

Expression of Interest (Tender) for Licensing of SAKSHAM (Shramik Shakti Manch) Portal of TIFAC

LAST DATE 16th January 2023

1.0 Background

In 2020, post the advent of COVID-19 pandemic, TIFAC took up a project (SAKSHAM – SHRAMIK SHAKTI MANCH) for development of a dynamic portal for mapping of skills of Shramiks, vis-a-vis requirements of MSMEs and other industries. The first two phases of the project focused on creating the right intellectual properties and establishing the proof of concept across India. The project is now in a phase where it can be implemented on a larger scale along with revenue generation.

The objective of SAKSHAM is to address the need of shramiks (blue collared workers) for their gainful employment along with their complete skill profiling and at the same time to support the MSMEs and other industries, to learn about the region/district wise availability of shramiks as per their skill requirement.

SAKSHAM portal provides a platform to shramiks as well as industries, where the available skills can be highlighted and utilised by the industries on a need based rational approach.

Highlights of the Portal includes:

- WhatsApp Chat bot with missed call service for shramiks to get themselves registered.
- Portal with the data (demand and supply) uses artificial intelligence-based algorithm and logic being integrated with the system
- Provides region wise information on demand and availability of shramiks
- Provides facility for analysis of skill match, skill gap, skill diary, recommendations on skill training programmes, etc.

2.0 Developments So Far

2.1 Phase-I of Saksham

The first phase of the project, consisting of developing an infrastructure for data collection and analysis, was completed and launched on Pan India basis on 10th February 2021.

As part of this first phase of the project, the following works had been completed:

- **Dynamic portals were built for Shramiks, Industries and Administrators**
 - **Shramiks:** portal was built on WhatsApp chat where the shramiks can chat with a bot and share their current work status and their supply of skills with preferred locations
 - **Industries:** portal was built as web application for industry representatives to:
 - log in and know about availability of shramiks across India,
 - industries can share their requirements
 - option to connect with “relevant” shramiks based on their workforce hiring needs
 - option of consent of matching shramiks for the same
 - **Administrators and Policymakers:** portal was built as a web application for government representatives to:
 - make them aware of likely spread of shramiks across India on a GIS dashboard

- spread and specific demand of shramiks by industries
 - skill evaluation for each shramik
 - supply-demand mapping of skills
 - skill development needs across regions of India
- Pilot registrations for shramiks and companies were done from across India covering more than 700 districts .

2.2 Phase-II of Saksham

As part of the second phase of the project, the following works have been completed:

- Enhancement in communication using the dynamic portals for shramiks and industries, by making it multilingual and covering most major languages spoken in India
- Enhancement in technology infrastructure to be able to scale up to all possible shramiks and companies in India
- Creation of analytical engines to understand skill gaps and recommend skill development related policies
- Creation of MIS for stronger representation of various data points
- Increased guidance for shramiks with implementation proactive empathetic conversations, thus making the platform for them act as a trusted artificially intelligent career guide
- Creation and showcasing of success stories

The second phase was largely focused on:

- Increasing the numbers of shramiks and industries enrolled with the platform,
- Increasing the number of categories and locations from which industries and shramiks can be outreached
- Establishing feasibility of a business model depicting significant interest from all stakeholders.

Technical Information about the Portal

- Data Size -
 - Web Application: 112 MB
 - Data Storage (Database + S3): 20 GB (at present)
- Platform Used -
 - Frontend: ReactJS
 - Backend: Django
- Database: MongoDB
- Cloud Hosting Service: AWS
- Other -
 - AI Base: Python
 - Third Party Tools: WhatsApp, Gsuite

Milestones Achieved:

As of October 2022:

- Total number of registered and active shramiks on the platform - 362,340
- Total number of registered and active companies on the platform - 4495
- Jobs successfully offered through the platform as of now - 4483

Note: The numbers are dynamic and changes on regular basis

3.0 Invitation of Expression of Interest (EoI) for Managing the Portal with Towards Large Scale Professional Implementation along with Revenue Generation under License from TIFAC

3.1 The **first two phases** of the project focused on creating a proof of concept and demonstration about demand for an artificial intelligence driven skill mapping and job mapping platform for empowering blue collared workers. The proof was established through pan-India efforts and engagement of lakhs of citizens in different ways. The demonstrated model has established the feasibility of implementing this on a large scale in professional manner and building a business with revenue generation alongside positively impacting the lives of shramiks.

Some of the potential revenue generation streams (indicative) can be:

- Placement of workers: Success based user fee model
- Placement of workers and/or Access to Verified Profiles of Workers: Subscription by potential employers (monthly/quarterly/annual)
- Skill development for individual workers: Training fee model through partnership with skill development agencies
- Skill development for new recruits by companies: Training fee model through partnership with skill development agencies
- Other partnerships that provide value to the workers and industry partner. However, in no case monetization by selling data will be acceptable outside the scope of this project.

Further, other activities like tying up with skill development companies and providing them skill development guidance can also fetch additional revenue.

3.2 Accordingly, the bids are invited from the competent consultancy and technology firms / companies for licensing of the SAKSHAM portal for large scale professional implementation along with revenue generation. **The basic tenets** of the licensing agreement would be as follows:

- i. The SAKSHAM portal has to be continued in a professional manner with complete security of data and privacy of information for a period of five years from the date of execution of contract.
- ii. License to use the data is only for the purpose of actions required for implementation of work under the project.
- iii. While the ownership of the portal would remain with TIFAC; entire responsibility of managing and popularizing the portal, enhancing its features, strategizing revenue generation, obtaining all required approvals (wherever required), collection of revenue from various sources, transparent record keeping, etc. would lie with the firm / company at its own cost (including infrastructural, operational, improvement, any other fixed / variable cost).
- iv. Any change in the features of the portal can be carried out by the firm / company only with prior written approval of TIFAC.
- v. Revenue generated through the activities of the portal would be shared between the firm / company and TIFAC in a pre-determined manner.

3.3 Support by TIFAC

TIFAC will support to the firm / company in achieving the desired objectives through the following mechanism:

- **Licencing:** TIFAC will licence all aspects of SAKSHAM Portal to be used for a period of **5 years** to the firm / company. After the end of 5 years, TIFAC may consider to transfer the ownership of the portal to the firm / company after reaching out / formulating an appropriate consideration / royalty model agreeable to both the parties. If agreed, a separate agreement would be signed for this between the two parties.
- **Branding Support:** TIFAC will authorise the firm / company to be its Nodal Agency for execution of all aspects of the SAKSHAM portal and hence the firm / company will be authorised to use the logo of TIFAC for the same.
- **Business Development Support:** TIFAC will provide its support to the firm / company by way of introducing it with various Govt. organization / companies / skill development agencies etc. in its network towards exploring business relations. However, there shall be no minimum guarantee of business from TIFAC.

3.4 Revenue Sharing Model

3.4.1 The firm / company shall have to pay TIFAC a one-time non-returnable upfront amount of **Rs. Two Lakhs (₹ 2 lakhs)** only as initial **license fee** for obtaining license for managing and utilizing the SAKSHAM portal for business purposes. This will be followed by further payments in the form of royalty sharing as given below:

The firm / company has to make further payment of **Rs. Fifty Thousand (₹ 50,000/-) per year** OR the **quoted percentage (minimum 35%)** of the annual 'Profit' generated from SAKSHAM portal, **WHICHEVER IS MORE**, to TIFAC as the Royalty Fee.

The difference between total revenue generated from all sources and total expenses for managing the SAKSHAM Portal in a given financial year (before tax) is termed as “**Profit**” in the present context. The profit amount shall be divided between the TIFAC and the firm / company in the pre-determined ratio as per the quote / license agreement (minimum 35% to be shared with TIFAC). Any loss occurred will be the sole responsibility of the firm / company and it has to bear the entire loss whatsoever. TIFAC will not be liable in any way for bearing such loss in full or part. The firm / company shall be responsible for keeping all the records in a transparent manner and sharing the same with TIFAC on quarterly basis. The payment of royalty fee to TIFAC to be made within one month of finalization of accounts on Financial Year basis.

3.4.2 The percentage of Profit sharing with TIFAC has to be proposed by the bidder in the proposal for EOI, and this value shall be considered as the basis of selection of the bidder (The bidder quoting highest percentage will be considered for awarding the bid). However, this should not be less than 35% annually.

3.4.3 The firm / company shall be responsible for maintaining the accounts book for all aspects of Saksham Portal. By the 15th day of starting of each quarter, the firm / company shall submit the profit and loss statement for the last quarter to TIFAC. The statement to include revenues from all sources collected / gathered / in line through usage of SAKSHAM Portal in any form. Verifiable reasonable expenditure incurred only for promotion and management of various aspects of the portal e.g. direct promotion and related business travel, infrastructure, manpower, other developments that can be capitalised, etc. shall be included as expenses. Notional expenditures e.g. manpower time of the Promoter(s) / Director(s) of the firm / company, rental for office space, etc. shall not be considered.

3.4.4 The firm / company shall be responsible for conducting an evaluation of the account's books by a qualified Chartered Accountant every year. Any discrepancies found shall be treated as breach of the agreement and TIFAC will be free to take any action including levy of penalty, termination of license, etc.

3.5 Eligibility Criteria and Evaluation of the Bids

3.5.1 Technical Bids

The bidder must fulfil the following criteria as prerequisite:

- Bidder should be a sole proprietorship / partnership firm or a company registered in India and must have at least three years of existence in India as on last date of bid submission – Enclose copy of registration certificate
- Experience of working with a project for at least one year with any government agency(ies) involving skill evaluation and recruitment of blue-collar workers (at least one) – enclose experience certificate / letter issued by the Govt. Organization
- Experience of developing solutions built on artificial intelligence (logic-based or machine learning based algorithms) (at least three) - details of 3 such project shall be required and at least 1 of the solutions must be deployed with a government agency - Link for the portal/App developed by the firm/company along with the list of AI Tools used in each of them to be provided with self - attested certification.
- The bidder must have ISO 9001 and ISO 27001 Certification as on last date of bid submission
- Bidder should never be under effect of blacklisting / debarment by any Ministry, Department of Government of India or by any state Government or PSUs or autonomous organization of Govt. of India / State – enclose an undertaking by an authorized signatory of Bidder

3.5.2 Financial Bids

- Financial bids of only those firms / agencies would be opened whose technical bids are qualified.
- The financial bid will be in the form of percentage of Profit which the firm / company shall be sharing with TIFAC.
- For the financial bid to be acceptable, the minimum share of TIFAC shall be 35%.
- The bidder quoting highest percentage (subject to a minimum of 35%) shall be awarded the bid.

4. General Information

- i. Bidders are requested to submit the tender as per enclosed formats under two bid system in separate envelopes, i.e.
 - **Part-I : Technical Bid**
 - **Part-II : Financial Bid**
- ii. Sealed envelope super-scribing "**Tender for Licensing of SAKSHAM Portal of TIFAC**" must reach to the office of the In-charge (F&A), TIFAC, 5th Floor, AI Block, Technology Bhawan, New Delhi-110016 latest by 16th January 2023 (**Last Date of accepting the bids**)
- iii. The tenders, especially the financial bid, must be clearly typed / hand written without any cancellations / corrections / over writing.

- iv. The Technical Bid should be accompanied with the ***duly signed*** Terms and Conditions of tender document along Company Profile to be enclosed separately. By signing the document, the bidder shall be deemed to have accepted all the terms & conditions given in this tender document.
- v. In the Price / Financial bid, the ***quoted percentage figure will be considered as all-inclusive without any condition***. If there is any discrepancy between words and figures, the percentage figure mentioned in words will prevail.
- vi. The price bid of the technically qualified bidders only shall be opened in the presence of their representatives, who are willing to participate. The specified date, time and venue for opening of price bids will be communicated separately.
- vii. The bidder who signs and submits the tender on behalf of their company/firms should produce Authorization Certificate in support of their authority to quote or submit the tender of their company/firms. No sub-authorization is permitted.
- viii. After technical bid opening and screening by TIFAC, shortlisted bidders may be required to make a ***presentation*** on a given date to be communicated separately. The bidders are advised that they should be ready for the presentation (online or physical) on a notice of one day. Financial bids will be opened only after the presentation, if scheduled.
- ix. TIFAC reserves the right to terminate the license / license agreement at any time by giving one month written notice to the licensee, if payment or any other terms/conditions are violated.
- x. TIFAC reserves the right to reject all the bids / scrap the tendering process at any time without assigning any reason.

Format for Covering Letter / Technical Bid (Specimen)

To,

The In-charge (Fin & Admin)
 Technology Information, Forecasting and Assessment Council (TIFAC)
 5th floor, AI Block, Technology Bhawan,
 New Mehrauli Road, New Delhi – 110 016

Sub: - Sealed Tender (under Two Bid system) for Licensing of SAKSHAM Portal of TIFAC

Dear Sir,

In response to your Invitation for **Licensing of SAKSHAM Portal of TIFAC**, I/We, submit our tender document with following particulars (Technical Bid):

S. No.	Description	Particulars and type of supporting document attached	Supporting Document at Page No.
1	Constitution & Nature of Firm / Company (State whether sole proprietor/partnership firm/company) - <i>– Attach Registration Certificate of the firm / company in India</i>		
2	Year of Establishment		
3	Particulars of Registration with various Government bodies & Statutory Tax Authorities		
	Place of Registration		
	Validity Date		
4	Registered Postal Address		
5	Telephone No. Mobile No. Email id		
6	Name and address of Sole Proprietor / Partners /Directors of the Firm / Company		
7	GST Registration No. – <i>Attach Certificate</i>		
8	Have you or your constituent partner (s) have ever been debarred /black listed for tendering in any Govt. organization? <i>-If so, give details. If no, attach an undertaking</i>		
9	Experience of working with a project for at least 1 year with any government agency(ies) involving skill evaluation and recruitment of blue-collar workers (at least one) – <i>Attach experience certificate / letter issued by the Govt. Organization</i>		
10	Experience of developing solutions built on artificial intelligence (logic-based or machine learning based		

<p>algorithms) (at least three) - details of 3 such project shall be required and at least 1 of the solutions must be deployed with a government agency – <i>Provide Link for the portal/App developed by the firm/company along with the list of AI Tools used in each of them with self - attested certification</i></p>		
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Having acquired the requisite information related to the work mentioned in the subject and the tender invited by TIFAC, I/We, the undersigned hereby offer a tender document for **Licensing of SAKSHAM Portal of TIFAC** in accordance with the terms and conditions as indicated in the said documents. Financial bid is submitted in a separate envelope.

Thanking you,

Yours faithfully,

(Signature, Name and Seal)

Date:.....

Format for Financial Bid for Licensing of SAKSHAM Portal of TIFAC

Activity	Licensing Charges Payable by the Firm / Company to TIFAC	
	<i>Component -1 (one time)</i> One-time non-returnable upfront amount (Initial Licensing Fee)	<i>Component-2 (Recurring on annual basis)</i> Annual Royalty Sharing Amount as a Percentage of the Annual 'Profit' generated from SAKSHAM portal
Licensing of SAKSHAM (Shramik Shakti Manch) Portal of TIFAC	Rs. Two Lakh Fixed (Cannot be modified)% (to be quoted in figures) (percentage to be quoted in words) (if less than 35% is quoted. Bid will be summarily rejected)

I/we clearly understand that:

1. Minimum annual royalty sharing amount acceptable for a valid bid is 35% of the annual 'Profit' generated from SAKSHAM portal.
2. Actual annual royalty payment amount to TIFAC has to be Rs. Fifty Thousand or the amount calculated as per the quoted percentage of profit, whichever is more.
3. Annual royalty sharing amount would be in addition to one-time upfront amount of Rs. Two Lakhs for obtaining the license.

Yours faithfully,

(Signature, Name and Seal)

Date:.....