NIT No: EdCIL/DES/RC-OLABS/2025/01

Name: RATE CONTRACT FOR SELECTION OF AGENCY FOR DESIGN AND DEVELOPMENT OF OLABS

Response to Pre-Bid Queries

S No.	Organization	Section No.	Page No.	Clause as per RPF	Clarification Sought	Pre-Bid Query Response
1	Indiavidual Learning Limited (Embibe)	Chapter VI (6.3.2)	41	The bidder should have average annual turnover of 7 crores from IT/ITES services with net profit and positive net worth in each of the last three financial year i.e., 2021-22, 2022-23 and 2023-24. For MSME/NSIC Registered bidder/Startups/Trust The bidder should have average annual turnover of 5 crores from IT/ITES services with net profit and positive net worth in each of the last three financial year i.e., 2021-22, 2022-23 and 2023-24. Documents Required: •Auditor certificate clearly specifying the turnover from IT/ITES services with net profit and positive net worth for each year as per annexure-IV. •Audited profit and loss statement and balance sheet. MSME Bidders should produce valid registration certificate issued by NSIC/MSME.	We request the inclusion of the current financial year (2024-25) in turnover calculations to better reflect the company's latest financial growth and stability. Additionally, we propose reducing the turnover requirement for MSME/NSIC/Startups from ₹5 crores to ₹2 crores to encourage greater participation from emerging enterprises. We also request a relaxation in the profitability criteria, allowing bidders to demonstrate net profit in at least two out of the last three years instead of requiring profitability in all three years, ensuring fair competition while maintaining financial credibility. Many startups and MSMEs experience rapid growth within a short period, and considering the latest financial year (2024-25) would provide a more relevant evaluation of their financial standing. Lowering the turnover requirement aligns with government policies that support smaller but high-growth companies, fostering broader participation. Furthermore, the strict requirement for net profit in all three years may disadvantage promising companies that made significant investments in their early years but are now financially stable. Allowing profit in at least two out of the last three years ensures a more balanced and fair assessment of financial strength.	As the current financial year (2024-25) is still not completed, it cannot be included. No Change in Tender Conditions
2	Indiavidual Learning Limited (Embibe)	Chapter VI (6.3.3)	41	The bidder must have average annual turnover of 5 crores from the business of educational digital/e-content development during the last three financial years, i.e., 2021-22, 2022-23 and 2023-24. For MSME/NSIC Registered bidder/Startups/Trust The bidder must have average annual turnover of 3 crores from the business of educational digital/e-content development during the last three	We request the inclusion of the current financial year (2024-25) in turnover calculations to better reflect the company's latest financial growth and stability. Additionally, we propose reducing the turnover requirement for MSME/NSIC/Startups from ₹5 crores to ₹2 crores to encourage greater participation from emerging enterprises. We also request a relaxation in the profitability criteria, allowing bidders to demonstrate net profit in at least two out of the last three years instead of requiring profitability in all three years, ensuring fair competition while maintaining financial	As the current financial year (2024-25) is still not completed, it cannot be included. No Change in Tender Conditions

				financial year i.e., 2021-22, 2022-23 and 2023-24. Documents Required: • Auditor certificate clearly specifying the turnover from development of digital/e-content field as per annexure-V • Audited profit and loss statement and balance sheet. MSME Bidders should produce valid registration certificate issued by NSIC/MSME	credibility. Many startups and MSMEs experience rapid growth within a short period, and considering the latest financial year (2024-25) would provide a more relevant evaluation of their financial standing. Lowering the turnover requirement aligns with government policies that support smaller but high-growth companies, fostering broader participation. Furthermore, the strict requirement for net profit in all three years may disadvantage promising companies that made significant investments in their early years but are now financially stable. Allowing profit in at least two out of the last three years ensures a more balanced and fair assessment of financial strength.	
3	Indiavidual Learning Limited (Embibe)	Chapter VI (6.4.2)	45	For MSME/NSIC Registered bidder/Startups/Trust : The bidder should have average annual turnover of 5 crores from IT/ITES services in each of the last three financial year i.e., 2021-22, 2022-23 and 2023-24. >=10 Crore: 15 Marks >=7 Crore: 10 Marks >=5 Crore: 5 Marks	We request consideration of the current financial year (2024-25) in turnover calculations, allowing more recent growth and financial stability to be reflected. We also propose the following relaxed evaluation criteria: >=5 Crore: 15 Marks >=3 Crore: 10 Marks >=2 Crore: 5 Marks Justification: Startups, MSMEs, and emerging companies often scale rapidly within a few years. Allowing consideration of the current financial year (2024-25) provides a more up-to-date financial representation. Lowering the turnover threshold to ≥ 2 crores for at least minimal qualification (5 marks) will encourage greater participation without compromising quality. This relaxation aligns with the government's push for promoting startups and MSMEs, fostering a competitive and innovative environment.	As the current financial year (2024-25) is still not completed, it cannot be included. No Change in Tender Conditions

4	Indiavidual Learning Limited (Embibe)	Chapter VI (6.4.2)	45	For MSME/NSIC Registered bidder/Startups/Trust : The bidder must have average annual turnover of 3 crores from digital/e-content development field during the last three financial year i.e., 2021-22, 2022-23 and 2023-24. >=7 Crore: 15 Marks >=5 Crore: 10 Marks >=3 Crore: 5 Marks	We request consideration of the current financial year (2024-25) in turnover calculations, allowing more recent growth and financial stability to be reflected. We also propose the following relaxed evaluation criteria: >=5 Crore: 15 Marks >=3 Crore: 10 Marks >=2 Crore: 5 Marks Justification: Startups, MSMEs, and emerging companies often scale rapidly within a few years. Allowing consideration of the current financial year (2024-25) provides a more up-to-date financial representation. Lowering the turnover threshold to ≥ 2 crores for at least minimal qualification (5 marks) will encourage greater participation without compromising quality. This relaxation aligns with the government's push for promoting startups and MSMEs, fostering a competitive and innovative environment.	As the current financial year (2024-25) is still not completed, it cannot be included. No Change in Tender Conditions
5.	Indiavidual Learning Limited (Embibe)	Chapter VII	49	Timelines for Development of OLabs :	It has been seen in past that though vendor submits the requirements within the defined time but at times because of no time set from the customers perspective, the task gets delayed and penalty is levied. To avoid such scenarios, we need to have TAT for both vendor and customer.	Refer Timelines provided in Chapter VII
6.	Indiavidual Learning Limited (Embibe)	Chapter V (5.3)	22	Mobile compatibility: This feature will allow learners to access the OLabs on mobile devices, making it more accessible and convenient. A mobile first design is recommended, to ensure maximum reach of the OLabs.	As per SDG 4,(Sustainable Development Goal 4,) i.e quality education and lifelong learning opportunities, 3D simulations development is done on World's best game engine, Unity 3D, which requires a separate app instance to be used for Mobile devices. Thus we recommend the clause to be as follows: "Mobile compatibility: This feature will allow learners to access the OLabs on mobile devices, making it more accessible and convenient. The designed solution should give the best of 3D experience, even if it's a separate app on Mobile devices to ensure maximum and effective reach of the OLabs."	OLabs to be responsive on mobile platform also.

7.	Indiavidual Learning Limited (Embibe)	Chapter IV, 4.9	15	Bidders registered with MSME and having valid registration certificate issued by NSIC/MSME are exempted for submission of EMD. However, MSMEs are advised to submit their financial solvency certificate issued not earlier than 3 months from the last date of bid submission as per Annexure.	Request to kindly consider solvancy certificate 6 months from the last date of bid submission, instead of 3 months	No Change in Tender Conditions
8.	Indiavidual Learning Limited (Embibe)	Chapter V, (5.3)	22	Scalability This feature will allow the OLab to be adapted and expanded as per the needs of the users and organisations evolve over a period of time.	Please explain	The Olabs should have provision for scalability
9.	Indiavidual Learning Limited (Embibe)	Chapter V, (5.7.e)	25	Interactive forums or messaging boards for users to ask questions and receive feedback.	This primarily has to be a platform (Diksha) feature, are you expecting to integrate chat bot within the app?	Chat bot is not to be integrated with the app.
10.	Indiavidual Learning Limited (Embibe)	Chapter V, (5.7.f)	25	Case-based scenarios, case studies and infographics.	Please elaborate	The Olabs should cater to different parameters in the simulations including different scenarios.
11.	Sunitha Infovision Ltd	Section 5.1, 2nd Paragraph, 2nd point	pg 19	Physics, Chemistry, Biology Labs from Class 9 to Class 12. English and Maths lessons for Class 9 and 10	It is specified that English and Math lessons are to be created for Classes 9 and 10. However, in Annexure XII (pages 78-80), Math topics are listed under OLabs to be created. Please confirm this discrepancy.	Being a rate contract, OLabs on any number of subjects may be required to be developed. Annexure XII only provides indicative subjects.
12	Sunitha Infovision Ltd	Section 5.1, 2nd Paragraph, 2nd point	pg 19	Physics, Chemistry, Biology Labs from Class 9 to Class 12. English and Maths lessons for Class 9 and 10	It is specified that English and Math lessons are to be created for Classes 9 and 10. We need confirmation that interactive simulations are not required for Math and English-related OLabs. If that is the case, can we increase the video content to better deliver concepts and theories?	Refer section 5.2 components of Olab.

13	Sunitha Infovision Ltd	Section 5.2, table (7th Row)	pg 21	Interactive self-evaluation- at least 10 questions. Format: Simulation/ Gamification	Do we need to provide the interactive assessment session, or will it be available on the DIKSHA platform? If we are required to provide the interactive assessment, do we also need to share progress with the platform? If so, who will be responsible for setting up the communication between the assessment component and the DIKSHA platform?	Refer section 5.2 components of Olab.
14.	Sunitha Infovision Ltd	Section 5.3, 8th Point	pg 22	Data Analytics This feature allows instruction to track or analyse learners' progress and performance providing insights into areas where they may need additional support and guidance.	Referring to the term 'tracking learners' progress,' do you mean evaluating assessments? If not, what exactly needs to be tracked? Does DIKSHA track the completion status of various components, such as reading materials, videos, and simulations, by the user?	The assessment module should have provision for data analytics. Refer Scope of work
15.	Sunitha Infovision Ltd	Section 5.6.1, 1st point	pg 23	The voice narration for videos or presenter narrative should be in clear neutral English and Hindi without accents.	Should we include a presenter in the demonstration video, or should the content be delivered solely through visuals and narration? Alternatively, should we use avatars as presenters?	To be discussed during story board approval
16.	QBS Learning	-	-	-	Apart from English and Hindi, in which Indian Language will the videos be required	As per requirement of client.
17.	QBS Learning	-	-	-	Does NCERT have any specific preference regarding SMEs working on the project	Refer Scope of work
18.	QBS Learning	-	-	-	The tender mentions a 20-minute technical presentation to showcase the sample, OLBs, and other asp in person or virtually with NCERT members	Refer 6.4 Technical Evaluation Criteria