

**REQUEST FOR PROPOSAL (RFP) FOR THE ESTABLISHMENT OF THE  
DIGITAL LEARNING UNIVERSE FOR YOUNG INDIA SKILLS  
UNIVERSITY, TELANGANA**

**Tender No. 2025-26/04**

**Date of Issue: 07-07-2025**

**Date of Closing: 28-07-2025**



**YOUNG INDIA SKILLS UNIVERSITY, TELANGANA**

**Transit Campus, ESCI, Beside  
Khajaguda Lake,  
Gachibowli, Hyderabad-500032.**

## REQUEST FOR PROPOSAL

### **For the Establishment of a Digital Learning Universe for YISU**

**Issued by: Young India Skills University (YISU)**

**Reference No.: YISU/DLU/2025/04**

**Date of Issue: 07/07/2025**

#### **1. Introduction**

1.1 YISU, a progressive, forward-looking University established by Government of Telangana and committed to skill-oriented higher education, invites proposals from qualified solution providers to establish a **state-of-the-art Digital Learning Universe**. This Digital Learning Universe will be based in Hyderabad, Telangana, and is envisioned to serve as a model platform for delivering high-quality, scalable, modern education leveraging cutting-edge technologies.

1.2 As part of this initiative, the university also plans to **launch a curated set of short-term courses** through this digital platform, while the long-term plan includes hosting **hundreds of short-term and degree-aligned courses in a phased manner**.

1.3 This initiative aims to transform education delivery by enabling inclusive, affordable, and accessible digital learning at scale, empowering students with job-ready skills, industry engagement, and real-time support systems. The Digital Learning Universe will follow a cloud-first, AI-integrated model with capabilities for content delivery, assessments, and continuous mentoring. from qualified solution providers to establish a **state-of-the-art Digital Learning Universe**. This Digital Learning Universe will be based in Hyderabad, Telangana, and is envisioned to serve as a model platform for delivering high-quality, scalable, modern education and provide all features of a Digital University to YISU.

#### **2. Objectives**

- a) Provide a robust, cloud-native infrastructure to deliver **modern, scalable education** to students across the state and nation.
- b) Enable **video lectures, text-based content, live classes, quizzes**, and interactive modules for engaging learning experiences.
- c) Incorporate **AI-based doubt-solving tools and mentor-led support systems** to ensure continuous academic assistance.
- d) Facilitate **secure, proctored assessments** using AI and advanced monitoring tools to ensure integrity.
- e) Offer **career readiness tools** including resume builders, mock interview modules, and job application workflows.
- f) Support **student, teacher, and admin dashboards** to provide complete visibility, insights, and control.
- g) Ensure **scalability to support lakhs of users concurrently**, with seamless addition of courses, institutions, and learners.

### 3. Scope of Work

The following scope outlines the **essential features and functional components** required in the platform—**but may not be limited to**—to support the development and launch of a scalable Digital Learning Universe infrastructure:

#### 3.1 Admission and Administration Management

The platform must support complete end-to-end management of student onboarding and academic tracking:

- a. Student Sign-up and Profile Management
- b. Online Enrollment and Application Workflow
- c. Digital Fee Collection and Receipt Generation
- d. Attendance Tracking Integrated with Live sessions
- e. Custom reports for the analytics
- f. Dashboard for Students, Faculty, and Admins for Academic Monitoring.

#### 3.2 Learning Delivery Platform (LMS)

- a) Compatibility to integrate AWS-hosted content or any third-party video/cloud services required for program execution.
- b) User-friendly LMS to support **all major video formats (MP4, MKV, MOV, AVI)** and **easy upload** of video/text-based content.
- c) Modular structure to organize **lessons, quizzes, projects, assignments, and live sessions**.  
Mobile-optimized learning interface.
- d) Configurable workflows for **course certification, feedback**.

#### 3.3 Live Class & Interactive Engagement Tools

- a) Secure live video integration with features like **whiteboard, polling, chat, breakout rooms**.
- b) Attendance tracking, session recording, and playback features.
- c) Built-in notification system for class schedules, reminders, and alerts.

#### 3.4 AI & Mentor-Based Doubt Resolution

- a) **AI chatbot** integrated with course content for 24/7 clarification of doubts.
- b) Escalation to **mentors** for complex academic queries.
- c) Discussion forums with response moderation, mentor highlights

#### 3.5 Assessment Engine with Proctoring

- a) AI-proctored exams with **browser lockdown, screen monitoring**

- b) Support for **MCQs, subjective answers, coding problems, project submissions.**
- c) Real-time violation logs, and evaluation dashboard for faculty.

### 3.6 Career Support & Job Readiness Module

- a) AI-powered resume builder integrated with student records.
- b) Mock interview module with video feedback and mentor rating.
- c) Job board with search filters, and employer dashboards.

### 3.7 Role-Based Dashboards

- a) Student Dashboard: Timetables, progress trackers, upcoming deadlines.
- b) Faculty Dashboard: Course creation, student performance, attendance, grading tools.
- c) Admin Dashboard: Analytics, alerts, course and user management with real-time metrics.

### 3.8 Certifications & Academic Records

- a) Auto-generated, **digital certificates.**

### 3.9 Platform Architecture & Scalability

- a) Designed for **state-wide and national scale deployment.**
- b) **Microservices-based architecture**, containerized deployment, and automated scaling.
- c) 99.9% uptime SLA with disaster recovery, redundancy, and secure backups.

### 3.10 Initial Course Deployment Table (Flagship Launch)

The Digital Learning Universe must support the following five flagship short-term courses at launch. These courses are **indicative in nature** and intended purely for evaluation purposes to demonstrate platform capabilities across various domains. The actual set of programs to be delivered may change at the discretion of YISU. Each course will be evaluated individually during the technical proposal phase under a 25-mark component. Bidders must provide expert profiles, sample content, and a detailed Table of Content (ToC) with learning outcomes for each course. This aligns with Section 6.1 of the evaluation framework. Each course must include or support the features as outlined below:

Course Name	Video Content	Text Content	Quiz	Assignments	Resume Building	AI support	Online Simulation	Job Support	Tools Covered
Soft Skills for All	Yes	Yes	Yes	Yes	Yes	Yes	No	Yes	List of tools
Digital Marketing for BBA/MBA	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	List of tools
Python Full Stack with AI	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	List of tools
Financial Analyst Program	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	List of tools
Autodesk for Mechanical Engineering	Yes	Yes	Yes	Yes	Optional	Yes	Yes	Yes	List of tools

### 3.11 Other Features:

#### 3.11.1. Standards and Frameworks Compliance

The solution must adhere to industry-standard e-learning interoperability and data representation frameworks such as **SCORM**, **API Experience Experts**, and IMS learning tool interoperability, common gadgets and related IMS global standards to ensure seamless content exchange, cross-platform compatibility, cross platform compatibility and long-term continuity planning.

#### 3.11.2. Content Ownership, Hosting Rights, and Exit Obligations

- Content that is user-generated & system-generated, shall remain the sole property of the Young India Skills University.
- Course Content specifically developed for YISU's requirements will remain the sole property of YISU.
- The vendor is granted a non-exclusive, non-transferable license to process and host this data solely for the purpose of delivering the services under this Agreement.
- Upon contract termination or upon request from YISU, the vendor must:
  - Provide a **complete export** of all data in open machine-readable formats
  - Irreversibly delete** all copies from its systems within a specified time limit

#### 3.11.3. Grievance Redressal and Communication Logging

- The platform should provide a grievance redressal module for any dispute arising out of disagreements in the evaluation process.
- All communication must be stored and searchable within the system.

#### 3.11.4. Attendance Tracking and Playback Management

- a) The system should support attendance tracking, session recording, and playback features.
- b) Playback should differentiate between excused and unexcused absences (such as medical leave, leaves, exceptions, etc.).

#### 3.11.5. Train-the-Trainer Provision

There should be a provision for **Train the Trainer**, which will help in **scaling the system** by enrolling more tutors or teachers on specific topics.

#### 3.11.6. Security, Privacy, and Disaster Recovery

The proposal must include:

- a) Data security and safety protocols
- b) Disaster recovery mechanisms
- c) Privacy compliance standards

#### 3.11.7 RFPs and Assessment Protocols

The proposal should support **RFPs** that promise:

- a) A phased rollout
- b) Specific and periodic assessments of the platform.

#### 4. Pre-Qualification / Eligibility Criteria

Bidders must meet all eligibility criteria to qualify for technical evaluation. Non-compliance with any criterion results in disqualification.

Criteria	Description	Mandatory Requirement	Documents Required
a) Legal Entity	Incorporated in India under Companies Act, 1956 or LLP Act, 2013, with $\geq 10$ years of incorporation. No JVs or consortiums allowed.	Certificate of Incorporation, self-declaration of single-entity participation.	
b) Tax Compliance	Valid PAN and GST registration.	PAN Card, GST Certificate.	
c) Financial Strength	Average annual turnover $\geq$ INR 10 Crores for FY 2021-22, 2022-23, 2023-2024	Audited Financial Statements, CA Certificate with UDIN.	
d) Net Worth	Positive net worth for FY 2021-22, 2022-23, 2023-2024	CA Certificate with UDIN.	
e) Project Experience	Successfully completed or ongoing digital education projects with relevant experience in the field. In addition, the bidder must have at least 1 project of value $\geq$ ₹4 Cr completed or ongoing within the last 5 years (FY 2019–2024)	Work Orders, Completion Certificates, CA-signed project value proof.	
f) Digital Content Hours	$\geq 1,00,000$ hours of hosted/delivered digital educational content.	Content dashboard, CA Certificate, repository index.	
g) Blacklisting Declaration	No blacklisting by Central/State Govt./PSU.	Self-declaration on letterhead.	
h) Licensed Software	All development tools must be licensed.	Self-declaration listing software.	

The eligibility criteria are **mandatory** and must be fully met for a bidder to qualify for technical evaluation. Bidders must have a registered office in Telangana. Proof of address and registration must be submitted with the bid. Bids submitted by joint ventures or consortiums will not be considered. Only single-entity applicants are eligible to participate in this bid process.

Non-compliance with any single clause shall result in disqualification. Bidders must not include conditional bids and must upload all supporting documents in proper sequence. The eligibility compliance will be evaluated by a Technical Evaluation Committee (TEC) before proceeding to technical scoring.

## 5. Technical Evaluation Criteria

The Technical Proposal will be evaluated for only those bidders who meet the Pre-Qualification/Eligibility criteria. Each technical proposal shall be assigned a score out of **70 marks**, while the financial proposal shall account for **30 marks**. Only bidders scoring **at least 70% (i.e., 49 marks out of 70)** in technical evaluation will qualify for the financial bid opening.

S. No.	Criteria	Sub-Criteria	Max Marks	Documents Required
1	Project Experience	Based on the value/scale of past education/content projects.	5	Work Orders, Completion Certificates, CA Certification.
2	Digital Content Hours	$\geq 2,00,000$ hours – 10 marks $1,00,000$ – $1,99,999$ hours – 7 mark $\geq 1,00,000$ hours – 5 marks	10	Content dashboard, CA Certification, repository index.
3	LMS Demo & Capabilities	Evaluation of LMS walkthrough, ease of use, scalability, integration, analytics.	20	Live demo during presentation.
4	Flagship Course Evaluation (5 Courses)	For each course: expert CV ( $\geq 10$ years' experience), sample module in LMS, ToC with learning objectives.	25	Expert CVs, sample modules, and course ToCs.
5	Presentation & Approach	Understanding of scope, work plan, innovation, and roadmap.	10	Slide deck, demo samples, implementation plan.

**Total: 70 Marks**



## 6. Financial Evaluation Criteria

- The estimated cost of this bid is **INR ONE CRORE**.
- Bidders are required to submit an **Earnest Money Deposit (EMD)** of **3% of the bid value** along with the proposal ie., INR 3 lakhs.
- The selected vendor must furnish a **Bank Guarantee** of **20% of the bid value** within **14 days** from the issuance of the Letter of Award.
- As regards to exemption of the EMD, the bid shall be regulated by the "Public Procurement Policy for Micro & Small Enterprises (MSEs) Order 2012" as amended from time to time to the extent of its applicability to this bid process.
- In terms of Public Procurement Policy of Micro & Small Enterprises/Guidelines of Govt. of India, the bidders may claim exemption from deposit of EMD provided the bidders upload, along with the technical bid, the scanned copy of valid documentary proof/certificate (Udyam Registration Certificate etc.) for relevant category (services) in support of the claim for EMD exemption issued by the appropriate authority of Government of India.

The Financial Proposal will carry a weightage of **30 marks**. It shall be evaluated for bidders who qualify in the technical stage. The lowest financial bid (L1) will be awarded full 30 marks, and other bids will be given proportional scores using the following formula:

**Financial Score =  $(L1 / Fn) \times 30$** , where Fn = financial bid of the bidder under evaluation.

S. No.	Cost Component	Max Marks
1	One-time platform setup cost with YISU branding	5
2	Annual LMS licensing for up to 1,00,000 users (hosting, support, maintenance) per month	10
3	Course setup cost	5
4	Course Execution- Revenue-sharing proportion with YISU	10

The final selection will be based on the **Combined Quality-Cum-Cost Based Selection (QCBS)** method, where:

$$\text{Total Score} = [X_t \times (T/\text{Thigh} \times 100) + X_f \times (\text{Clow}/C \times 100)]$$

Where:

- **T** = Total Technical score awarded to the bidder
- **Thigh** = Highest Technical score achieved for the Bid
- **C** = Price Offered by the bidder
- **Clow** = The lowest of all Price offered (L1 Price)
- **Xt** = Weightage for technical evaluation (70%)
- **Xf** = Weightage for financial evaluation (30%)

## 8. Timelines

Milestone	Date
RFP Release	Monday, 07-Jul-2025
Queries Submission (if any)	Monday, 14-Jul-2025
Bid Submission	Monday 28-Jul-2025
Demo & Technical Review	From Wednesday, 06-Aug-2025 to Friday 08-Aug-2025
Date of Opening of Financial Bid	Monday, 11-Aug-2025
Date of Announcement of Bid Allotment	Wednesday, 13-Aug-2025

All above dates are tentative and are subject to change which will be notified on university website

## 9. Period of Contract

The period of contract with the selected vendor/solution provider shall be five (5) years from the date of successful delivery and acceptance of the Digital Learning Universe platform by Young India Skills University (YISU).

## 10. Applicable Law

The work-order will be governed by the laws and procedures established by the Government of India within the framework of applicable legislation and enactments made from time to time concerning such commercial dealings/processing. All disputes in this connection shall be settled under the jurisdiction of Hyderabad courts only.

## 11. Contact Details

Registrar, Young India Skills University

Email: [registrar@yisu.in](mailto:registrar@yisu.in)

Phone: +91 9791722990 / +91 8374305711 / +91 9790700475

Website: [www.yisu.in](http://www.yisu.in)

**Pre-Qualification Bid Covering Letter****[Insert Location]****[Insert Date]****To:**

The Registrar,  
Young India Skills University (YISU),  
Office of Registrar,  
Hyderabad, Telangana - 500032

**Subject:** Submission of Pre-Qualification Bid for Establishment of a Digital Learning Universe in Hyderabad

**Dear Sir/Madam,**

The undersigned, on behalf of **[Insert Name of Firm]**, offer to provide the services for **Establishment of a Digital Learning Universe in Hyderabad** in accordance with your Request for Proposal (RFP) Reference No.: **YISU/DLU/2025/04** dated 07-Jul-2025 and our pre-qualification proposal. We are hereby submitting our pre-qualification bid.

We hereby declare that all the information and statements made in this pre-qualification bid are true and accept that any misrepresentation contained in it may lead to our disqualification.

We agree to abide by all the terms and conditions of the RFP document, including all sections and volumes.

We confirm that our proposal will remain valid for the duration stipulated in the RFP document. Link to online content sample is provided below: **[Insert Hyperlink]**

We understand that YISU is not bound to accept any proposal received.

**Pre-Qualification Checklist for Eligibility Criteria**

S. No.	Description	Supporting Document(s)	Compliance (Yes/No)	Page/Index No./Reference in Proposal
1	Legal Entity	Certificate of Incorporation, Self-declaration confirming single-entity participation		
2	Tax Compliance	PAN Card, GST Certificate		
3	Financial Strength	Audited Financial Statements for FY 2021-22, 2022-23, 2023-2024 CA Certificate with UDIN		
4	Net Worth	CA Certificate with UDIN for FY 2021-22, 2022-23, 2023-2024		
5	Project Experience	Successfully completed or ongoing digital education projects with relevant experience in the field. In addition, the bidder must have at least 1 project of value $\geq$ ₹4 Cr completed or ongoing within the last 5 years (FY 2019–2024)		
6	Digital Content Hours	Content dashboard, CA Certificate, repository index ( $\geq$ 1,00,000 hours of hosted/delivered content)		
7	Blacklisting Declaration	Self-declaration on company letterhead		
8	Use of Licensed Software	Self-declaration listing software used		

**Note:** All documents submitted by the bidder must be page/index numbered, and the page/index number of the respective document(s) must be indicated in all annexures wherever applicable.

**Yours sincerely,**

**[Authorized Signatory]**

**Name:** [Insert Name]

**Designation:** [Insert Designation]

**Address:** [Insert Address]

**Contact Details:** [Insert Phone Number, Email]

**Seal:** [Insert Company Seal]

**Date:** [Insert Date]

**FORMAT FOR SUBMISSION OF TECHNICAL BIDS****Technical Bid Covering Letter****[Insert Location]****[Insert Date]****To:**

The Registrar,  
Young India Skills University (YISU),  
Office of Registrar,  
Hyderabad, Telangana – 500032

**Subject:** Submission of Technical Bid for Establishment of a Digital Learning Universe in Hyderabad

**Dear Sir/Madam,**

The undersigned, on behalf of **[Insert Name of Firm]**, offer to provide the services for **Establishment of a Digital Learning Universe in Hyderabad** in accordance with your Request for Proposal (RFP) Reference No.: **YISU/DLU/2025/04** dated **07 July 2025** and our technical proposal. We are hereby submitting our technical bid.

We hereby declare that all the information and statements made in this technical bid are true and accept that any misrepresentation contained in it may lead to our disqualification.

We agree to abide by all the terms and conditions of the RFP document, including all sections and volumes.

We confirm that our proposal will remain valid for the duration stipulated in the RFP document. Link to online content sample is provided below: **[Insert Hyperlink]**

We understand that YISU is not bound to accept any proposal received.

## 1. Details of Project Experience in Digital Education

Successfully completed or ongoing digital education projects with relevant experience in the field. In addition, the bidder must have at least 1 project of value  $\geq$  ₹4 Cr completed or ongoing within the last 5 years (FY 2019–2024)

S. No.	Description of Project/Assignment	Details of Work Order (No./Date, etc.)	Client	Cost (Total/Completed till Date)	Supporting Documents (Page/Index No./Reference in Proposal)
1.					
2.					
3.					
4.					
5.					
6.					

## 2. Details of Digital Content Hours

*Provide details of hosted or deliverable digital educational content developed or managed*

≥2,00,000 hours – 10 marks

1,00,000 – 1,99,999 hours – 7 marks

≥1,00,000 hours – 5 marks

S. No.	Description of Project/Assignment	Details of Work Order (No./Date, etc.)	Client	Total Hours of Content	Supporting Documents (Page/In No./Reference Proposal)
1.					
2.					
3.					
4.					
5.					
6.					
<b>Total Hours</b>					

### 3. LMS Demo and Capabilities

*Describe the proposed Learning Management System (LMS) capabilities, aligning with RFP Section 3.1–3.8. Provide a link or reference to a live demo showcasing ease of use, scalability, integration, and analytics features (20 marks as per RFP Section 6).*

- a) **LMS Overview:** [Insert a brief description of the LMS, including cloud-native architecture, mobile optimization, and support for video/text content.]
- b) **Key Features:** [List features such as compatibility with AWS/third-party cloud, modular course structure, role-based dashboards, and 99.9% uptime SLA including routine maintenance to ensure optimal output.]
- c) **Demo Access:** [Insert link or instructions for accessing the live demo during the technical presentation, e.g., URL, login credentials, or scheduled demo session.]
- d) **Supporting Documents:** [Reference page/index numbers for screenshots, technical specifications, or user manuals in the proposal.]

### 4. Flagship Course Evaluation

*Submit details for each of the five flagship courses as per RFP Section 3.10 and Section 6 (25 marks). For each course, provide: (1) Domain Expert Profile (minimum 5 years of experience), (2) Sample Content Module integrated or demonstrated in the LMS, and (3) Detailed Table of Content (ToC) with learning objectives*

Course Name	Domain Expert Profile	Sample Content Module	Detailed Table of Content (ToC)
<i>Essential Soft Skills Toolkit</i>			
<i>Digital Marketing for Business</i>			
<i>Python Full Stack with AI</i>			
<i>Professional Financial Analyst Course</i>			
<i>Autodesk Mechanical Design Suite</i>			



**5. Presentation & Approach**

*Provide details of the technical presentation and implementation roadmap as per RFP Section 6 (10 marks).*

- **Slide Deck:** [Reference page/index no. \_\_\_\_ for the slide deck, covering project scope, model course content, and innovation.]
- **Demo Samples:** [Reference page/index no. \_\_\_\_ or link for sample LMS modules and course content.]

**Yours sincerely,**

**[Authorized Signatory]**

**Name:** [Insert Name]

**Designation:** [Insert Designation]

**Address:** [Insert Address]

**Contact Details:** [Insert Phone Number, Email]

**Seal:** [Insert Company Seal]

**Date:** [Insert Date]