

## **REQUEST FOR PROPOSAL (RFP)**

### **Program Partnership for Deploying Spoken English and Assessment Practice (SEAP) Tool for the Skilling Ecosystem**

#### **Closing Date for Submission**

**<December 08, 2025>**

## **I. INTRODUCTION**

Wadhvani AI is the flagship Artificial Intelligence (AI) initiative of LEHS, a charitable organisation dedicated to building equitable and sustainable systems that bring modern technology to underserved populations in India. Our core mission is to develop, deploy, and rigorously evaluate AI-powered solutions for social impact across domains, including healthcare, agriculture, governance, and education.

In alignment with our objective to support projects of national and social significance, Wadhvani AI promotes the integration of cutting-edge technologies like AI into the Indian mainstream systems. We execute this through strategic partnerships with State and National Governments, apex institutions, international agencies, and key ecosystem contributors.

This Request for Proposal (RFP) has been issued by Wadhvani AI, under LEHS, to identify a qualified Program Partner to deploy and institutionalize the Spoken English Assessment and Practice (SEAP) solution across India's skilling ecosystem.

## **II. BACKGROUND**

India has the world's second-largest English-speaking population, yet a large share of learners lacks practical spoken-English skills. This affects entry-level employability, especially for youth from Tier 2 and Tier 3 cities who have limited exposure to workplace English. English language learners in India lack access to effective, affordable platforms for developing practical speaking skills, creating barriers to economic advancement.

In response, Wadhvani AI has developed an AI-powered Spoken English Assessment and Practice (SEAP) solution which addresses this by enabling learners to practice English paragraphs and receive AI-generated feedback on fluency and accuracy, supported by vocabulary guidance that includes standard pronunciations and contextual explanations.

The product is currently being prepared for deployment across the skilling ecosystem - including Industrial Training Institutes (ITIs), State Skill Missions, and other affiliated vocational institutions under Ministry of Skill Development and Entrepreneurship (MSDE), Directorate General of Training (DGT) and National Skill Development Corporation (NSDC). Wadhvani AI aims to build a scalable, data-driven ecosystem for spoken English proficiency aligned with India's national skilling and employability goals.

### III. PROJECT OBJECTIVES

The goal of this partnership is to design, deploy, and institutionalize SEAP across India's skilling ecosystem, reaching up to 5,00,000 learners. The initiative will primarily focus on students in ITIs, colleges in tier 2 and tier 3 cities, and other institutions in the skilling ecosystem who are preparing to enter the workforce. The collaboration will strengthen workplace communication skills and improve employability outcomes for youth from underserved communities.

The partner organization will be responsible for achieving the following objectives:

1. **Programmatic Onboarding and Reach:** Secure institutional pathways within MSDE, DGT, NSDC, SSCs, State Skill Missions, ITIs, and colleges in Tier 2 and Tier 3 cities.
2. **Teacher Enablement:** Train instructors to use SEAP, interpret learner reports, and support classroom facilitation.
3. **Adoption and Use:** Drive sustained usage and learner engagement across multiple institutional contexts, leading to measurable gains in fluency and accuracy.

**Language: English**

**Contract Duration:** The initial contract duration will be **one year**, with potential for renewal based on satisfactory performance and mutual agreement.

### IV. SCOPE OF WORK

The selected partner will be responsible for leading programmatic, operational, and implementation activities for SEAP across institutions and stakeholders.

#### Summary of Activities

Sr.No	Activity Description
1	Facilitate onboarding and institutional integration within the skilling ecosystem (MSDE, DGT, NSDC, SSCs, State Skill Missions, ITIs, Tier 2 and Tier 3 colleges)
2	Teacher and Trainer Capacity Building
3	Program Deployment, Monitoring, and Reporting

Each activity is detailed below:

#### 1. Facilitate Onboarding and Institutional Integration

- Engage with MSDE, DGT, NSDC, SSCs, State Skill Missions, ITIs, and Tier 2 and Tier 3 colleges for institutional access and partnerships
- Secure permissions for participation, teacher facilitation, deployment, and reporting
- Support MoU execution and ensure compliance with the DPDP Act, 2023
- Align rollout with institutional calendars and digital platforms

## 2. Teacher and Trainer Capacity Building

- Train instructors on using the SEAP web application and interpreting learner and institutional reports.
- Provide ongoing support, troubleshooting, and field-level handholding.
- Provide support materials and helpdesk pathways

## 3. Deployment, Monitoring, and Reporting

- Lead implementation of SEAP across identified institutions
- Ensure consistent learner access through labs, classrooms, and device-sharing models.
- Monitor operational fidelity and resolve on-ground implementation issues.
- Drive usage, adoption, and learner performance based on the data shared by Wadhvani AI
- Facilitate external evaluations and audits as required
- Provide structured feedback and insights from classrooms and learners that inform product improvements
- Participate in periodic review sessions with Wadhvani AI to share implementation learnings
- Suggest feature enhancements based on real-use scenarios, teacher interactions, and learner performance data
- Support early-stage testing of new modules and features before wider rollout

### **Wadhvani AI will, among other responsibilities, undertake the following:**

- Provide the SEAP product for deployment and share periodic data reports to drive decision making and track learner progress at a classroom/institute level
- Provide guidelines on monitoring, reporting, and quality assurance processes

## V. TIMELINES & ROUNDS

Sr. No.	Stage	Milestone Date
1	RFP Issue	December 3rd, 2025
2	Q&A Date	NA
3	Submission Deadline	December 08, 2025

## VI. DELIVERABLES

Activity-wise deliverables are listed below:

Sr.No	Activity	Deliverable
1	Onboarding	Signed MoUs, partnership confirmations, and onboarding reports across ecosystem institutions
2	Teacher Training	Training plans, session reports, attendance logs, and feedback summaries
3	Deployment	Usage dashboards, institution wise progress tracking reports, and implementation summaries
4	Reporting	Monthly progress reports

## VII. OUTCOMES

The partnership's success will be measured by:

- **Institutional Adoption:** Number of institutes onboarded across ITIs, State Skill Missions, and colleges in Tier 2 and Tier 3 cities
- **Learner participation:** Usage and engagement among learners
- **Learning Gains:** Improvement in fluency and accuracy scores.
- **Teacher Capacity:** Quality and frequency of facilitation sessions.
- **Equity and Coverage:** Balanced reach across genders, states, and institution types.

A measurement plan will include baseline, midline, and endline evaluations supported by platform analytics and qualitative feedback.

## VIII. PROPOSAL SUBMISSION GUIDELINES

Your proposal must include:

1. **Technical Proposal**
  - o Understanding of scope and deliverables
  - o Details of process and tools for each Activity
  - o Data Monitoring and Management Plan including Log framework
  - o Team composition and qualifications
  - o Quality assurance mechanisms
  - o Data Policy
2. **Financial Proposal**
  - o Detailed cost breakdown
  - o Applicable taxes and contingencies
3. **Organizational Profile**
  - o Relevant project experience including technical and operational expertise
  - o Geographic coverage
  - o Staffing Plan
  - o Risk Management Plan
  - o Detailed Budget Format
  - o Sample of similar work

Proposals should include a timeline **ensuring full fund utilization by March 2026 and impact reporting through December 2026.**

## Criteria for Application

Applicants must meet the following criteria

### 1. **Mandatory:**

- a. Proven operational presence and partnerships within India's skilling ecosystem - including ITIs, Polytechnics, State Skill Development Missions, SSCs, Colleges in Tier 2 & 3 cities, DGT, and NSDC.
- b. Demonstrated experience implementing large-scale education or skilling programs through government or institutional partnerships.
- c. Expertise in English language pedagogy, curriculum design, and capacity building for instructors.
- d. Ability to coordinate programmatic, pedagogical, and field implementation activities across multiple states.
- e. Strong data governance and compliance systems adhering to the Digital Personal Data Protection (DPDP) Act, 2023.
- f. Qualified team with specialists in English language learning, teacher training, monitoring, and reporting.
- g. Financial stability and ability to manage multi-phase project funding.

### 2. **Preferred:**

- a. Experience creating spoken English or communication-skills training programs mapped to CEFR.
- b. Prior engagement with AI-based learning tools or digital skilling platforms.
- c. Established relationships with national-level skilling bodies (MSDE, DGT, NSDC, SSCs) and state departments.
- d. Prior experience supporting employability or vocational English programs at scale.

## Submission Details

- All proposals to this RFP must be received no later than **<December 08, 2025>**. The proposal should be submitted only through e-mail in PDF format addressed to the Procurement Team in the below-given e-mail id: [rfp.lehs@wadhwaniai.org](mailto:rfp.lehs@wadhwaniai.org). The email's subject line must contain the reference number and title of the RFP: **Program Partnership for Deploying Spoken English and Assessment Practice (SEAP) Tool for the Skilling Ecosystem (Name of the partner)**.
- Any proposals received by Wadhvani-AI after the deadline for submission of proposals prescribed in the timeline of this document are liable to be rejected.

## IX. EVALUATION CRITERIA FOR TECHNICAL PROPOSAL

### Evaluation Matrix

Criteria	%
Understanding of Objectives	5%
Technical soundness and methodology for each activity outlined in the Scope of Work )	30%
Institutional reach and government linkages	15%
Pedagogy and content expertise for employability English	15%
Monitoring,, and Learning approach	10%
Quality Assurance & Risk Mitigation	5%
Work plan and Staffing	10%
Team and Organization Credentials in implementing relevant projects	10%
<b>Technical Total</b>	<b>100%</b>

Weighted Scoring Method
70% weightage for technical score and 30% weightage for financial score.

## X. MANDATORY DISCLOSURES

Please submit the following as enclosures or attachments with your quotation. Bidders must provide all the information requested above in section VIII. Quotations that do not provide the required information and certificates, or do not follow the submission requirements, may not be reviewed.

- Company Profile, testimonials, work completion reports, purchase orders, and reference (NGOs).
- NGOs need to provide valid CSR-1 issued in favor of the NGO by the MCA. NGOs having valid FCRA registration shall disclose the same in their proposal and provide a copy of the registration certificate and relevant supporting documents along with the application.
- GST registration certificate.
- PAN & TAN registration.
- Audited Financials for the last three years.
- Income Tax Return for the last three years.
- Cancelled cheque.

- Copy of registration documents/certificate and the most recent renewal as a legal entity.
- Preferably a Private Ltd company and has sound business records.
- Authorized signatory letter.
- Conflict of interest declaration.
- Contact person details.
- Memorandum of Association & Articles of Association (or Trust Deed / Bye-laws as applicable).
- List of Governing Body Members/Board Members of the organization.
- 12A and 80G Registration Certificates and Revalidation Document.
- PF, ESI, and Professional Tax Registration Certificates (if applicable).
- Finance Policy, HR Policy, Anti-Sexual Harassment Policy, Procurement Policy, and any other relevant internal policies.
- List of Pending Litigation/Cases against the Entity (if any).
- Latest TDS Return filed (Form 26Q and 24Q).
- GSTR filings for the last 3 returns (if applicable).
- Sample Audited Utilization Certificate (UC) submitted to any donor for CSR Funding.
- Audit Report in Form 10B/BB for the last 3 years.
- Foreign Contribution (FC) Audited Financials for the last 3 years (if applicable).
- FCRA Returns (FC-4) for the last 3 years (if applicable).

**Note:** Only shortlisted partners will be contacted for presentations or negotiations. If you do not hear from us within two weeks of submission, consider your proposal not selected. LEHS reserves the right to reject any or all proposals and to negotiate terms and conditions with the chosen partner.