

**Office of District Magistrate,  
District Fatehpur,  
Government of Uttar Pradesh**

No.

Dated. 29.09.2022

**SECTION I: TENDER NOTICE**

1. On behalf of the District Administration, the District Magistrate of Fatehpur (hereinafter called the "Employer" of this contract), invites eligible and competent bidders to submit their technical and commercial proposals for implementation of PAL EdTech solutions. The selected bidder will be responsible for designing, developing and maintaining PAL EdTech solution for classes 3 to 8 in 70 schools in the district, in accordance with conditions and manner prescribed in this tender document. The objective of the program is to improve grade level competency and to ensure the schooling system delivers on Learning Outcomes. The Employer reserves the right to reject any or all proposals without assigning any reason.

This program will be implemented under the "Outcome-based payment" model i.e., a part of the payment to a successful bidder will be linked to attainment of outcome targets (i.e., improvement in learning levels of participating students). An independent third-party Outcome Evaluator will be engaged by the district administration to objectively measure outcomes of the program, based on which payout of outcomes-linked payment will be made to the selected bidder.

2. The brief scope of work is as mentioned below:

- 2.1 Supply of an integrated PAL labs (hardware and services) in selected 70 schools along with the capacity building of the teachers & students, teachers training, school level support, and services for hardware and software maintenance for the duration of the program. The successful bidder will be responsible for the following:

- 2.1.1 Commissioning and maintaining fully functional PAL labs (tablets as hardware + PAL software) in 70 schools till end of academic year 2024-25.
- 2.1.2 Providing Field Management Support (FMS) including FMS managers, FMS staff at the school level and centralized help desk to provide remote support to the district officials and teachers to ensure smooth functioning of the hardware and software. FMS staff to be maintained in the districts from the period starting after lab set up to end of academic year 2024-2025 i.e March, 2025.
- 2.1.3 Working with schools to ensure PAL labs are used appropriately by students, and also regularly inform the district administration towards the usage of PAL labs and desired improvement of student's learning levels through data sharing via API and dashboards with district, block, school, class, subject and student-level data analysis.

- 2.2 The PAL platform should have been built with following basic features:

- 2.2.1 Platform, its features and contents are aligned to state-specific curriculum and assessments for Hindi and Mathematics subjects for grades 3 to 8 and science for Class 6 to 8 in Hindi language
- 2.2.2 The platform should be based on 'Personalised' and 'Adaptive' Learning philosophy.
- 2.2.3 The platform should identify the child's baseline learning level and assess child specific learning gaps at the concept and sub-concept level through diagnostic assessments.
- 2.2.4 PAL software should decompose the learning ladder and construct optimal learning pathway tailored to each child's needs.
- 2.2.5 Remediate the child for each competency deficiency through a personalised engaging content, delivered at the right level for the child's learning needs.
- 2.2.6 Have engaging user experience, and dashboard analytics at district, block, school, class, subject and student-level, depicting both usage levels and improvement in learning levels during the implementation phase.

- 2.2.7 Have the flexibility to work in both, online and offline, environment.
- 2.2.8 Provision for software updates, content updates and assessment updates, as required.
- 2.3 Teacher training and handholding for administering the PAL platform during regular classroom teaching through FMS.
- 2.4 Provide Internet Data Connectivity for content and data synchronization at least once per week.
- 2.5 Bidders need to offer a turnkey solution as specified in the Scope of work (Section II, sub-section A, point 3) of this tender document. Otherwise, the bid shall be rejected.
3. To participate in this tender process, the prime bidder should have a valid Digital Signature Certificate (DSC) of Class-II (minimum) and register on the GeM portal by themselves.
4. The bidder can form a Joint Venture(JV)/Consortium of firms. Service Contract for this program will be signed by the Employer with the Prime Bidder only and all payments to the bidder related to this tender shall be made in the designated bank account of Prime Bidder only. The Employer, in no manner, will have any obligation to pay or to ensure the payment of any money due to the other organizations in the JV / Consortium by the Prime Bidder
5. If the Proposal is submitted by a JV/consortium, attach a joint venture agreement, as per **Appendix P**. Any changes to the JV/consortium at a later stage is subject to approval by the Employer.
6. The Bidder will not appoint a subcontractor/affiliate to perform its obligations under this Contract without obtaining prior written approval of the Employer. The Employer's approval of a subcontractor/affiliate shall not constitute a waiver of any rights it may have based on the bidder's representations and warranties. The bidder will be fully responsible for all acts and omissions of its subcontractors and affiliates. Nothing in this Contract shall be construed to create any contractual relationship between the Employer and any subcontractor or affiliate, nor any obligation on the part of the Employer to pay or to ensure the payment of any money due to any subcontractor or affiliate. However, the successful bidder(s) are allowed to leverage their franchisee/service provider network for effective supply & services.
7. The Employer reserves the right to change the opening time and date of the tender for administrative reasons by notifying the same on the GeM website. This office will not be liable for any delay in the submission of tenders and system errors.

Interested and eligible bidders may obtain further information or clarification from the office of the District Magistrate, DM Office, Collectorate, Fatehpur e-mail: dmfat@nic.in

District Magistrate,  
Fatehpur,  
Government of Uttar Pradesh

## SECTION II: INSTRUCTIONS TO BIDDERS (ITB)

### A. INTRODUCTION

#### 1. Mandatory Eligibility Criteria for participating in the Tender:

No.	Eligibility Criteria	Appendix to be submitted
1	The Prime bidder should be incorporated in India and in existence for at least last 5 financial years (i.e. since beginning of FY 2017-18) and must have been in the business of developing or dealing in PAL EdTech solutions.	Appendix E
2	The Prime bidder should have a minimum average turnover of INR 5 crores (Rupees Five crores) during the last three financial years i.e. 2019-20, 2020-21 and 2021-22.	Appendix G
3	The bidder must have received and/or executed work order for implementation of either their proposed PAL solution, or an EdTech solution where individual login was provided to students, in at least 100 schools in India in the last 5 financial years (i.e between FY 2017-18 to 2021-22).	Appendix F
4	The bidder must have received and/or executed Work Order of - supply of hardware procurement and deployment, hardware support, software deployment (either a PAL software or any EdTech software which has individual student level login) and field management support in the same contract (minimum 1 contract with a value of at least INR 2 crores) in the last 5 financial years (i.e between FY 2017-18 to 2021-22).	Appendix F
5	The Prime bidder should have valid PAN, GST, EPFO & ESI registration.	Appendix E
6	The bidder (including the OEM supplier of hardware, or any of the JV / consortium partners) should not have been blacklisted by the Central or State government or any entity controlled by central or state government in India for any reason whatsoever, including involvement of the bidder in corrupt or fraudulent practices, or for non-delivery or unsatisfactory delivery of goods or services in last 3 financial years (i.e. in FY 2019-20 to FY 2021-22).	Appendix D
7	The supply of all components of this program (as defined in Scope of work in Section II, sub-section A, point number 3) must be compliant with Public Procurement (Preference to Make in India) Order 2017, as mentioned in Section IV para 10.	Appendix N
8	The supply of hardware and services must be compliant with Rule 144(XI) of General Financial Rules (GFR), 2017 rules as mentioned in Section IV para 9.	Appendix O
9	In case of applying as joint venture, all the parties in the joint venture should have entered into an agreement of joint venture, clearly indicating the name of the "Prime Bidder".	Appendix P

## **2. Context and background**

There is an emerging evidence about the effectiveness of PAL solutions to improve student learning outcomes. PAL emphasizes the tailoring of teaching instruction to the learning levels of each child and leads the child towards his or her unique learning trajectory. Rather than testing the child's knowledge on a broad topic, this pedagogic approach involves diagnosing the child's comprehension for specific basic competencies. Once diagnosed, the child is led toward his or her unique learning trajectory through a finite number of carefully designed questions, remediating with appropriate content where needed.

District of Fatehpur, Uttar Pradesh wishes to implement an Outcome-payment based PAL EdTech program starting during the academic year 2022-23. The program under this RFP shall be managed by a "Supplier" (the Successful Bidder) for a period of 30 months. The on-going academic year (AY) (ie. 2022-23), will focus on lab set-up in schools, operationalization of labs, stakeholder capacity building, and student onboarding on PAL software, while the next 2 academic years (i.e. AY 2023-24 and 2024-25) will focus on student usage and improving student learning levels.

The successful bidder through this tender will be responsible for end-to-end implementation and management of the program, including hardware (procurement, distribution, installation, lab set-up, maintenance) and services. Services will include software (PAL EdTech software, with academic content, aligned to academic curriculum as followed in Schools in Uttar Pradesh in Hindi language for grades 3-8) and providing field management services to help teachers and schools use this program in the desired manner.

Given that this program will be implemented under the "Outcome based payment" model. An independent third party agency ("Outcome Evaluator") will be engaged by the district administration to objectively measure outcomes in the program and recommend payout of outcomes-linked part of the payment.