

Expression of Interest (EOI)  
For  
Empanelment of the Ed-  
Tech Solution Providers in  
India and Abroad.

EOI No. EdCIL/DES/EoI/2021/02

Date: 29.07.2021



**EdCIL (India) Limited**

**(A Govt. of India 'Mini Ratna' Enterprises)**

**'EdCIL House', Plot No. 18A, Sector- 16A NOIDA – 201301 (UP), INDIA**

**Tel: 0120-4156001-02, 4154003, 0120-4310840,**

**0120-2970206-207**

**Registered Office: Vijaya Building, 5<sup>th</sup> Floor, 17 – Barakhamba Road, New  
Delhi – 110001 (India).**

**This document is serially numbered from page number 01 to 15.**

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**INVITATION FOR EXPRESSION OF INTEREST**

**EdCIL (INDIA) LTD  
(A GOVT. OF INDIA MINI RATNA ENTERPRISE)  
PLOT NO. 18A, SECTOR 16A, NOIDA**

**No.: EOI No. EdCIL/DES/EoI/2021/02**

**Dated: 29-07-2021**

1. EdCIL (India) Ltd. invites Expression of Interest (EoI) from the registered companies/firms in India for **“Expression of Interest (EOI) For Empanelment of the Ed-Tech Solution Providers in India and Abroad.”**
2. The EOI Document can be downloaded from the websites <https://www.edcilindia.co.in/Tenders> & CPP Portal <https://eprocure.gov.in>.
3. The purpose of this EoI Document is to provide interested parties with the relevant information/invite regarding the EoI and invite feedback from them. The applicants are advised to study this EoI Document carefully before submitting their response.
4. The feedback & suggestions received as part of the response from the applicants may or may not be used while formalizing the RFP for the Ed-Tech Solutions.
5. EoI Processing Fees:
  - National Organizations: A non-refundable processing fee of Rs. 25,000.00 (Rupees Twenty-Five Thousand only) shall be submitted along with the EoI Response.
  - International Organizations: A non-refundable processing fees of \$2000 (Two Thousand USD) shall be submitted along with the EoI Response.

**The bank details for the transfer of funds is as below:**

Name of the Grantee Organization : EdCIL (India) Limited.  
Bank Name : State Bank of India.  
Account Number : 36830596465  
IFSC Code : SBIN0000691

Note: The fee submission receipt needs to be submitted along with the response by the applicant. The international organization also needs to submit the signed and stamped copy of money conversion rate at the time of transaction.

Responses received with inadequate EoI processing fees will be provided an opportunity to submit the differential amount within stipulated time with proper reasoning for non-submission of adequate fees. In absence of adequate EoI processing fees within stipulated timeline, the responses received may not be considered.

6. The applicant requires to fill the details in Google form and upload the EoI

Response along with the supporting documents in the below mentioned link:

**Link:** <https://docs.google.com/forms/d/e/1FAIpQLSextMfPFrx9H7L-iY0Jt1eMvzOffvu7dRWcWaQMdjBzikvqg/viewform>.

Note: In case of repetition of response from the same organization, the last response within the stipulated timeline will be considered. All the uploaded document should be properly signed and stamped. The organization can submit more than one solution in the same EoI response, however, it should be clearly mentioned and bifurcated.

7. Sealed envelope, containing EOI along with the copies of supporting documents shall be submitted to the address given below mentioning “EOI for Empanelment of the Ed-Tech Solution Providers in India and Abroad” on the top cover:

**To,**  
**Chief General Manager (DES)**  
EdCIL (India) Limited,  
18 A, Sector-16A,  
Noida-201 301  
Uttar Pradesh

8. In exceptional circumstances and at its own discretion, EdCIL may extend the deadline for submission of proposals by issuing an amendment to be made available on the EdCIL website, in which case all rights and obligations of EdCIL and the applicants previously subject to the original deadline will thereafter be subject to the deadline as extended. EdCIL reserves the right to amend/add further details in the EoI.
9. After shortlisting of product / solution, EdCIL will roll out a Request for Proposal (RFP)/Tender for on boarding a firm (s) for empanelment of Ed-Tech solution providers in India and abroad under revenue share model and preferably with white labeling model.
10. The applicant is requested to submit any queries in writing by email. The email shall be addressed to CGM (DES) at the email id: [destenders@edcil.co.in](mailto:destenders@edcil.co.in) by 30.08.2021 upto 1600 Hrs. (Mention Email Subject: EoI for Ed-Tech Solutions).
11. EdCIL (India) Limited reserves the right to cancel this call for EoI and/or invite afresh with or without amendments, without liability or any obligation for such call for EoI and without assigning any reason.
12. Applicants are advised to visit the EdCIL’s web site regularly for updates on this EOI.
13. The applicant would be responsible for all of its expenses, costs and risks incurred towards preparation of the EoI document. In no case, EdCIL shall be responsible or liable for any such costs whatsoever, regardless of the outcome of the EoI process.

14. Further Details are given below in the Table:

Name of work	“Expression of Interest (EOI) For Empanelment of the Ed-Tech Solution Providers in India and Abroad.”
Product Category	Ed-Tech Solutions.
Purchaser, Place of delivery	As per various client’s / projects requirement based on bid;
EOI Publishing Date	29.07.2021
Document Download Start Date	29.07.2021
EoI Submission End Date	In Google Form: 30.09.2021 upto 1600 Hrs. Sealed Envelopes: 30.09.2021 upto 1600 Hrs.
Contact Person	+91-9663561215, +91-9015156009, +91-9540922887.

Chief General Manager/ (DES)  
EdCIL (India) Limited,  
18 A, Sector-16A, Noida-201 301  
Tel: +91 120-4310840  
120-4156001-02, 0120-4154003,  
0120-2970206-207.

## 1. BACKGROUND

### **About EdCIL**

EdCIL (India) Limited is a Government of India Enterprises (Mini Ratna Category-1) CPSE under Ministry of Education offering management and consultancy services in all areas of education and Ministry of Education, both within India and overseas. The Company strongly believes that digitization will be a game changer in addressing of quality, quantity and governance needs in both schools and higher education.

The company accordingly focuses on all emerging areas of IT/ICT applications in the education sector. The vision of the company is to transforming the teaching - learning process by improving communication and Collaboration among the faculty, students and administrators of the school through the digital initiatives. The aim is to improve integration of technology into teaching-learning spectrum and encourage students to become creators of their own learning by incorporating 21st century skills such as creativity and critical thinking.

EdCIL has offered services to clients ranging from Central Govt., States Govt., Government of other countries, CPSEs, INIs and autonomous Govt. / Pvt. Institutions / organizations.

### **About NEP**

The New Education Policy 2020 aims to facilitate an inclusive, participatory and holistic approach, which takes into consideration field experiences, empirical research, stakeholder feedback, as well as lessons learned from best practices. NEP 2020 emphasize to provide infrastructure support, innovative education centers to bring back dropouts into the mainstream besides tracking of students and their learning levels, facilitating multiple pathways to learning involving both formal and non-formal education modes and association of counselors/well- trained social workers with schools. It indicates is a progressive shift towards a more scientific approach to education. The prescribed structure will help to cater the ability of the child – stages of cognitive development as well as social and physical awareness. If implemented in its true vision, the new structure can bring India at par with the leading countries of the world.

In view of the above EdCIL (India) Limited is spanning its spectrum in tune with the New Education Policy' agenda by contributing in improving the learning levels of school students through various appropriate interventions in terms of Ed-Tech solutions.

## 2. AIM OF EXPRESSION OF INTEREST

EdCIL intends to expand its market share into various technology offerings in education sector, thereby building up its formidable presence

in Ed-Tech industry for urban and rural India, in order to fulfill its objective of multi-fold growth in its turnover and profitability. The list of solutions EdCIL intends to, but not limited to, focus on:

- i. Smart Classroom
- ii. Virtual Classroom
- iii. Smart Campus
- iv. Video Conferencing Solution
- v. University Management System
- vi. School ERP
- vii. Cloud services
- viii. Storage and Server
- ix. Data Center
- x. Content Delivery Platforms
- xi. Application Based Ed-Tech Solution
- xii. E-learning Platform
- xiii. Animation Creation solution
- xiv. Gamified Learning Content
- xv. Subscription Based multimedia content
- xvi. Robotics Solution
- xvii. STEM Solutions
- xviii. AR & VR Solution
- xix. AI & ML solution for education
- xx. Online Skill Training Solution
- xxi. Skill Assessment Solution
- xxii. Online Assessment solution
- xxiii. Experiential Learning Solution
- xxiv. Learning Analytics Solution
- xxv. End to End Digital Publishing Platform
- xxvi. Mobile Learning solution
- xxvii. Online Learning Platform
- xxviii. Interactive e-learning tool

Any Ed-Tech product / solution / services for education which deemed to be suitable for improving the quality and learning outcome of the education may be also be suggested.

### 3. SCOPE OF WORK

#### 3.1 Objective:

The objective of the EoI is to understand about the various types of Ed-Tech solution and services available in the market. This would help EdCIL to shortlist solutions with proven effectiveness for the process of empanelment of the Ed-Tech Solution Providers in India and Abroad.

#### 3.2. Empanelment Procedure:

Stage 1. EoI submission.

Stage 2. The applicants shall be invited for presentation and demonstration of their proposed solutions and products. The date and time of presentation will be communicated separately to the applicants. During presentation and demonstration, EdCIL's concerned committee will examine the suitability of various solutions / products as per the requirement. The details to be presented will be as follows:

- (i) Technical Details:
  - a. Scope of Solution.
  - b. Details of the equipments / products / application required for the solution.
  - c. Problem area to be focused by the solution.
  - d. Expected Coverage of the Market (Expected Market size and segment).
  - e. Support and Services Model.
  - f. Training Methodology.
  - g. Any other specific information/feature;
- (ii) Financial Details:
  - a. Proposed product wise costing.
  - b. Proposed solution costing.
  - c. Proposed training cost.
  - d. Revenue Model.
  - e. Any other cost, to be mentioned.

Stage 3. Shortlisting of the solutions / product by the committee of EdCIL based on the following parameters:

- a. Details of the Solution.
- b. Problem area to be focused by the solution.
- c. Expected Market size and segment.
- d. Support and Services Model.
- e. Suggested model of Revenue share.
- f. Mapping with NEP.
- g. Business Model of the Company.
- h. Company credibility.
- i. Company Strength.
- j. Competition landscape.

- k. Market segment.
- l. Risk & challenges.
- m. Value addition to the Education system.

Note: The decision of the EdCIL will be final and binding. EdCIL owns the right to reject any solution without providing any justification.

Stage 4. EdCIL will officially communicate to the shortlisted organization about their solution selection.

Stage 5. The RFP will be floated based on the shortlisted solutions among the selected organizations for empaneling the value added partner under revenue share with white labeling model.

#### 4. VALIDITY OF EOI

The EOI as per this document shall be valid for a period of 12 months initially which may be extended further if required by EdCIL.

#### 5. INSTRUCTIONS TO APPLICANT

The Expression of Interest is to be submitted in the manner prescribed below: -

- a) Undertaking for Expression of Interest as per Annexure-1.
- b) Applicant Firm's Details as per Annexure -2.
- c) Financial strength of the Applicant Firm as per Annexure -3.
- d) Experience of the Applicant Firm as per Annexure -4.
- e) Technical Details as per Annexure -5
- f) Commercial Details as per Annexure 6;

Applicants must ensure that their EoI response is submitted as per the formats attached with this document. Special comments on the objectives and scope of the service projected in the enquiry may also be submitted along with the responses.

The bidders are expected to examine all instructions, forms, terms and other details in the EOI document carefully. Failure to furnish complete information as mentioned in the EOI document or submission of a proposal not substantially responsive to the EOI document in every respect will be at the Bidder's risk and may result in rejection of the proposal.

#### 6. CONDITION UNDER WHICH EOI IS ISSUED

EdCIL reserves the right to withdraw, amend, modify the EOI and or vary any part thereof at any stage. EdCIL further reserves the right to cancel the EoI at any stage. The EOI is not an offer and is issued with no commitment.

## FORMATS FOR SUBMISSION

### Annexure – 1 UNDERTAKING FOR EXPRESSION OF INTEREST

To,  
**Chief General Manager/ (DES)**  
**EdCIL (India) Limited, 18 A, Sector-16A,**  
**Noida-201 301**

Sub: Submission of Expression of Interest for Empanelment of the Ed- Tech solution providers in India and Abroad.

In response to the aforementioned Invitation for Expressions of Interest (EOI) published on \_\_\_\_\_.2021 for the above purpose, we would like to submit the required information and expressing our interest. As instructed, we attach following documents in response:

- a) Applicant Firm's Details as per Annexure -2.
- b) Financial strength of the Applicant Firm as per Annexure -3.
- c) Experience of the Applicant Firm as per Annexure -4.
- d) Technical Details as per Annexure -5
- e) Commercial Details as per Annexure 6;

Sincerely Yours,

Signature of the applicant  
[Full name & Designation of applicant]  
Firm Name  
Stamp.....  
Date:  
Place:

Encl.: As above.

Note:

1. This is to be furnished on the letterhead of the organization.
2. It is expressly clarified that before submitting the EOI, Applicant must have examined carefully the contents of all the attached documents and any failure to comply with any of the requirement of EOI document will be at the Applicant's risk.
3. It is mandatorily to submit all the annexures in full in the EoI response. The response of those applicants who have not submitted all the annexures in full may not be considered.

**Annexure – 2**  
**DETAILS OF APPLICANT'S FIRM**

<b>S. No.</b>	<b>Particular</b>	<b>Details Along with the Supporting documents</b>
<b>1.</b>	Firms legal entity & Name	
<b>2.</b>	Type of organization (Proprietorship/Partnership/Private Ltd./Public Ltd./Startup/MSME, etc.)	
<b>3.</b>	Country of Incorporation/Registration	
<b>4.</b>	Incorporation Document / Date of Incorporation/Registration	
<b>5.</b>	PAN Number	
<b>6.</b>	GST Registration Number	
<b>7.</b>	Registered And Corporate office Address	
<b>8.</b>	Mobile Number	
<b>9.</b>	Email ID	
<b>10.</b>	Company Website	
<b>11.</b>	No. of Offices / Branches across country & overseas;	
<b>12.</b>	Empanelment with Govt. Organizations (Mention names along with copies of Certificates)	
<b>13.</b>	Employee Strength	
<b>14.</b>	ISO certification / Other certification (if any)	
<b>15.</b>	Whether the firm has been blacklisted/debarred by any Central Govt. / State Govt./PSU/ Govt. Bodies / Autonomous? If yes, details thereof.	

Note: Self attested hard copies shall be provided in support of the documentary evidence.

Signature of the applicant

[Full name & Designation of applicant]

Firm Name

Stamp.....

Date:

Place:

### Annexure - 3 FINANCIAL STRENGTH

Name of the Applicant Firm:\_\_\_

**Turn-over, profit & loss and Net Worth accounts for last four years:**

	Particulars	1 <sup>st</sup> FY (2017-18) Rs. (In Lacs)	2 <sup>nd</sup> FY (2018-19) Rs. (In Lacs)	3 <sup>rd</sup> FY (2019-20) Rs.(In Lacs)	4 <sup>th</sup> FY (2020-21) Rs.(In Lacs)	Average Annual Turnover Rs.(In Lacs)
		A	B	C	D	(A+B+C+D)/4
(i)	Annual Turnover					
(ii)	Profit & Loss Account					
(iii)	Net Worth					

- Above mentioned statement should be certified by certified Chartered Accountant.
- Companies with one year of operation are also allowed. They can write NA in the other financial years.

Signature of the applicant

[Full name & Designation of applicant]

Firm Name

Stamp.....

Date:

Place:

**Annexure – 4**  
**EXPERIENCE IN RELATED FIELDS**

<b>S. No.</b>	<b>Items</b>	<b>Name of work order and Client/ Organization in last 5 years till 31.03.2021.</b>	<b>Total Order Value (Rs. In Lakhs).</b>	<b>Date of Work Order</b>	<b>Completion Date / Go - Live Date, If any</b>	<b>Any other Remarks</b>
<b>1</b>	Experience in similar assignments in Private Sector.					
<b>2</b>	Experience in similar assignments in State / Central Government / Public Sector / Autonomous bodies.					
<b>3</b>	Experience in similar assignments in Central and State Universities / NII / Education Institutes.					

Signature of the applicant  
[Full name & Designation of applicant]

Firm Name

Stamp.....

Date:

Place:

## **Annexure – 5**

### **Technical Details**

Applicant has to submit the following:

- i. Product / Solution / Service Details:
  - a. Product Brochure.
  - b. Product and Technical Detail.
  - c. Product Specification Sheet.
  - d. Problem area to be focused by the solution.
  - e. Value addition to the Education Sector.
  - f. Proposed Solution (end to end solution design).
    - System architecture,
    - Technical features,
    - Content Management,
    - Assessment,
    - Pedagogy,
    - Mapping with NEP.
- ii. Approach & methodology.
  - a. Implementation Plan.
  - b. Training Methodology.
  - c. Quality framework.
    - SLA.
    - Support and Service Model.
    - Methodology & proposed quality plan.
    - Performance management.
  - d. Risk & challenges.

## **Annexure – 6**

### **Commercial Details**

- i. Financial Estimates:
  - a. Proposed product wise costing.
  - b. Proposed solution costing.
  - c. Proposed training cost.
- ii. Market segment.
- iii. Market size.
- iv. Proposed business model.
- v. Suggested model of revenue share.
- vi. Future expansion size.
- vii. Case Study / Solution references.
- viii. Company Strength.
- ix. Competition landscape.