

Minutes of Pre-Bid Meeting held on 30.01.2024 at 11:30 hrs. with representatives of the prospective bidders via Video conference, against RFP No. 35-201/SAI/NS NIS/Acad./LMS/2023-24, dated 20.01.2024, for providing and setting up Learning Management System (LMS) for e-Khel Pathshala project to impart level-based coaching for sports to coaches, PE teachers, athletes, and sports enthusiasts.

The Pre-bid meeting for RFP No. 35-201/SAI/NS NIS/Acad./LMS/2023-24, dated 20.01.2024, for providing and setting up Learning Management System (LMS) for e-Khel Pathshala project to impart level-based coaching for sports to coaches, PE teachers, athletes, and sports enthusiasts, was held through video conferencing on 30.01.2024 at 11:30 hrs.

Following Committee Members were present:

- i. Prof. Kalpana Sharma, Director, NS NIS, Patiala.
- ii. Dr. Rajbir Singh Gill, Deputy Director (Academics), SAI, NSNIS, Patiala
- iii. Sh. Kamal Ali Khan, In-Charge (Academics), SAI, NSNIS, Patiala
- iv. Sh. Vinod Narayan, In-Charge (Academics) and HPC, Badminton, SAI, NSSC, Bangalore
- v. Sh. Gunadhar Mandal, In-charge (Academics), SAI, NSEC, Kolkata
- vi. Dr. Pooja Gaur, Scientific officer, Sports Nutrition, SAI, NSNIS, Patiala
- vii. Dr. T.G. Pandian, HPM, Weightlifting, SAI, NSNIS, Patiala
- viii. Sh. Rohin Kapoor, YP (ARM), SAI, NSNIS, Patiala

Following Committee Members could not attend:

- i. Sh. Aditya Saini, Assistant (representative of Accounts), SAI, NSNIS, Patiala,

Following were the special invitees:

- i. Mr. Abhishek Rawat, Consultant

Representatives from following prospective bidders were present:

- i. Enthral tech Private Limited
- ii. Misha Infotech Pvt. Ltd
- iii. MRCC Transformation Solutions Private Limited.
- iv. A representative from Edmingle
- v. A representative from Multigraphics

At the outset, the committee welcomed the representatives from the prospective bidders. They were briefed about the scope of the procurement and the purpose of the pre bid meeting. Thereafter, the already submitted queries of the prospective bidders were discussed related to the scope, and terms & conditions given in RFP 35-201/SAI/NS NIS/Acad./LMS/2023-24, dated 20.01.2024.

Contd/-...

Queries which were received within the time limit as mentioned in the RFP are compiled and the replies/recommendations of the pre-bid committee to their queries are tabulated at Annexure I.

Meeting ended with the vote of thanks.



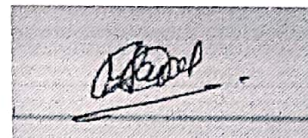
Dr. T.G. Pandian

HPM (Weightlifting),
SAI, NSNIS, Patiala




Dr. Pooja Gaur

Scientific Officer,
Sports Nutrition, SAI,
NSNIS, Patiala



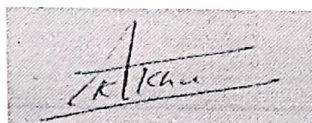
Sh. Gunadhar Mandal

In-Charge Academics,
SAI, NSEC, Kolkata



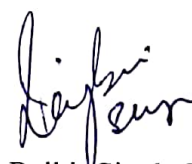
Sh. Vinod Narayan

HPC (Badminton),
In-Charge Academics,
SAI, NSSC, Bangalore



Sh. Kamal Ali Khan

In-Charge Academics,
SAI, NSNIS, Patiala



Dr. Rajbir Singh Gill

Deputy Director (Academics),
SAI, NSNIS, Patiala



Prof. Kalpana Sharma

Director (Academics),
SAI, NSNIS, Patiala

Annexure-I

Pre-bid queries of RFP of LMS for e-Khel Pathshala

S. No.	Reference(s) (Clause number)	Description	Page No.	Particulars query	Clarification/Amended clause
Bidder Name: Enthrall tech Private Limited (Punit Chandwadkar, Director)					
1.	Clause no. 21.1, 21.4 and Page no. 14	<p>21) PATENTS, COPYRIGHT & INTELLECTUAL PROPERTY RIGHTS, SOURCE CODES</p> <p>21.1 Intellectual Property Rights for any content property and documents (including project files, databases, documents, training manuals, course content etc.), if developed exclusively for this project shall lie with the Purchaser in perpetuity for all purposes. The Intellectual Property Rights of all the software code, data, algorithms, documentation, manuals, etc. generated as a part of implementation of this project shall solely vest with the SAI NSNIS/Purchaser.</p> <p>21.4 The Bidder agrees and acknowledges that all Intellectual Property Rights of work created by the Bidder in pursuance to this RFP/Tender Documents shall stand vested in favor of SAI NSNIS for all purposes.</p>	Page no. 14	By this, does it mean that the source code of the LMS must be handed over to SAI, NSNIS at the end of the project?	<p>'NO'</p> <p>Vendors are not required to share the source code with the purchaser</p>

2.	<p>Clause no. 21.1, 21.4 and Page no. 14</p>	<p>21) PATENTS, COPYRIGHT & INTELLECTUAL PROPERTY RIGHTS, SOURCE CODES</p> <p>21.1 Intellectual Property Rights for any content property and documents (including project files, databases, documents, training manuals, course content etc.), if developed exclusively for this project shall lie with the Purchaser in perpetuity for all purposes. The Intellectual Property Rights of all the software code, data, algorithms, documentation, manuals, etc. generated as a part of implementation of this project shall solely vest with the SAI NSNIS/Purchaser.</p> <p>21.4 The Bidder agrees and acknowledges that all Intellectual Property Rights of work created by the Bidder in pursuance to this RFP/Tender Documents shall stand vested in favor of SAI NSNIS for all purposes.</p>	Page no. 14	<p>If yes, then request you to remove this clause. Any LMS company who have their own developed LMS also own IP of the LMS and cannot give the source code to Clients</p>	<p>Vendors are not required to share the source code with the purchaser</p>
3.	<p>Clause no. 4</p>	<p>4.SCOPE OF SERVICES</p> <p>2. Option to increase number of users with license management on pro-rata basis.</p>	Page no. 21	<p>In the BOQ only the cost of LMS is asked. So how will the license for an increase in the number of users beyond 1500 be calculated?</p>	<p>It will be calculated on per user basis,</p>

4.	Clause no. 4	4.SCOPE OF SERVICES 7. Migration of existing data, Migration strategy, Migration Plan, Pre and Post migration	Page no. 21	What data needs to be migrated to the LMS? Will it be existing training content and Existing user details?	The data includes course progress of the users and video content. Migration of data is required for both existing training and user details
5.	Clause no. 4	4.SCOPE OF SERVICES 8. Reconciliation and Audit supporting the new system.	Page no. 22	Kindly provide more details of this task. What audit and reconciliation are required?	Audit and reconciliation is related to the platform functionality of the existing and the new LMS platform. The feature set , course requirement should be aptly be covered in the new LMS
6.	Clause no. 4 and	4. SCOPE OF SERVICES Following are the key functional requirements of e-Khel Pathshala 1. Login and authentication management • Ability to integrate registration and validation with external government platform such as UDISE+	Page no. 22	Is there a requirement to integrate with UDISE+ in the current scope or only the LMS needs to have the ability, and integration will have to be done later, which will be a separate scope and have additional cost as applicable?	LMS ability to integrate with UDISE+ is required. Cost should be factored in while submitting the bid.
7.	Clause no. 4	4. SCOPE OF SERVICES Following are the key functional requirements of e-Khel Pathshala 1. Login and authentication management • Ability to integrate registration and validation with external government platform such as UDISE+	Page no. 22	If integration is required with external government platform such as UDISE+ please mention all such platform with which integration is required. This is important to know from costing perspective.	UDISE+ , Digilocker, UIDAI

8.	Clause no. 4	4. SCOPE OF SERVICES 4. Communication Management - Supports internet-based messaging systems like WhatsApp, Signal etc., SMS based communication, Emails	Page no. 23	Will the SMS and WhatsApp pack be provided by SAI or must the vendor provide it?	Vendor has to provide
9.	Clause no. 4	4. SCOPE OF SERVICES 4. Communication Management - Supports internet-based messaging systems like WhatsApp, Signal etc., SMS based communication, Emails	Page no. 23	If the vendor must provide the pack, kindly specify the number of SMSs required in a year.	Vendor may take reasonable estimate based on the number of Users
10.	Clause no. 4	4. SCOPE OF SERVICES 4. Communication Management - Supports internet-based messaging systems like WhatsApp, Signal etc., SMS based communication, Emails	Page no. 23	For Emails, will the SMTP server be provided by SAI or must the vendor provide it?	Vendor to provide
11.	Clause no. 4	4. SCOPE OF SERVICES 5. Content Delivery Management - Videos should be hosted on a CDN based video delivering platform - Video assignments submitted by students should be automatically upload on the CDN based video delivering platform and be available to assessors without the need to download the file.	Page no. 23	Will the CDN based video platform be provided by SAI or must the vendor provide it?	Vendor to provide

12.	Clause no. 8	<p>8. Capacity Building</p> <p>The bidder deployed team shall create and maintain the functionality of capacity building by equipping stakeholders to ensure success of eKhelPathshala LMS</p>	Page no. 23	By deployed team does it mean that the vendor must deploy team members onsite at SAI location?	No. The expectation is to provide a text document booklet which will act as a sensitization tool for all the stakeholders who shall be using the LMS platform. The booklet needs to cover all the aspects of platform operations.
13.	Clause no. 8	<p>8. Capacity Building</p> <p>The bidder deployed team shall create and maintain the functionality of capacity building by equipping stakeholders to ensure success of eKhelPathshala LMS</p>	Page no. 23	If yes, kindly specify the number of team members to be deployed and the number of years of experience they should have.	NA
14.	Clause no. 8	<p>8. Capacity Building</p> <p>The bidder deployed team shall create and maintain the functionality of capacity building by equipping stakeholders to ensure success of eKhelPathshala LMS</p>	Page no. 23	If team members must be deployed on onsite what will be the total duration for which they have to be deployed?	NA
15.	Clause no. 8	<p>8. Capacity Building</p> <p>The bidder deployed team shall create and maintain the functionality of capacity building by equipping stakeholders to ensure success of eKhelPathshala LMS</p>	Page no. 23	Will travel, lodging and boarding cost of the onsite team be borne by SAI or vendor must bear it?	NA

16.	Clause no. 8	<p>8. Capacity Building</p> <p>The bidder deployed team shall prepare module specific training manuals and submit the same to EKhelPathshala PMU for review and approval. Any revision in the training manual/ instruction manual should be done in discussion and post approval with the E-Khel Pathshala PMU.</p>	Page no. 23	<p>The bidder deployed team shall prepare module-specific training manuals and submit the same to E-Khel Pathshala PMU for review and approval. Any revision in the training manual/instruction manual should be done in discussion and post-approval with the E-Khel Pathshala PMU. The training manuals must be developed on which modules and what details must be included in it?</p>	<p>The expectation is to provide a text document booklet which will act as a sensitization tool for all the stakeholders who shall be using the LMS platform. The booklet needs to cover all the aspects of platform operations.</p>
17.	Clause no. 8	<p>8. Capacity Building</p> <p>The bidder deployed team shall prepare module specific training manuals and submit the same to EKhelPathshala PMU for review and approval. Any revision in the training manual/ instruction manual should be done in discussion and post approval with the E-Khel Pathshala PMU.</p>	Page no. 23	<p>How many manuals must be developed as part of this project?</p>	<p>The expectation is to provide a text document booklet which will act as a sensitisation tool for all the stakeholders who shall be using the LMS platform. The booklet needs to cover all the aspects of platform operations.</p>
18.	Clause no. 8	<p>8. Capacity Building</p> <p>The bidder deployed team shall prepare module specific training manuals and submit the same to EKhel Pathshala PMU for review and approval. Any revision in the training manual/ instruction manual should be done in discussion and post approval with the E-Khel Pathshala PMU.</p>	Page no. 23	<p>Request you to provide a separate row in the BOQ to quote for manuals development.</p>	<p>Cost should be factored in while submitting the bid</p>

19.	Clause no. 8	<p>8. Capacity Building</p> <p>The bidder deployed team shall be required to develop e-Learning modules for all the key components of E-Khel Pathshala workflows. These e-Learning modules should be easily accessible in form of videos, audio-visual learnings along with written documents, which shall be available as online training materials to its key system users as and when needed. All the training contents / manuals created for different modes of trainings shall reside as e-Learning modules to enable anytime anywhere learning.</p>	Page no. 24	<p>For the development of eLearning modules, please provide the following details: How many total eLearning modules have to be developed? At what level of interactivity should the modules be developed? If different modules have to be developed at different levels, please specify how many modules have to be developed for each level. What will be the duration of an eLearning module?</p>	<p>The expectation is to provide a text document booklet which will act as a sensitization tool for all the stakeholders who shall be using the LMS platform. The booklet needs to cover all the aspects of platform operations.</p> <p>Once, the booklet is prepared the vendor may be asked to prepare video tutorials as well, to make the user understand all aspects of the platform</p>
20.	Clause no. 8	<p>8. Capacity Building</p> <p>For the development of eLearning modules, please provide the following details: Are any live recorded videos required in the eLearning modules? If yes, will SAI provide the videos or must the vendor record?</p>	Page no. 24	<p>For development of eLearning modules please provide the following details: - Are any Live recorded videos required in the eLearning modules. - If yes will SAI provide the videos or vendor must record. - How many days (8 hours per day) of video recording is required?</p>	<p>Capacity building videos should not be confused with the video content which would be delivered through the LMS.</p> <p>Capacity building component is for sensitizing the stakeholders regarding platform operations.</p> <p>Recorded videos for Sports coaching would be prepared by SAI through a separate agency and then would be delivered through LMS to the Users</p>
21.	Clause no. 8	<p>8. Capacity Building</p> <p>For the development of eLearning modules, please provide the following details: Are any live</p>	Page no. 24	<p>If the vendor must record the live videos: Are any actors required in the video or it will be of SAI staff? Recording must be done at a single location or multiple locations? Will it be</p>	NA

		recorded videos required in the eLearning modules? If yes, will SAI provide the videos or must the vendor record?		indoor or outdoor recording? How many hours of video recording are required? The travel, lodging, and boarding cost for the recording team will be borne by SAI or by the vendor?	
22.	Clause no. 8	8. Capacity Building For the development of eLearning modules, please provide the following details: Are any live recorded videos required in the eLearning modules? If yes, will SAI provide the videos or must the vendor record?	Page no. 24	Please provide a separate row in the BOQ to quote for developing the eLearning modules.	NA
23.	Annexure III	EVALUATION CRITERIA EVALUATION CRITERIA 2. Experience in e-Learning platform (Sports)	Page no. 28	Request you to remove the criterion related to experience in eLearning platform (Sports) as it may give an unfair advantage and redistribute the points in other criteria	Criteria in this clause have been taken as per the requirement, scale and scope of the project. Therefore, no changes to be considered against this clause.
24.	NA	General		Is there a requirement to do integration with web meeting applications such as MS Teams, Zoom, etc.?	Yes
25.	NA	General		If yes, will SAI provide the licenses for these applications or must the vendor provide?	Vendor to provide
26.	NA	General		If the vendor must provide the licenses, please specify the number of licenses required.	Vendor may take reasonable estimate based on the number of Users

27.	NA	General		How much annual storage space is required on the cloud?	5TB
28.	NA	General		The domain for LMS be provided by SAI or must the vendor provide it?	Vendor to provide
29.	NA	General		For the submission of bid, please allow at least 8-10 working days from the date of publishing pre-bid queries response.	There is sufficient time provided
S. No.	Reference(s) (Clause number)	Description	Page No.	Particulars query	Clarification/Amended clause
Bidder Name: Learn India Learn (Secure Learning) (Mr. Yogesh Kaushik, Co Founder)					
1.				We are high growth startup specialized in Learning and Training management products. Not only we fulfill all other terms except this one but also carry most suitable experience of working with one of the largest school group having more than 100000 Students, NGO having more than 30000 students, State govt having 4.4L teachers and fortune 500 company. We request you to kindly grant a waiver on this eligibility	Criteria in this clause have been taken as per the requirement, scale and scope of the project. Therefore, no changes to be considered against this clause.

				<p>requirement.</p> <p>If there is no possibility of this waiver, would you provide us conditional participation that within 6 months it has to be complied with?</p>	
2.				<p>Who will be configuring the curriculum of different sports, fitness besides all the content? Would you expect us to provision a team to do so on instructions of sports SMEs? BTW we have univer level sports players in the team.</p>	
3.				<p>Do you expect the just a licensed product or a cusom one with delivery of all the code?</p>	Licensed product.
4.				<p>What all data and systems are there to be considered for Data migration?</p>	The data includes course progress of the users and video content. Migration of data is required for both existing training and user details
5.				<p>What is the expected Volumetric of Questions and Text materials and Videos? What is an avg expected length of video and no of videos watched by learners?</p>	<p>Course primarily has videos stitched together in modules.</p> <p>Video length – 6-10 minutes.</p> <p>In every module there are 7-8 videos on an average.</p> <p>there will be 17-18 modules on an average in each level.</p> <p>There will be 4 levels in the course.</p>

6.				Do you expect some specific process or systems for validation?	May be discussed after the tender is awarded
S. No.	Reference(s) (Clause number)	Description	Page No.	Particulars query	Clarification/Amended clause
Bidder Name: E- Connect Solutions Pvt. Ltd. (Mr. Pradeep Kumar Sharma)					
1.	2) BID SCHEDULE	JV/Consortium/Sub contracting Not Allowed	Page No. 5	We would like to clarify that while JV/Consortium/Sub contracting is not Allowed, we should be allowed to implement OEM-based LMS software. We have Implemented various such software solutions in the past.	Yes. It is allowed
2.	3. MANDATORY LIST OF DOCUMENTS TO BE SUBMITTED	Purchase Order copies and reference letters from at least 3 firms.	Page No. 21	We request you to allow us to propose the OEM tool or Product and consider the experience of the same in qualification.	Yes. It is allowed
3.	ANNEXURE 'III' EVALUATION CRITERIA	The firm/bidder will be evaluated based on execution of projects of similar scale: Cumulative value of projects in similar work area (in private and Government organization) in last 3 years ending March 2023 is: Less than 10 Lakhs: 5 Marks	Page No. 26	Please consider all projects that have been delivered in the last 3 years irrespective of the date of release of Work Order or Cumulative value of projects by bidder/OEM in similar work	Criteria in this clause have been taken as per the requirement, scale and scope of the project. Therefore, no changes to be considered against this clause.

		10Lakhs and above but less than 15Lakhs: 15Marks 15 Lakhs and more: 25Marks (Complete/partial completion certificate with all relevant details must be provided, clearly specifying the nature of work. Work relating to development of LMS)		area (in private and Government organization) in last 5 financial year ending March 2023 is: Less than 10Lakhs: 5Marks 10Lakhs and above but less than 15 Lakhs: 15 Marks 15Lakhs and more: 25Marks	
4.	#2Annexure I	The bidder should have a valid ISO9001 and/or ISO27001 Certification.	Page No. 20	<p>We are high growth start up specialized in Learning and Training management products. Not only we fulfill all other terms except this one but also carry most suitable experience of working with one of the largest school group having more than 100000 Students, NGO having more than 30000 students, State Govt. having 4.4L teachers and fortune 500 company. We request you to kindly grant a waiver on this eligibility requirement.</p> <p>If there is no possibility of this waiver, would you provide a conditional participation that within 6 months it has to be complied with?</p>	Criteria in this clause have been taken as per the requirement, scale and scope of the project. Therefore, no Changes to be considered against this clause.

5.	Scope of Services	Curriculum and Content	PageNo.21	Who will be configuring the curriculum of different sports, fitness besides all the content? Would you expect us to provision a team to do so on instructions of sports SMEs? BTW we have univer level sports players In the team.	SAI will do
6.	Scope of Services	Licenses or Source Code	PageNo.21	Do you expect the just a licensed product or a cusom one with delivery of All the code?	Licensed product
7.	Scope of Services	Migration of existing Data	PageNo.21	What all data and systems are there to be consideredforDatamigration?	The data includes course progress of the users and video content. Migration of data is required for both existing training and user details
8.	Scope of Services	#5 Content Delivery Management	PageNo.22	What is the expected Volumetric of Questions and Text materials and Videos? What is an avg expected length of video and no. of videos watched by learners?	Course primarily has videos stitched together in modules. Video length – 6-10 minutes. In every module there are 7-8 videos on an average. There will be 17-18 modules on an average in each level. There will be 4 levels in the course.
9.	Scope of Services	Certificate :Ability to verify the certificate by external Parties without logging in	PageNo.24	Do you expect some specific process or Systems for validation?	May be discussed after the tender is awarded
10.	ANNEXURE 'I II' EVALUATION CRITERIA	15 marks for relevant-Learning Platform experience Additional 5 marks for each e-learning platform developed for sports (Maximum 2 sports may be specified)	PageNo.26	Please amend the clauseas under: 15 marks for relevant-Learning Platform experience of Bidder/OEM. Additional 5marks for each e-learning platform developed for Govt	Criteria in this clause have been taken as per the requirement, scale and scope of the project. Therefore, no changes to be considered against this clause.

				Domain/Sports(Maximum 2 Govt. Domain/Sports may be specified)	
S. No.	Reference(s) (Clause number)	Description	Page No.	Particulars query	Clarification/Amended clause
Bidder Name: MRCC Transformation Solutions Private Limited (Kamal Tyagi)					
1.		Scope of services: Redirect the LMS to the custom domain of the Purchaser's choice.		Please help us understand from where the data of purchaser's choice would come and what would be the workflow?	Data would be provided by purchaser. Workflow will be finalized by purchaser with active inputs from the vendor.
2.		Scope of services: Migration of existing data, Migration strategy, Migration Plan, Pre and Post migration		What is the scope and volume of the data? Do you have existing content that needs to be migrated to Tenneo LMS, and if so, are there specific requirements for content migration, including quantum, their format etc.?	Course primarily has videos stitched together in modules. Video length – 6-10 minutes. In every module there are 7-8 videos on an average. There will be 17-18 modules on an average in each level. There will be 4 levels in the course. Existing data to be migrated includes User progress information and existing video content for 3 sports courses.
3.		Scope of services: Reconciliation and Audit supporting the new system		What kinds of Audit reports are required?	Audit and reconciliation is related to the platform functionality of the existing and the new LMS platform. The feature set , course requirement should be aptly be covered in the new LMS

4.		Login and authentication management: Ability to integrate registration and validation with external government platform such as UDISE+		Could you provide more details on what specific data points in terms of registration and validation are required? Is there only one external system?	No
5.		User Management: Scheduling virtual assessment process		Our system comes integrated with Zoom and MS Teams. Which is your preferred virtual tool?	Will be decided later
6.		Communication Management: Supports internet-based messaging systems like WhatsApp, Signal etc., SMS based communication, Emails		Please help us understand all the modes of messaging system are mandatory or Whatsapp and SMS will suffice your need?	Whatsapp and SMS are sufficient
7.		Certificate Management: Ability to integrate certificate with external government platform such as Digilocker		Please help us understand the scope and dataflow for Digilocker integration.	Will be explained to the vendor to whom the tender is awarded.
8.		General		We understand that there certain pain area's in your current LMS. It would be great if you can list out few of them for us to provide better solutions while writing our responses.	Scope of Work is to be referred
9.		General		From how long the current system is in place?	NA
10.		General		If possible, we request if you may please share the queries that you may have received from other partners. This will help us get more clarity on any question that we may have	Ok

				missed asking. You may mask the names.	
11.		Support		Is there any AMC support that is expected from the vendor? If yes for how many years?	No
12.		Support		We can offer our ticketing based support for admin level users for this project hope that will suffice your requirement	Yes
13.		Support		What kind of training/post implementation workshop are you looking for –onsite or offsite?	No need for deployment of team at NSNIS
14.				What kind of support are you looking for such as dedicated? Please help us understand the business hours?	NA