Walchand College of Engineering

(Government Aided Autonomous Institute affiliated to Shivaji University, Kolhapur)
Vishrambag, Sangli – 416415, Maharashtra

Expression of Interest (EOI) / Request for Proposal for Setting up

Online Platform for Education, Training to offer Certificate Courses (WalchandPro)

Walchand College of Engineering, Sangli
Vishrambag, Sangli - 416 415
Maharashtra, India
Email: registrar@walchandsangli.ac.in

RFP No. WCE/EOI/02 Dt 30/05/2024

I/c Director, Walchand College of Engineering Sangli invites proposals from eligible firms for

"Setting up Online Platform for education, Training to offer Certificate Courses (WalchandPro)" for the Institute.

1. Participating Agencies must fulfill the following pre-requisites:

Sr. No.	Pre-Qualification Criteria
1	Technology and Operations Partner should be a company experienced in training or Online Training or skilling or LMS developer or service provider or platform integrator or similar services or products and having product or solution ready as referred in the technical Section 4.
2	Technology and Operations Partner (TP) should be an entity registered in India under the Companies Act/ LLP Act/ Societies Registration Act or as a Trust / equivalent
3	Technology and Operations Partner should have been in existence for at least 3 years and have experience either of 1. Student Training with their own learning platforms. 2. LMS development with Assessment and content 3. Online Training on their own with LMS 4. Service provider or platform integrator or similar services or products and having product or solution ready
4	Technology and Operations Partner should not have been blacklisted by any Government/ Department/ Body.

2. The bids shall be processed in three parts

Part A	Fulfilment of eligibility criteria by the bidders as stipulated in table above.
Part B	The detailed report submitted by the bidders shall be evaluated by the committee constituted by the WCE Sangli. The prospective authorized bidders may be invited to make online/offline presentation before the committee.
Part C	The bidders who are declared eligible shall be entitled for opening of their financial bid(s). Technical bid will have 70% weightage whereas financial bid will have 30% weightage.

3. The documents may be downloaded free of cost from the website https://www.walchandsangli.ac.in/
4. Interested firms shall submit the EOI and RFP up to 5:00 pm on 10.06.2025.
5. The proposals shall be submitted to the Office of the Registrar, Walchand College of Engineering, Sangli, in a sealed envelope.
6. The duly filled proposal in proper format should be submitted in person or sent by courier, registered/speed post etc., to The Registrar, Walchand College of Engineering, Sangli, Vishrambag, Sangli - 416 415 Maharashtra, India.
7. Each page of the proposal should be signed by the competent authority of the applicant.
8. All amendments, time extension, clarifications etc. will be uploaded on the website only and will not be published in newspapers. The interested parties should regularly visit the website to keep themselves updated.

Key dates:

Sr. No.	Description	Important Information
1	Date of Invitation for proposals	31.05.2025.
2	Due date for downloading the documents	01.06.2025.
3	Due date & time for submission of proposals	10.06.2025 up to 5 p.m.
4	Date of opening of response to RFP	10.06.2025 at 5 p.m.
5	Declaration of Final shortlisted Agency	Will be notified to the selected party
6	Tentative Date of MOA Signing	Will be notified to the selected party
7	Release of PO and advance	Will be notified to the selected party

Registrar,

Walchand College of Engineering, Sangli

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SELECTION OF Technology and Operations Partner

Expression of Interest and Request for Proposal

Expression of Interest (EOI) for selection of Technology and Operations Partner for setting up

Online **Platform for Education, Training to offer Certificate Courses (WalchandPro)**

Walchand College of Engineering, Sangli

Vishrambag, Sangli - 416 415

Maharashtra, India

Phone: +91-233-2300383

Email: registrar@walchandsangli.ac.in

Issued on: 31.05.2025.

1. Section 1: Introduction

1.1. About the Institute

Walchand College of Engineering Sangli (WCE), established in 1947, is one of the oldest and premier engineering institutions in India. It is a Govt. aided autonomous institute catering nearly 3000 students for Diploma, UG, PG and PhD programs in various disciplines of engineering. With a rich history of over 75 years and a beautiful campus of over 90-acres, the institute is providing unique learning experiences for the students across a spectrum of engineering disciplines.

The institute is affiliated to Shivaji University, Kolhapur and is approved by AICTE, New Delhi. It is also given autonomous status by UGC since 2007. It has its programs NBA accredited and also has received 'A' grade from National Assessment and Accreditation Council (NAAC), Bangalore. The institute has 8 UG and 11 PG programs. It also has PhD programs under Shivaji University, National Doctoral Fellowship of AICTE and under Quality Improvement Program (QIP) scheme of Ministry of Human Resource Development (MHRD).

1.2. Scope of the Project

Walchand College, an autonomous engineering college under UGC, aims to launch an online EdTech portal, WalchandPro . This initiative seeks to provide accessible, high quality education, training programs and assessment platform to Students , professionals, and enthusiasts /learners. By leveraging technology and expertise, WalchandPro aims to bridge the skill gap, foster continuous learning, and promote employability.

This will not be any online degree/ diploma awarding programme etc but pure training and certification programs.

The initiative is driven by the need to

- Provide accessible, high quality education, training and assessment platform
- Provide continuous Assessment platform along with employability skills
- Bridge the skill gap between academia and industry
- Foster continuous learning and professional development
- Promote employability and entrepreneurship

WCE Sangli is inviting an expression of interest/RFP from Technology /Service /Solution Providers to set up Online Platform for education, Training to offer Certificate Courses (WalchandPro) for WCE Sangli. The idea of setting up of WalchandPro is originated from the need to align the engineering education along with the latest EdTech platforms and online learning environment for various technology trainings, career trainings, certificate courses or non-credit / credit courses

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It is a turnkey project where the Technology Provider will be responsible for the entire solution to our teaching requirement/technological product / Hardware and software, commissioning and provide training to the faculty for successful running of the facility. It must be the state-of-the-art, market relevant and should cater to the current and futuristic requirements of the training industry. Scope includes operations of platform.

The Technology and Operations Partner once selected must sign a Memorandum of Agreement (MOA). The services proposed for the WalchandPro can be provided directly by the Technology and Operations Partner.

1.3. Objective

Walchand College of Engineering, Sangli, an Empowered Autonomous Engineering College, aims to launch an online EdTech portal named as *Walchand-Pro*. This initiative seeks to provide accessible, high-quality education and training programs to students, professionals, and enthusiasts. By leveraging technology and expertise, *Walchand-Pro* aims to bridge the skill gap, foster continuous learning, and promote employability. Institutions like IIT Bombay, IIM Bangalore, and ISB Hyderabad have successfully implemented online EdTech initiatives. It is necessary to create a separate arrangement to administer these online programs with necessary set-up.

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Section 2. Instructions to Technology and Operations Partner (ITL) and Data Sheet

A. General Provisions

1. Definitions	1.1. "Client" means Walchand College of Engineering Sangli.
	1.2. "Technology and Operations Partner (TP)" means a legally-established firm or an entity that is contracted with under this Contract.
	1.3. "Contract" means a legally binding written agreement signed between the Client and the TP and includes all additional documents as may be specified by the Client.
	1.4. "Data Sheet" means an integral part of the Instructions to TPs (ITL) Section 2 that is used to reflect specific assignment conditions to supplement, but not to over- write, the provisions of the ITL.
	1.5. "Experts" means, collectively, Key Experts, Non-Key Experts, or any other personnel of the TP, Sector Partner or Consortium member(s).
	1.6. "Joint Venture (JV)" means an association with or without a legal personality distinct from that of its members, where one member has the authority to conduct all business for and on behalf of any and all the members of the JV, and where the members of the JV are jointly and severally liable to the Client for the performance of the Contract.
	1.7. "Key Expert(s)" means an individual professional whose skills, qualifications, knowledge and experience are critical to the performance of the Services under the Contract.
	1.8. "ITL" (this Section 2 of the RFP) means the Instructions to TPs that provides the TPs with all information needed to prepare their Proposals.
	1.9. "Proposal" means the response to this Request for Proposal" submitted by the TP.
	1.10. "RFP" means the Request for Proposals to be prepared by the Client for the selection of TP.
	1.11. "Services" means the work to be performed by the TP pursuant to the Contract.
	1.17. "TOR" means the Terms of Reference that explain the objectives, scope of work, activities, and tasks to be performed, respective responsibilities of the Client and the TP, and expected outcomes.
2. Introduction	2.1. The Client named in the Data Sheet intends to select a TP in accordance with the method of selection specified in the Data Sheet.
	2.2. The TPs are invited to submit a Proposal for WHITE LABELLED SERVCIES / PRODUCTS named in the section 4. The Proposal will be the basis for negotiating and ultimately signing the Contract with the selected TP.
3. Conflict of Interest	3.1. The TP is required to provide services, at all times holding the Client's interest paramount, strictly avoiding conflicts with other assignments

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		or its own corporate interests and acting without any consideration for future work
		3.2. The TP has an obligation to disclose to the Client any situation of actual or potential conflict that impacts its capacity to serve the best interest of its Client. Failure to disclose such situations may lead to the disqualification of the TP or the termination of its Contract and/or sanctions by the Client.
		3.3. Conflicting Relationship: Relationship with the Client's staff: an TP (including its Experts) that has a close business or family relationship with a professional staff of the Client, who are directly or indirectly involved in any part of (i) the preparation of the Terms of Reference for the assignment, (ii) the selection process for the Contract, or (iii) the supervision of the Contract, may not be awarded a Contract, unless the conflict stemming from this relationship has been resolved in a manner acceptable to the Client throughout the selection process and the execution of the Contract.
4.	**Corrupt and Fraudulent Practices**	4.1. Client requires compliance with its policy with regard to corrupt and fraudulent practices.
		4.2. In further pursuance of this policy, TPs shall permit and shall cause their Experts, Partners, sub-contractors, services providers, or suppliers to permit the Client to inspect all accounts, records, and other documents relating to the submission of the Proposal and contract performance (in case of an award).
5.	**Eligibility**	5.1. The Client permits TPs (individuals and firms, including Joint Ventures and their individual members) from all countries to offer services under this contract unless otherwise blacklisted
		5.2. Government Government-owned enterprises or institutions in India shall be eligible only if they can establish that they (i) are legally and financially autonomous, (ii) operate under commercial law, and (iii) that they are not dependent agencies of the Client. To establish eligibility, the government-owned enterprise or institution should provide all relevant documents (including its charter) sufficient to demonstrate that it is a legal entity separate from the government;
		5.3. Government officials and civil servants in India are not eligible to be included as Experts in the TP's Proposal unless such engagement does not conflict with any of the provisions of this engagement or employment or other laws, regulations, or policies of India.

B. <u>Preparation of Proposal</u>

6.	**General Consideration**	6.1. In preparing the Proposal, the TP is expected to examine scope of RFP in detail. Material deficiencies in providing the information requested in the RFP may result in rejection of the Proposal.

7. Cost of Preparation of Proposal	7.1. The TP shall bear all costs associated with the preparation and submission of its Proposal, and the Client shall not be responsible or liable for those costs, regardless of the conduct or outcome of the selection process. The Client is not bound to accept any proposal, and reserves the right to annul the selection process at any time prior to Contract award, without thereby incurring any liability to the TP.
8. Language	8.1. The Proposal, as well as all correspondence and documents relating to the Proposal exchanged between the TP and the Client, shall be written in the English.
9. Documents Comprising the Proposal	9.1. The Proposal shall comprise the documents and forms listed in the Data Sheet.
10. Proposal Validity	10.1. The Data Sheet indicates the period during which the TP's Proposal must remain valid after the Proposal submission deadline. 10.2. During this period, the TP shall maintain its original Proposal without any change. 10.3. The Client will make its best effort to complete the negotiations within the proposal's validity period. However, should the need arise, the Client may request, in writing, all TPs who submitted Proposals prior to the submission deadline to extend their proposals' validity. 10.4. If the TP agrees to extend the validity of its Proposal, it shall be done without any change in the original Proposal. 10.5. The TP has the right to refuse to extend the validity of its Proposal in which case such Proposal will not be further evaluated.
11. Clarification and Amendment of RFP	11.1. The TP may request a clarification of any part of the RFP during the period indicated in the Data Sheet before the Proposal's submission deadline. Any request for clarification must be by standard electronic means, to the Client's address indicated in the Data Sheet. The Client will respond by standard electronic means. 11.2. At any time before the proposal submission deadline, the Client may amend the RFP by issuing an amendment by standard electronic means and the amendment will be posted in the website of WCE Sangli. 11.3. If the amendment is substantial, the Client may extend the proposal submission deadline to give the TPs reasonable time to take an amendment into account in their Proposals. 11.4. The TP may submit a modified Proposal or a modification to any part of it at any time prior to the proposal submission deadline. No modifications to the Proposal shall be accepted after the deadline.
12. Proposal Format and Content	12.1. The proposal shall be as per the formats included in this RFP.

C. Submission of Proposal

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13. Submission, Sealing, and Marking of Proposal	13.1. The TP may submit a signed and complete Proposal comprising the documents and forms. The submission can be done by hand/ courier/ registered post/ speed post. 13.2. The Technology and Operations Partner can NOT authorize or delegate any firm either to represent or to submit a signed and complete proposal comprising of the documents and forms on their behalf. 13.3. There shall be two sealed envelope a) Technical proposal as per section 4 b) Financial proposal as per section 5 13.4. An authorized representative of the Technology and Operations Partner or the Execution partner shall sign the original submission letter in the required format for the Proposal and shall initial all pages of both the Submission letter and Proposal. The authorization shall be in the form of a written authorization letter specific to the Proposal. 13.5. The signed Proposal shall be marked "ORIGINAL", and its copies marked "COPY" as appropriate.
14. Confidentiality	14.1. The Client's evaluation committee shall conduct the opening of the Proposals. 14.2. At the opening of the Proposals the following shall be read out: (i) the name and the country of the TP or, in case of a Joint Venture, the name of the Joint Venture, the name of the lead member and the names and the countries of all members; (ii) any modifications to the Proposal submitted prior to proposal submission deadline.
15. Proposals Evaluation	15.1. The TP is not permitted to alter or modify its Proposal in any way after the proposal submission deadline. While evaluating the Proposals, the Client will conduct the evaluation solely on the basis of the submitted Proposals.
16. Evaluation of Proposals	16.1. The Client's evaluation committee shall evaluate the Proposals based on their responsiveness to the Terms of Reference and the RFP, applying the pre-qualifying criteria, evaluation criteria, and point system specified in the Data Sheet. Each responsive Proposal will be given a technical score. A Proposal shall be rejected at this stage if it does not respond to important aspects of the RFP or if it fails to achieve the minimum technical score indicated in the Data Sheet.
17. Period OF Implementation	17.1. The TP must provide the implementation schedule and starting of operations and its timelines in the proposal.

D. Negotiations and Award

18. Negotiations, if needed	18.1. The negotiations, if needed will be held at the date and address indicated in the Data Sheet with the TPs representative(s). 18.2. The Client shall prepare minutes of negotiations that are signed by the Client and the TPs authorized representative.
19. Conclusion of Negotiations	19.1. The negotiations are concluded with a review of the finalized draft Contract, which then shall be initialled by the Client and the TPs authorized representative. 19.2. If the negotiations fail, the Client shall inform the TP in writing of all pending issues and disagreements and provide a final opportunity to the TP to respond. If disagreement persists, the Client shall terminate the negotiations informing the TP of the reasons for doing so.
20. Award of Contract	20.1. After completing the negotiations, the Client shall sign a MoA with the TP as per the instructions in the Data Sheet; and promptly notify the other shortlisted TPs. 20.2. The TP is expected to commence the next steps on the date and at the location specified in the Data Sheet.

A. **Data Sheet**

A. General	
ITL Clause	
1	**Name of the Client:** Walchand College of Engineering Sangli. **Method of selection:** Quality Based Selection (PRODUCT AND SERVICES)
2	The name of the assignment is: Setting up Online Platform for education, Training to offer Certificate Courses (WalchandPro) FOR Walchand College of Engineering Sangli
B. Preparation of Proposals	
3	English language.
4	Proposals must remain valid for 60 (sixty) calendar days after the proposal submission deadline
5	Clarifications may be requested no later than 3 (Four) days prior to the submission deadline.
6	The contact information for requesting clarifications is: To The Registrar Walchand College of Engineering, Sangli Vishrambag, Sangli - 416 415 Maharashtra, India Phone: +91-233-2300383 Email: registrar@walchandsangli.ac.in; online@walchandsangli.ac.in
C. Submission, Opening and Evaluation	

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7	The TP must submit :(a) Proposal: one (1) original and one (1) copy.	
8	The Proposals must be submitted no later than: Date and Time 10.06.2025, 5pm.	
	The Proposal submission address is:	
	To The Registrar Walchand College of Engineering, Sangli Vishrambag, Sangli - 416 415 Maharashtra, India Phone: +91-233-2300383 Email: registrar@walchandsangli.ac.in	
9	The opening shall take place at: same as the Proposal submission address. Date and Time 10.06.2025, 5 pm.	
10	Criteria, sub-criteria, and point system for the evaluation of the Full Proposals:	

Sl.	Evaluation Metric	Documentary Proof
1	Technology and Operations Partner Authorizing Owning Technology	Authorization letter from the Technology and Operations Partner or Any other proof of having technology of your own.
2	TP and Executing Partners should be such entities registered in India under the Companies Act/ LLP Act/ Societies Registration Act or as a Trust.	Certificate of Incorporation / registration Certificate
3	TP should have been in existence for at least 3 years.	The Certificate of Incorporation of the TP should be submitted. The Technology and Operations Partner must have a Cumulative Turnover of at least Rs. 3 Cr in last 3 years. The Technology and Operations Partner must have registered office in India
4	TP and Executing partner should not have been blacklisted by any Government/ Department/ Body.	Self-declaration to be provided by TP and the Executing partner.
5	Existing Training / Online Training / LMS platform / other Setups Student Training with	The Technology and Operations Partner must have similar experience of training or online training or LMS platform or operations of similar

		their own learning platforms. OR LMS development with Assessment and content Online Training on their own with LMS OR Service provider or platform integrator or similar services or products and having product or solution ready	experience. The Technology and Operations Partner should attach Documentary proof of services, or should demonstrate in presentation the products delivered to others or services.

	6	Content / Domain / LMS/ Assessment Expertise along with its operations	The Technology and Operations Partner should be in the training domain with LMS . It should have
			  1. LMS
			  2. Content for Skilling
			  3. Assessment platform with content
			  4. Employability skillset platform
			  5. Training experience
			  6. Management of Training
			  7. Manpower support

	7	Training Expertise of Partner (if Any)	The Executing Partner should be in the area of skill development and training at least for a period of 3 years and should be the developer and owner of LMS.
	8	Certification for the courses	WCE shall provide certificates

The proposals submitted by the interested parties who clear the pre-qualification round only will be evaluated as per the criteria provided below:

Evaluation Criteria (100 Points)

A. Profile of the TP (10 points)

1. Profile of the TP (maximum two pages).
2. Details about the service recipients that the TP is closely engaged with in various capacities in the different sector. B2B, B2C etc.
3. The TP / Execution partner should be able to show a continuous and on-going effort to use LMS for training.
4. Details about the existing training resources available with TP.
5. Details of Training Conducted along with its curriculum of its best-in-class training programs with a clear indication of modules that are taught practically , if any
6. Details of Online Services given along with content

	7. Wherever the Technology and Operations Partner has relevant experience in training and skill development via LMS and in person, this can be highlighted.
	B. Technical Proposal of TP/Execution partner (60 points)
	    8. The technical proposal will be evaluated on the basis requirement in Section 4. Solution shall be presented. Committee shall discuss all the points / deliverables / features proposed / suggested by the solution provider and shall assess the same.
	    9. All products must be independently developed and deployed by the TP, and must be capable of being reproduced for self-hosting on the Client's servers upon request.
	    10. There shall be following aspects of evaluation
	        1. LMS / Learning environment and its user friendliness
	        2. Assessment platforms
	        3. Content in terms of skilling, employability, assessment
	        4. Although Course Content (Live or recorded) shall be given by College , TP is expected to have its ready content for non instructional resources like skilling, gaming , platforms, coding platforms, etc.
	    11. The entire scope must be offered by one party – Technology and Operations Partner
	C. Readiness of TP (15 Points)
	    12. Solution should be ready for deployment. While presentation , sample demonstration must be done.
	D. Operations (15 Points)
	    • Experience of demonstration for running such platform, have experience of operations of such platforms and support with manpower etc

	The interested parties who secure at least 75% of the points in the Evaluation Criteria A+B+C+D above will be shortlisted.
D. Award of Contract after Evaluation and with due approvals of authorities.	
10	**Expected date for award of contract: Date: To be informed by the Client.** Address: To The Registrar Walchand College of Engineering, Sangli Vishrambag, Sangli - 416 415 Maharashtra, India Phone: +91-233-2300383 Email: registrar@walchandsangli.ac.in
11	**Expected date for the signing of the MoA: It will be notified to the Selected TP** Address: To The Registrar Walchand College of Engineering, Sangli

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Section 3. Proposal Standard Forms

All pages of the original Proposal shall be initialed by the same authorized representative of the interested party who signs the Proposal.

Section 4. Technical Scope

1. **The initiative is driven by the need to:**

- Provide accessible, high-quality education, training and assessment platform
- Provide continuous Assessment platform along with employability skills
- Bridge the skill gap between academia and industry
- Foster continuous learning and professional development
- Promote employability and entrepreneurship

2. **Objectives**

The primary objectives of WalchandPro are:

- To offer a range of online courses, certification programs, and training initiatives
- To offer comprehensive assessment, testing and coding platform and linkage to various other learning environments
- To provide a platform for students, professionals, and enthusiasts to acquire new skills and knowledge
- To foster awareness in academia about industry, technology, development, research, new initiatives and government policies on technology /business etc.
- To promote innovation, entrepreneurship, and employability

3. **Scope**

WalchandPro will offer a range of programs /Courses , including:

- Programming and technology tool training
- Various domain courses in Engineering
- Employability Courses including Psychometric Assessment
- Business Communication Training
- Campus to Corporate Trainings
- Technical and non-technical courses
- Short term courses (MOOCs)

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- Long term certification programs (up to 3 months)
- Free courses for the student community

WalchandPro will offer the following courses but not limited to:

- Programming: Python, Java, C++, etc.
- Learning and Assessment for Corporate Employment Opportunities
- Career Building Courses
- Communications Training
- Technology training: AI, ML, Data Science, etc.
- Technical courses: Civil, Mechanical, Electrical, etc.
- Non-technical courses: Management, Marketing, Finance, etc.
- Technology tools like Excel, Tableau, Power BI, Tally
- Mechanical/Civil/Electrical/Electronic Core Fundamentals
- Construction Management / BIM / Structures
- CAD trainings / Production Planning / Design Engineering
- Controls/ VLSI/ EDA tools
- Instrumentation / SCADA/ Power systems

WalchandPro will have library of Short-term Courses (MOOCs) and it will offer short term courses (MOOCs) on platforms like Udemy, Coursera, or edX. These courses will be:

- 4-6 weeks long
- Self-paced
- Affordable
- Industry relevant

WalchandPro will offer the following Long term Certification Programs (up to 3 months) in areas like but not limited to -

- Full stack Development
- AWS and Cloud Computing
- Testing & Automation
- Prompt Engineering / Agentic AI Development
- Data Science /Artificial Intelligence /Cybersecurity
- Digital Marketing
- Technology tools like Excel, Tableau, Power BI, Tally
- Mechanical/Civil/Electrical/Electronic Core Fundamentals
- Construction Management / BIM / Structures
- CAD trainings / Production Planning / Design Engineering
- Controls/ VLSI/ EDA tools
- Instrumentation / SCADA/ Power systems

4. **Faculty**

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WalchandPro will have a diverse faculty pool comprising:

- WCE faculty members with expertise in their respective domains
- Industry experts and practitioners with real world experience
- External faculty accredited by WCE as Industry or Academic Associates
- Guest lecturers from renowned institutions and organizations

5. LMS as EdTech (WHITE LABLLED , CLOUD BASED AND WCE owned)

WalchandPro will utilize a Learning Management System (LMS) to deliver online courses and certification programs. The LMS will provide:

- User-Friendly Interfaces for Students, Admins, and Faculty
- Personalized Learning Experiences
- Real-Time Feedback and Assessment
- Faculty Dashboard for Reports and Analytics
- Scalable and Robust Assessment System
- Coding Assessment and Practice Platform
- Gamified Assessment Platform
- Student Profiling Based on Performance
- Live Classes and Batch Management
- AI-Enabled Platform
- Collaboration Tools
- Badging and Certification System
- Job Board Integration

6. Free Courses for Student Community

WalchandPro will offer free courses to the student community, focusing on:

- Programming Fundamentals
- Coding Problems
- Mock Interview Solutions
- Career development
- Prompt Engineering
- AI Model tuning
- Soft skills
- Entrepreneurship
- Fundamentals of core engineering

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7. Business Model for Sustainability

WalchandPro will adopt a freemium business model, offering:

- Free courses to students and enthusiasts
- Paid certification programs and courses for professionals
- Corporate training and consulting services
- Partnerships with industry leaders and organizations

8. Reach and Impact

WalchandPro aims to reach:

- 1,000 students and professionals in the first year
- 5,000 users within three years
- Partner with 5 industry leaders and organizations for training
- Achieve a revenue growth rate of 20% YoY in next three years

9. Course Management and Operations

- Walchandpro shall be operated professionally as like below-There shall be separate funnel of marketing and sales which will ensure students learner on Portal.
- WCE students may come by default or at subsided fees
- WCE shall decide fees for all
- WCE shall provide faculty , curriculum, and certification
- Industry professionals, trainers, of adjunct faculty shall be accredited by WCE for training purpose if they deliver content. They will be called "WCE Faculty Associates"
- WCE shall provide recorded content or live content
- TP shall be responsible for management, operations including cloud hosting
- TP shall also provide content for standardized courses other than instructional content, shall provide content for assessment, non-technical content , coding and other relevant platforms.
- There shall be dedicated manpower for operations of this platform which will work remotely on the platform from operator side. They shall act as support staff for students , coordinators for faculty and content , and technical support for platform.

10. Contract and Period
- It is expected that the entire contract shall be for 3 years

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Section 5 – Finance and Costing

It is expected to provide commercials by bidder in following way (but not limited to this format)

A. Platform	One time cost and handing over the product with all normal / regular and specialized features.	INR Lacs
B. Operations, Support, Updates and Management	Annual cost for O&M	INR Lacs
C. Additional Specialized features, content	Annual recurring cost for specific features or /and content either per student or per course or per content	INR lacs
D. Cloud Hosting Charges (Only on agreed servers for specified load/ traffic of users) Three illustrations of load/ traffic and hosting servers may be quoted.	Annual cost at actuals from service providers	INR lacs

Notes for commercials –

1. Developed platform (Point A) shall be owned by WCE upon delivery

2. Updates and resolution of bugs , issues shall be solved by TP without any cost for next one year (Point A related)
3. New development in case any shall be at agreed cost by WCE and TP
4. Specialized content or skill courses or assessment content shall be part of platform , shall be used by WCE for WCE students and all new learners of platform (Point B)
5. Such content is exclusive developed for WCE or it is also available in market shall be declared. (This will decide its cost)