



**SAI, Netaji Subhas National Institute of Sports, Patiala**

**Bid Reference No. SAI/NSNIS/e-Khel Pathshala - 01/2022-23/07**

**Dated: 13.04.2022**

To,

All the Bidders,

**Subject:** Reply of the queries of the bidders in r/o Selection of Content Management Agency for e-Khel Pathshala.

The Committee has not found any change in the RFP, Ref. No. SAI/NSNIS/e-Khel Pathshala-01/2022-23, dated 31.03.2022, therefore, no corrigendum will be issued and all the clauses mentioned in the RFP will remain same. However, the responses to the Pre-Bid queries from the bidders who have submitted their queries via e-mail to the NSNIS is attached as Annexure-I.

This issues with the approval of competent authority.

Prof. Kalpana Sharma,  
Director (NSNIS)

**Queries raised by the bidders related to the RFP for Selection of Content Management Agency for e-Khel Pathshala and their approved replies by the Committee**

S. no.	Name of the firm	Section Number in RFP Document	Clause as per the RFP	Clarification Sought	Committee Recommendations/ Reply
1	Sequoia Fitness and Sports Technology Pvt Ltd.	2 BID SCHEDULE & DATA SHEET / Page 4 6. ELIGIBILITY CRITERIA / Page 5	JV/ Consortium/ Subcontracting Not Allowed	Our empanelment with SAI for Content Management Services Ref. No.KI/EMP/CMA/052/2020-21 dated 04-11-2020, is "Sequoia Fitness & Sports Technology Pvt Ltd. AND Rocket Science Animation Pvt Ltd" Kindly clarify that it will not be considered as Joint Venture or Consortium	Agencies empaneled with SAI for Content Management Services Ref. No.KI/EMP/CMA/052/2020-21 dated 04-11-2020 will be considered
2	Sequoia Fitness and Sports Technology Pvt Ltd.	17. SCOPE OF WORK & TIMELINES OF THE PROJECT / Page 11	The scope of the work requires the successful bidder to deploy full time manpower at Patiala and Kolkata for the contract period to successfully execute services as mentioned in TOR. The Requirements may evolve over time. The production setup locations shall be at NS NIS Patiala and SAI NSEC, Kolkata	In a normal scenario, for high quality work, the shoots are done in the locations (Patiala and Kolkata in this case) and the post production is done in-house with editing team using the Production Suite and Equipment. Kindly clarify the expectations.	Postproduction related work is not necessarily required to be conducted at the shoot location. It may be done in-house at a location suitable to the agency.

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3	Sequoia Fitness and Sports Technology Pvt Ltd.	19. TERMS OF PAYMENT / Page 13	After the vendor submits the final edited version of a video content with the bill in respect of a video, it will be evaluated by the technical team of Organisation. Payment will be released in three phases:a) 10% payment will be released on the initial be released upon satisfactory completion of 10% of work subject to the conditions of the contract.b) Next 40% payment will be released upon satisfactory completion of 50% work subject to the conditions of the contract.c) Final payment will be released upon successful delivery of entire work subject to acceptance as per NSNIS.	How will 10% and 50% of satisfactory completion of work be specified so that there is no ambiguity with respect to payment terms?A monthly or quarterly schedule of completion may be better so that payment is as per work completed during a quarter. This is also ensure that there is adequate cash flow for the CMA.	The consolidated content developed (in minutes) is the criteria for calculating 10% and 50% of the completion. At any given time, if there is any change in the total content being developed, then the milestones shall be revised accordingly.

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4	Sequoia Fitness and Sports Technology Pvt Ltd.	19. TERMS OF PAYMENT / Page 13	The bidder shall not be entitled to claim any additional charges, even though it may be necessary to extend the completion period for any reasons whatsoever.	If for some reason, approvals not given on time in the last quarter, the CMA will get impacted in terms of resource allocation / timelines. Kindly review.	If the quality is maintained as per the requirement, the approvals shall be given timely.
5	Sequoia Fitness and Sports Technology Pvt Ltd.	Scope of the content management agency / Page 23-24	13. Subject Matter Experts involved in shooting of content shall make use of English or Hindi while recording content. 14. Audio dubbing of all content prepared should be in following languages: - 1. English 2. Hindi 3. Bengali 4. Marathi 5. Telugu 6. Tamil 7. Gujarati	Who will provide the script in different languages? Who will verify / approve the scripts and at what stage?	The Agency/Bidder will prepare the script based on the literature which shall be given by NSNIS.  Agency shall ensure translation of script in different languages by hiring linguistic experts with full accuracy.  The script shall be approved by the Technical team and Subject Matter Experts of the SAI in the pre-production stage.

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6	Sequoia Fitness and Sports Technology Pvt Ltd.	Types of Assessment / Page 24-25	Develop assessment criteria at various points in the learning lifecycle as follows but not limited to:	<p>Is there a reference point to how many questions are to be developed per module? How many under each course:</p> <ul style="list-style-type: none"> <li>● Pre-test at the beginning of a course</li> <li>● Module wise assignment or a quiz</li> <li>● Assessment after each Course</li> </ul> <p>What does "Video assessment which will be assessed by certified assessors" mean? Who is the certified assessor? What kind of assessment will be done</p>	The assessment evaluation criteria for the quiz questions and video assessment will be developed by the agency based on the discussions with relevant stakeholders and subject matter experts. Based on that the weightage for MCQs and video assessment will be developed
7.	Sequoia Fitness and Sports Technology Pvt Ltd.	ANNEXURE 'III'   EVALUATION CRITERIA EVALUATION CRITERIA / Page 27	Experience in specific sport	Work done for National Battery of Physical Fitness Tests which are for essential for all sports should also be considered.	Only sports specific experience shall be considered



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8	Sequoia Fitness and Sports Technology Pvt Ltd.	MODULES Page 23	Chroma key videos	Chroma key video shoot should be part of category 1 and not category 2. Costing for chroma shoot is different so we will need approximate duration of chroma shoots	The categories remain same
9	Sequoia Fitness and Sports Technology Pvt Ltd.	MODULES Page 23	Live videos with/without text labelling	How many different sports do we have to cover?	As of now, we are implementing this project for 3 Sports disciplines i.e. Archery, Boxing and Table Tennis
10	Sequoia Fitness and Sports Technology Pvt Ltd.	Videos Page 25	Minimum video resolution has to be 4K (16:9) that should be supplied along with scaled down video at 1080P. The maximum size of a file can be 1 GB (1024 MB)	Should that be Maximum video resolution? 4k videos are very heavy and will not fit in the 1GB size limit for any platform.	Shooting to be done in 4K resolution. Delivery of content to be done in 1080P. 1GB size limit is applicable for the granular level of the content duration of which would be around 5-10mins.

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11	N.A. SPORTZ INTERACTIVE PRIVATE LIMITED	Clause 4, Page no. 22	The content must adhere to technical requirements of the LMS platform to ensure compatibility	Could SAI elaborate what the technical requirements of the LMS platform are?	The technical requires are already mentioned in the same clause.
12	N.A. SPORTZ INTERACTIVE PRIVATE LIMITED	Clause 4, Page no. 22	The content developed should be in accordance with both SAI/Khelo India guidelines and therespective Sports bodies for which the content is being developed.	Would it be possible for SAI/Khelo India to elaborate what these guidelines for the content would be?	It will be shared before the production process.

S. no.	Name of the firm	Section Number in RFP Document	Clause as per the RFP	Clarification Sought	Committee Recommendations/ Reply
13	N.A. SPORTZ INTERACTIVE PRIVATE LIMITED	Cause 4, Page no.24	Subject Matter Experts involved in shooting of content shall make use of English or Hindi while recording content.	Will the content management agency be responsible in shooting the video along with the SME? If yes, would the content management agency be responsible for the setup along with the costs? Would the shoot be in front of a green screen at the setup locations?	Yes, Content Management Agency will be responsible for shooting the video along with the provided Subject Matter Experts. However, services of additional subject matter experts (SME) for this purpose may be hired at own cost (without any reimbursement), to facilitate the work and co-ordination. The shoot will be based as per the requirement at that point of time, which may include shooting in front of Green screen or outdoor locations.



S. no.	Name of the firm	Section Number in RFP Document	Clause as per the RFP	Clarification Sought	Committee Recommendations/ Reply
14	N.A. SPORTZ INTERACTIVE PRIVATE LIMITED	Clause 4, Page no. 24	Types of Assessment Develop assessment criteria at various points in the learning lifecycle as follows but not limited to: • Formative Assessment: Multiple Choice Questions, Drag and Drop, Object Sequencing, Puzzles, Match the Following and Odd one out • Criteria-based Modular Assessment: Video assessment which will be assessed by certified assessors • Summative Assessment: Video Assessment and MCQs	Will the assessment results be calculated by the content management agency or do we get the answers to the questions earlier and show the results at the end of the assessment?	The assessment evaluation criteria for the quiz questions and video assessment will be developed by the agency based on the discussions with relevant stakeholders and subject matter experts. Based on that the weightage for MCQs and video assessment will be developed.
15	ASHISH BHARADWAJ SPORTS AND EDUCATION PRIVATE LIMITED	Point 10 EMD	EMD	For companies registered with MSME will registration certificate from ministry of Micro Small, Medium Enterprise enough for exemption	Yes, only the Certificate would be suffice.