter referred to as "**Bidder**") are invited to participate in the Request for Proposal (RFP) exercise based on the **Section C** of this document.


The current focus areas of Yayasan Peneraju programmes are as per the following:

#### A. Sectors:

- i. Technology & Digitalization – Cloud solutions, Cybersecurity, Machine Learning, Big Data, Programming Language, FINTECH
- ii. Accounting, Finance & Business Services
- iii. Renewable Energy
- iv. Agriculture – Plantation & Farming
- v. Telecommunication
- vi. Healthcare
- vii. Manufacturing & Automation

- viii. Construction
- ix. Identified sectors with growing employment opportunity

The target group of Bumiputera beneficiaries should revolve around Yayasan Peneraju's three (3) main Thrusts – Peneraju Skil, Peneraju Profesional and Peneraju Teknologi as per the following:

				
 <b>Objective</b>	<b>Developing Youths into Industry-Ready Skilled Workforce</b>	<b>Increase Number of Certified Professionals</b>	<b>Increase Number of Certified Workforce in Technology</b>	
 <b>Focus Group</b>	Unemployed youths, Low / Semi workforce	SPM leavers, Undergraduates, Graduates, Existing workforce	Undergraduates, Graduates, Existing workforce	
 <b>Outcome</b>	Skilled workforce in high growth sectors	Professional certification	Certified workforce in Technology	

## 2. About the RFP & RFI

### Request for Proposal (RFP)

Cut-off date for registration of interest is on **13 May 2022**. Any registration after the said dates will be rolled over in the next assessment window (upon YP's discretion). A briefing session will be called after the cut-off dates for Yayasan Peneraju to further explain about the requirements of this RFP. No undertaking, representation or warranty is made by Yayasan Peneraju however that any vendor(s) will be invited to submit such a Proposal or that any vendor(s) will be awarded any contract as a result of their participation in this process or otherwise, all of which shall be at the sole discretion of Yayasan Peneraju. Please do not include any confidential information or intellectual property of your company or of a third party in your response to this RFP as Yayasan Peneraju reserves the right to use any information submitted as if it were in the public domain.

### Request for Information (RFI)

This RFI intends to collect information for a possible collaboration between Yayasan Peneraju and parties that partake in this RFI exercise. As parties taking part in this RFI exercise will potentially lead to a collaboration instead of a vendor relationship with Yayasan Peneraju, assessment may be conducted on needs basis. A briefing **may be called** to further explain about the requirements of this RFI.

## **2.1 RFP/RFI Acceptance**

### **2.1.1 Yayasan Peneraju's Rights**

- i) Yayasan Peneraju reserves the right to accept and award any RFP/RFI, not to accept the lowest RFP Proposal and reserve the right to reject any part of or the entire RFP/RFI without providing reasons for doing so.
- ii) Yayasan Peneraju may accept a RFP/RFI either in part or in whole, reserve the right to vary, amend, modify, accept or reject any part of or the entire Proposal, to waive any formalities, to award the Contract based on the base bid as submitted and selected, and to award the Contract to other than the lowest Bidder.
- iii) Yayasan Peneraju is not obliged to accept a proposal in its entirety and may, at its absolute discretion, accept only parts of a proposal. Yayasan Peneraju is also not obliged to give any reason for non-acceptance and rejection of any proposal.
- iv) The Bidder/Vendor shall be solely responsible for any omissions or errors on prices quoted to Yayasan Peneraju. The Bidder/Vendor shall have no right to impose any additional costs, make a claim or request on any grounds for the rectification and reconsideration of the prices quoted. Yayasan Peneraju will not entertain any request from any Bidder/Vendor for any variation of prices or submission of additional quotes for items erroneously omitted in the original submission of proposal on any grounds including oversight, lack of knowledge, etc.
- v) Yayasan Peneraju reserves the right to omit any items or works specified in the RFP/RFI Document but shall not be responsible for any loss of profit or expenses incurred related to the omission.

### **2.1.2 Obligations of Successful Bidder**

The Successful Bidder shall commence the Services as described in the Service Agreement.

**SECTION B**  
**SCOPE OF SERVICES**  
**& REQUIREMENTS**

## SECTION B – SCOPE OF SERVICES & REQUIREMENTS

### A. Vendor: Request for Proposal (RFP)

No	Role	Category	Scope of Services	Required Information / Documents
i.	<p>End-to-end Programme Partnership</p> <p><i>(Manage a full-spectrum services of both Programme Management and Training Provider of a specific Yayasan Peneraju programme)</i></p>	Programme Partner (PP)	<p>As a PP, the scope of services encompasses <b>BOTH</b> as PM and Learning/Training Institutions (<i>refer to A-i and B-i</i>) but <b>for a specific certification/programme/training</b> throughout the entire programme duration.</p>	Please refer to Section C
ii.	<p>Programme Management</p> <p><i>(Manage multiple Yayasan Peneraju programmes in a specific sector)</i></p>	Programme Manager (PM)	<p><i>General scope of services may include:</i></p> <ol style="list-style-type: none"> <li>1. Finalising programme design details (structure and deliverables) and planned implementation.</li> <li>2. Conduct extensive outreach and promotion of Yayasan Peneraju programmes.</li> <li>3. Manage programme applications, selection and assessment of candidates.</li> <li>4. Manage daily administrative and operational matters of the programmes.</li> <li>5. Manage overall scholars' welfare throughout their studies / programme duration.</li> <li>6. Liaise closely with Learning/Training Institution to compile required programme reports and other related reports to be submitted to Yayasan Peneraju on agreed timeline.</li> <li>7. Conduct required analysis of scholars' performance and programme effectiveness including scholars' status after training completion such as tracer study.</li> <li>8. Build and maintain rapport with Learning/Training Institutions, certification bodies, agencies, industries related to the programme.</li> <li>9. Provide other forms of support services relating to the programme.</li> </ol>	Please refer to Section C

## B. Non-Vendor: Request for Information (RFI)

No	Role	Category	Scope of Services	Required Information / Documents
i.	<p>Learning / Training Institution</p> <p><i>(Provide specific trainings for Yayasan Peneraju programmes)</i></p>	Learning / Training Institution	<p><i>General scope of services may include:</i></p> <ol style="list-style-type: none"> <li>1. Conduct targeted outreach to promote the certification and any specific technical assessment on the candidates as required by the certification/professional bodies requirement</li> <li>2. Facilitate registered scholars for institution/class enrolment, provide briefing and overall coordination of enrolled scholars.</li> <li>3. Plan, organise, and execute specific training modules within the stipulated programme duration and as per Yayasan Peneraju's programme requirements as well as certification bodies' compliance (if any).</li> <li>4. Provide adequate training facilities/platform/ learning materials to the scholars.</li> <li>5. Ensure the welfare and safety of Yayasan Peneraju scholars for physical training at the training centre.</li> <li>6. Prepare and provide programme and scholars training reports such as performance, attendance, payment record, and overall scholars status.</li> <li>7. Manage the certificate issuance upon scholars' training completion.</li> </ol> <p>Provide any other relevant operational matters or ad hoc services as and when required by the Programme Manager or Yayasan Peneraju.</p>	<ol style="list-style-type: none"> <li>1. Company Profile</li> <li>2. Relevant Licenses / Certificate of Fitness / Approved Training Provider from Professional Body</li> <li>3. Relevant Certificate of Achievements / Awards / Recognition</li> <li>4. 3 Years Audited Report</li> <li>5. 3 Months Bank Statement</li> <li>6. CVs / Qualification of Trainers</li> <li>7. Brief Technical Proposal               <ol style="list-style-type: none"> <li>a) Business case</li> <li>b) Details of the proposed training</li> <li>c) Proposed pricing</li> <li>d) Additional support services</li> </ol> </li> <li>8. Technical Questionnaires               <ol style="list-style-type: none"> <li>a) Years of experience</li> <li>b) Facilities and infrastructure</li> <li>c) Student amenities / welfare</li> </ol> </li> </ol>
ii	Certification Bodies	Certification Provider (either own/license)	<p><u>General Scope:</u> To offer professional and/or competency-based (upskill / reskill) certification(s) that will assist Bumiputera to secure employment in high demand, high-value industries</p>	<ol style="list-style-type: none"> <li>1. Company Profile</li> <li>2. Business Case / Proposal</li> <li>3. Certification Details</li> <li>4. 3 Years Audited Report</li> <li>5. 3 Months Bank Statement</li> </ol>



		holder/third party etc.)	<p><u>Specific Scope:</u></p> <ol style="list-style-type: none"> <li>1. To propose high demand/relevant certification(s) that is required by the industry (includes relevant/updated business case - data on employability value, list of company/employers who have hired talents with the certification)</li> <li>2. Specific Technical details on the Certification: <ol style="list-style-type: none"> <li>a) Accreditation (by agencies/country)</li> <li>b) Modules</li> <li>c) Assessment Method/Grading system (if any)</li> <li>d) Duration</li> <li>e) Proposed Training Provider (if any)</li> </ol> </li> <li>3. Passing Rate &amp; Number of Graduated Students</li> <li>4. Value Added Modules (if any)</li> <li>5. Business Case - Importance and value of the certification <ul style="list-style-type: none"> <li>- Detailed Career Pathway (Before &amp; After)</li> </ul> </li> </ol>	6. Proposed Pricing
iii.	Potential Employer for our scholars	Employers	To provide employment placement opportunities in relevant industry to address the shortage of high skilled/certified talents in various high-demand, high-value job areas	<ol style="list-style-type: none"> <li>1. Company Profile</li> <li>2. Manpower requirements (skill sets / certification)</li> </ol>
iv.	Other collaborations (co-fund / run programmes together / outreach partner / knowledge transfer etc)	<p>Others</p> <ol style="list-style-type: none"> <li>a) Industry Player</li> <li>b) Govt Agencies/</li> <li>c) NGOs</li> </ol>	<ol style="list-style-type: none"> <li>1. To identify current/new initiative to work with Yayasan Peneraju</li> <li>2. To propose specific collaboration and its outcome/deliverables</li> <li>3. To propose the duration of the collaboration</li> <li>4. To identify contributions mechanism and nature of collaboration: <ol style="list-style-type: none"> <li>a) BIK/Co-Fund/Full Pledge (Financial Value)</li> <li>b) Outreach/Knowledge Transfer/Data Sharing etc. (Non-Financial Value)</li> </ol> </li> </ol>	<ol style="list-style-type: none"> <li>1. Company Profile</li> <li>2. Business Case / Proposal</li> </ol>

**Disclaimer:** Yayasan Peneraju has the discretionary to award based on what the organisation deems fit.

**SECTION C**  
**IMPORTANT NOTICE**

## SECTION C – IMPORTANT NOTICE

### 1. Confirmation of RFP Participation

1.1 Confirmation of participation is **COMPULSORY**. Only registered Bidder will be invited for a **MANDATORY** RFP briefing session. Proposal received from unregistered Bidder AND absent from this RFP briefing will not be considered for further evaluation.

1.2 All interested Bidder are required to confirm their participation by registering at the link below:

<https://docs.google.com/forms/d/e/RFPRegistration>

### 2. Clarification and Oral Interpretation

Inquiries or clarification by interested Bidder shall be sent to the Secretariat (Yayasan Peneraju's Strategic Procurement team) before registration closing date via email only to the following e-mail address:

**E-mail** : [procurement@yayasanpeneraju.com.my](mailto:procurement@yayasanpeneraju.com.my)  
**Attention** : **Strategic Procurement Department**

Any oral interpretation received by Bidder is not considered as the modification to the RFP/RFI Document.

**Bidder/Vendor are prohibited to make any direct and indirect contact with any personnel within Yayasan Peneraju with regards to this RFP/RFI until its completion except with the contact stated above. Any bidder/vendor shall be immediately disqualified without further discussion and notification if found for the violation.**

### 3. RFI Registration and Submission

The complete RFI submission must be made through the following link:

<https://docs.google.com/forms/d/e/RFIRegistration>