

# SAINIK SCHOOL KALIKIRI



## EXPRESSION OF INTEREST (EOI) FOR INSTALLATION OF SOFTWARE AT ENGLISH LANGUAGE LAB OF SAINIK SCHOOL KALIKIRI

**EXPRESSION OF INTEREST (EOI)**

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**REF NO. SSKAL/QM/3006/ELL/2020 DATED 18 DEC 2020**

1. **Introduction.** The Sainik Schools are established by Ministry of Defence, Govt of India. Admission to these Schools is through an All India Entrance Examination. The Schools function under Sainik Schools Society, Ministry of Defence, having a Board of Governors with Raksha Rajya Mantri as the Chairman. The Chief Ministers or Education Ministers of various states where Sainik Schools are located are also members of the Board of Governors. Sainik School Kalikiri was established by AP Govt in the year 2014 with the aim of preparing Boys for entry into National Defence Academy/ Naval Academy. The basic infrastructure of the school is already in place and the school has been running smoothly since 2014. A large number of state-of-the-art infrastructure development mandatory for imparting quality training to the cadets are planned for the school in this remote area. The school is a premier educational institute for providing quality education and all- round personality development of children from rural background of Andhra Pradesh. The school moulds the children to join the officer cadre of armed forces after twelfth class through National Defence Academy/Indian Naval academy.

2. **Important date and time for depositing the Bids.** Critical data sheet of dates in respect of tender is as follows: -

Ser	Event	Date	Time
(a)	Publish Date	18 Dec 2020	1500 hrs
(b)	Bid Download	18 Dec 2020	1500 hrs
(c)	Clarification Start Date	19 Dec 2020	1500 hrs
(d)	Clarification End Date	21 Dec 2020	1200 hrs
(e)	Pre-Bid meeting	21 Dec 2020	1230 hrs
(f)	Bid Submission Start	21 Dec 2020	1500 hrs
(g)	Bid Submission Ends	28 Dec 2020	1200 hrs
(h)	Bid Opening Date	29 Dec 2020	1000 hrs

3. **Contract period.** The contract period will be **one (1) year** from the date of placing of Purchase Order. If the service is found satisfactory then the contract may be extended for two(2) more years.

4. **Delivery Period.** The installation will have to be completed within 30 days from the date of Award of Contract (AoC). Please note that supply order / Contract can be cancelled unilaterally by the Buyer in case items are not received within the contracted delivery period. Extension of contracted delivery period will be at the sole discretion of the Buyer, without prejudice to the right to recover LD at appropriate time. Delivery of Items up to the premises of the buyer shall be the responsibility of the supplier.

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5. Bidder may also download the EoI from the website [www.kalikirisainikschool.com](http://www.kalikirisainikschool.com) and CPP Portal of Govt. Of India i.e. <https://eprocure.gov.in/epublish/app>. Bidders who are interested to apply shall ensure that their **Expression of Interest with all asked documents at Para 9** should reach at Sainik School Kalikiri on time. Please super **EXPRESSION OF INTEREST (EOI) FOR INSTALLATION OF SOFTWARE AT ENGLISH LANGUAGE LAB OF SAINIK SCHOOL KALIKIRI** on the sealed cover to avoid the BID being declared invalid.

6. The address and contact numbers for sending Bids or seeking clarifications regarding this RFP are given below: -

- (a) Bids/ queries to be addressed to : Principal  
Sainik School Kalikiri  
Chittoor Dist (AP) –  
517234
- (b) Postal address for sending the Bids : Principal  
Sainik School Kalikiri  
Chittoor Dist (AP) –  
517234
- (c) Name/Designation of the contact personnel : Administrative Officer  
Sainik School Kalikiri  
Chittoor Dist (AP) –  
517234
- (d) Telephone number of the contact personnel : 0877-2500270
- (e) E-Mail ids of contact personnel : [sainik.kalikiri@gmail.com](mailto:sainik.kalikiri@gmail.com)
- (f) Fax number : 0877-2500271

7. It is requested that the sealed quotation addressed to the **Principal, Sainik School Kalikiri, Chittoor Dist – 517 234** be either dropped in the Tender Box, located at the Administrative Office, or sent by **registered post** to the aforementioned address, duly super-scribed as mentioned at Para 5 above, so as to reach by the due date and time. **It may be noted that late receipt of bids view postal delay or any other reasons may render the bids invalid.**

8. **Earnest Money Deposit (EMD): No EMD required.** The bidders are requested to sign an undertaking as per **Appendix A**.

9. **Security Deposit.** Security amount, if required, will be informed at the time of placing Purchase order.

10. **Pre-Qualification Criteria.** The bidder should meet the following pre-qualification criteria:

- (a) The Vendor must be registered under any State or Central Government.
- (b) The Vendor shall provide Permanent Income Tax Account No. of the Firm with circle/ward and GST Registration Certificate (duly attested photocopy to be attached).

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(c) Vendor should have provided software to at least three any reputed National/State Level Institutions/Sainik Schools/ Private reputed Schools/Institutes.

(d) Average Annual financial turnover from the same business should be at least 16 Lakhs during last three financial years (FY 2019-20, 2018-19, 2017-18). Copy of P&L Accounts, Balance Sheets duly certified by the Chartered Accountant should be submitted in support of this along with ITRs of above financial years.

(e) The vendor should give self-declaration certificate for acceptance of all terms and conditions of EOI documents. A duly completed certificate to this effect is to be submitted as per the **Appendix B**.

(f) The vendor should be neither blacklisted by any government department nor there should be any criminal case registered/pending against the it or its owner/partners anywhere in India. A duly completed certificate to this effect is to be submitted as per **Appendix C**.

(g) Vendor should have filled Income Tax Return of at least last three years.

(h) Bidder(s) should be the manufacturer / authorized dealer. 'Letter of Authorization' from Original Equipment Manufacturer (OEM) on the same and specific to this tender should be scanned and submitted along with technical offer.

(i) The software should meet the hardware specifications listed in **Appendix F**.

(j) Software should have features mentioned in **Appendix G**.

11. **Technical proposal details.** Technical Proposal should be as per attached format with all relevant/ supporting duly signed documents as mentioned in the EOI document. The detailed format is attached as **Appendix D**. The technical proposal should be submitted in a sealed envelope with superscription "**TECHNICAL PROPOSAL FOR INSTALLATION OF SOFTWARE AT ENGLISH LANGUAGE LAB OF SAINIK SCHOOL KALIKIRI**".

12. **Commercial Bids.** To be filled in prescribed format as attached in a sealed envelope with superscription "**FINANCIAL PROPOSAL FOR PROPOSAL FOR INSTALLATION OF SOFTWARE AT ENGLISH LANGUAGE LAB OF SAINIK SCHOOL KALIKIRI**". The Financial Proposal should be strictly filled as per **Appendix E**. No overwriting or use of correction fluid shall be accepted. Conditional bids shall be rejected.

**Note:** "Technical Proposal and Financial Proposal" in the prescribed format along with Terms and Conditions duly signed and dated with office seal should be quoted separately and placed in separate sealed envelopes superscripted accordingly in bold letters, both these envelopes be enclosed in a large envelope should be superscripted as "**EXPRESSION OF INTEREST (EOI) FOR INSTALLATION OF SOFTWARE AT ENGLISH LANGUAGE LAB OF SAINIK SCHOOL KALIKIRI**".

13. The EOI Proposal must reach the address mentioned below by post/ courier/ latest by **Dt. 28 Dec 2020 up to 1200 hrs.**

**ADDRESS:**

**Principal**

Signature of the Tenderer with Seal

5  
**Sainik School Kalikiri Chittoor**  
**Dist (AP) – 517234**

14. The EOI documents will be rejected if it is-
- (a) Incomplete
  - (b) Not properly filled.
15. **Eoi validity period.** Bids shall remain valid for a period of 90 days from the date of opening of bid as mentioned before. A submitted bid with a validity period lesser than 90 days shall be liable to be rejected.
16. **Eoi Evaluation.** Sainik School Kalikiri will evaluate the Commercial Bid of all bidders who qualify the eligibility criteria and comply to technical specifications. Sainik School Kalikiri will decide the eligible vendors to be empanelled based on the discount that they offer.
17. **Notification of empanelment.** Sainik School Kalikiri will notify the eligible bidders for empanelment on above mentioned criteria by registered letter/fax/email. The successful bidder/s should accept the contract within 15 days from the date of receipt of notification, failing which it will be awarded to next eligible bidder.
18. **Award of Contract.**
- (a) Sainik School Kalikiri shall award the contract to the technically qualified eligible BIDDER whose bid has been determined as the lowest evaluated financial bid.
  - (b) If more than one BIDDER happens to quote the same lowest price, Sainik School Kalikiri reserves the right to award the contract to more than one BIDDER or any BIDDER.
19. **Prices.**
- (a) It is mandatory to quote prices in INR – F.O.R., Sainik School Kalikiri basis only.
  - (b) In case of Multiple options of the same product, bidders are requested to quote only one best option and not multiple options.
  - (c) The supplier shall pay and bear all other liabilities, taxes and duties not specifically agreed by the Purchaser in the contract.
20. **Pre-installation.** Please also mention the pre-installation requirements for the equipment.
21. **Installation.**
- (a) Supplier shall be responsible for installation / demonstration wherever applicable and for after sales service during the warranty period and thereafter as mentioned in the contract.
  - (b) Installation / demonstration to be arranged by the supplier free of cost and the same is to be done within 15 days of the arrival of the equipment at site.
22. **Training.**
- (a) The supplier shall submit training proposal for the operation and maintenance to the personnel of Sainik School Kalikiri on the offered equipment/machinery.

Signature of the Tenderer with Seal

(b) Wherever needed, our technical persons should be trained by the supplier at the project site free of cost. In case the person is to be trained at supplier's site abroad or in India it should be mentioned in the quotation clearly. The supplier should bear all the expenses for such training including 'to & fro' fares and lodging & boarding charges.

23. **Terms of Payment.** 100% within 30 days after the successful installation of items at Sainik School Kalikiri for one year and rest will be paid after extension in second year.
24. **Legal Matter.** All disputes are subject to Chittoor jurisdiction only.
25. **Rights to Accept, Reject, Amend, Modify.** The basic eligibility conditions and conditions of contract are broad guidelines for pre-qualification and the Principal, Sainik School Kalikiri hereby reserves the right to relax / alter / modify / add/delete any or all the conditions without notice.
26. **Rights to Accept, Reject Bids.** Principal, Sainik School Kalikiri reserves the right to accept or reject any or all bids without assigning any reason in public interest.
27. **Penalty/ Liquidated Damages.**
- (a) Timely delivery is essence of the contract and hence if any consignment be delayed, liquidated damages at the rate 0.5% of the price of the delayed consignment, for each week or part whereof shall be levied and recovered subject to maximum of 10% of total purchase order value.
- (b) Sainik School Kalikiri reserves the right to cancel the order in case the delay is more than 6 weeks. Penalties if any will be recovered by forfeiting PBG at vendor's cost and risks.
28. **Supervision of Erection and Commissioning:** Successful BIDDER shall depute concerned specialist, for supervision of erection & commissioning of the software to be carried out. The successful BIDDER shall make necessary arrangement at their own expenses for stay, transport and other expenses of their Specialist during their stay in Kalikiri which also includes imparting free of cost training to Sainik School Kalikiri personnel.

**Note:- Sainik School Kalikiri may issue amendment/corrigendum to tender documents before due date of submission of bid. Any amendment/corrigendum to the EOI issued by Sainik School Kalikiri will be posted on CPP Portal and Sainik School Kalikiri website. For the bidders, submitting bids on downloaded EOI document, it is 'bidders' responsibility to check for any amendment/corrigendum on the website of Sainik School Kalikiri or check for the same CPP Portal before submitting their duly completed bids.**

**Appendix 'A'****EMD DECLARATION CERTIFICATE**

**It is certified that I/we withdraw or modify Bid during the period of validity, or if I/we are awarded the contract and I/we fail to sign the contract, or to submit a performance security before the deadline defined in the request for bids document, I/we will be suspended for the period of time specified in the request for bids document from being eligible to submit Bids for contracts with the entity that invited the Bids.**

**Date :****Signature of Tenderer**

Signature of the Tenderer with Seal

**Appendix B**

To

Principal,  
Sainik School Kalikiri  
Chittoor Dist (AP) – 517234

**Sub: - Self Declaration Certificate**

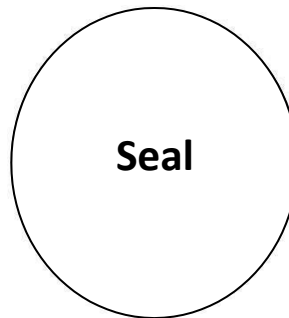
**Reference: EOI No.:**

**(EXPRESSION OF INTEREST (EOI) FOR INSTALLATION OF SOFTWARE AT ENGLISH LANGUAGE LAB OF SAINIK SCHOOL KALIKIRI).**

Dear Sir,

1. With reference to the above, I am/ We are offering our competitive bids for Notice Inviting Tender for installation of software at English Language Lab of Sainik School Kalikiri.
2. I / We hereby reconfirm and declare that I / We have carefully read, understood and complying the above referred tender document including instructions, terms and conditions, specifications, schedule of quantities and all the contents stated therein and software will be delivered within the stipulated time period.
3. I / We also confirm that the rate quoted by me/us are inclusive of all taxes, duties etc, applicable as on date and are for Sainik School Kalikiri, and free delivery, unloading at Sainik School Kalikiri.

**Date: Authorized Signatory**



**Name:**

**Place:**

**Designation:**

**Contact No.:**

**Email ID:**

Signature of the Tenderer with Seal



**Appendix C****CERTIFICATE**  
**(To be provided on letterhead of the firm)**

1. I hereby certify that the above firm neither blacklisted by any Central / State Government / Public Undertaking / Institute nor is any criminal case registered/pending against the firm or its owner/ partners anywhere in India.

2. I also certify that the above information is true and correct in any every respect and in any case, at a later date it is found that any details provided above are incorrect, any contract given to the above firm may be summarily terminated and the firm should be blacklisted.

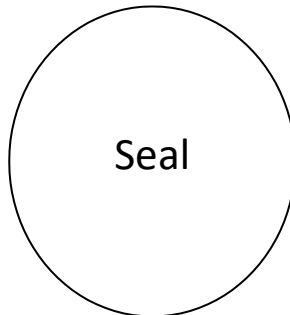
**Date: Authorized Signatory**

**Name:**

**Place:**

**Designation:**

**Contact No.:**



Signature of the Tenderer with Seal

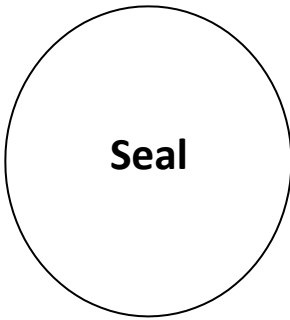
## Appendix D

S. N o.	Criteria	Details Mandatory documentary evidence to be Submitted
1	Name Of the Firm/ Agency with complete Postal Address Name, Designation, Address, Tel. NO. and E-mail ID of authorized person of Firm / Agency to deal with	Certificate of Registration
2	Please specify as to whether the Bidder is the Sole proprietor / Partnership firm/ Pvt. Ltd. (Attach copy of PAN)	Copy of PAN
3	Permanent Income Tax Account No. of the Firm with circle/ward and GST Registration Certificate (duly attested photocopy to be attached).	Copy of GSTIN / PAN / TIN
4	Name of the reputed National/State Level Institutions/Sainik Schools/reputed schools where you have installed software in last three years. ( <b>Attach copies of purchase orders for each institution</b> ).	Copies of supply orders
6	Undertaking by the vendor/ supplier for not having been blacklisted/ debarred by any public organization/ University/ National Level	Undertaking to the same
9	Average Annual financial turnover from the same business, Accounts, Balance Sheets duly certified by the Chartered Accountant should be submitted in support of this along with ITRs of above financial years.	Audited Balance sheets
10	Bank Account Details	
11	Any other information Tenderer wants to provide in support of their experience.	
<b>(Self-attested photo copies of all supporting documents must be attached for verification of the information provided above)</b>		

Signature of the Tenderer with Seal

**Declarations:**

I/We ..... (Names of partners/  
proprietors or shareholders) do hereby declare that the entries made in the application form  
are true to the best of my/our knowledge. I/We hereby agree to abide by all terms and  
conditions laid down in tender document.



Place: Signature of the Bidder:

Date: Name, Address of the Bidder:

Telephone No.: E-mail ID:

Signature of the Tenderer with Seal

**Appendix E****FINANCIAL PROPOSAL**

(The financial Proposal is required to be submitted separately in a sealed cover.)

**EXPRESSION OF INTEREST (EOI) FOR INSTALLATION OF SOFTWARE AT ENGLISH LANGUAGE LAB OF SAINIK SCHOOL KALIKIRI.**

Item description & short specification	Cost per system	Cost for 40 systems	GST	Total Bid Price for 40 systems
English language lab Software for 40 systems for 3 years period				

Signature.....

Name .....

Place: Company Name & Address: .....

Date: Affix Rubber Stamp: .....

**Note: Price**

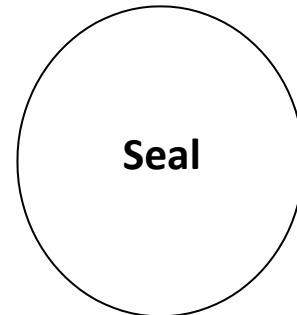
**The rate shall remain constant during the entire period of contract.**

Place: **Signature of the Bidder with Seal**

Date:

Name, Address of the Bidder: Telephone No.:

E-mail ID:



Signature of the Tenderer with Seal

MAKE & MODEL		COMPLIANCE
Processor	9th generation Intel® Core i7-9700 Processor	
Chipset	Intel® C246 Chipset or above	
Memory	4 Dimm Slots; Up to 128GB 2666Mhz Non-ECC & ECC DDR4 Memory	
Graphics	One PCI Express® x16 Gen 3 Graphics card up to 265W RTX5000 is the highest single card	
	Intel HD Graphics 630	
Storage	1TB Hard Disk for Storage & 128GB NVMe SSD for OS	
	Support for up to (1) M.2 PCIe SSD on motherboard slot and Up to (3) 3.5" SATA or (4) 2.5" SATA. Support for Intel Ready Mode technology Support for up to (1) additional PCIe SSD M.2 PCIe SSD (NVMe) Up to (1) 2TB on M/B 2.5" SATA SSD Up to (4) 1TB 2.5" SATA 7200 RPM Up to (4) 1TB 7200 RPM 3.5" SATA Up to (3) 4TB 5400 RPM Up to (3) 8TB 7200 RPM Self Encrypting Drives 500GB 2.5" 7200 RPM 512GB M.2 NVMe SSD 512 GB 2.5" SSD	
Storage Controller	Integrated: Intel Rapid Storage Controller 12.0 supporting SATA 6Gb/s and host based RAID 0/1/5/10	
Communications	Integrated: Intel Ethernet Connection I219-LM 10/100/1000	
Audio Controller	Integrated Realtek ALC3861 High Definition Audio Codec (2 Channel)	
Speakers	Internal Speaker	
I/O Ports	Front 2 - USB 2.0 Type A 1 - USB 3.1 Type A (5Gb) 1 - USB 3.1 Type C (10Gb), data only 1 - Microphone 1 - Headphone Internal 1 – USB 3.0 4 – SATA 6Gb/s Rear 2 - USB 2.0 Type A (with SmartPower) 4 - USB 3.1 Type A (5Gb) 2 - PS2 2 - DisplayPort 1 - Optional Port (VGA, HDMI 2.0, DP++ 1.2, Type C w/DP-Alt mode) 1 - RJ45 Network Connector 1 - Serial 1 - Audio Line out	
Operating SYSTEM	Preloaded Windows 10 Professional 64 Bit	
	Wired Keyboard and Optical Mouse	
Warranty & Support Services	3-Year Limited Hardware Warranty and 3-year NBD On-Site Service after Remote Diagnosis	

Hardware configuration : Processor - A20 Dual Core ARM Processor, CPU - Mali 400 MP2/RAM - 2\*2 GB/ROM-32GB

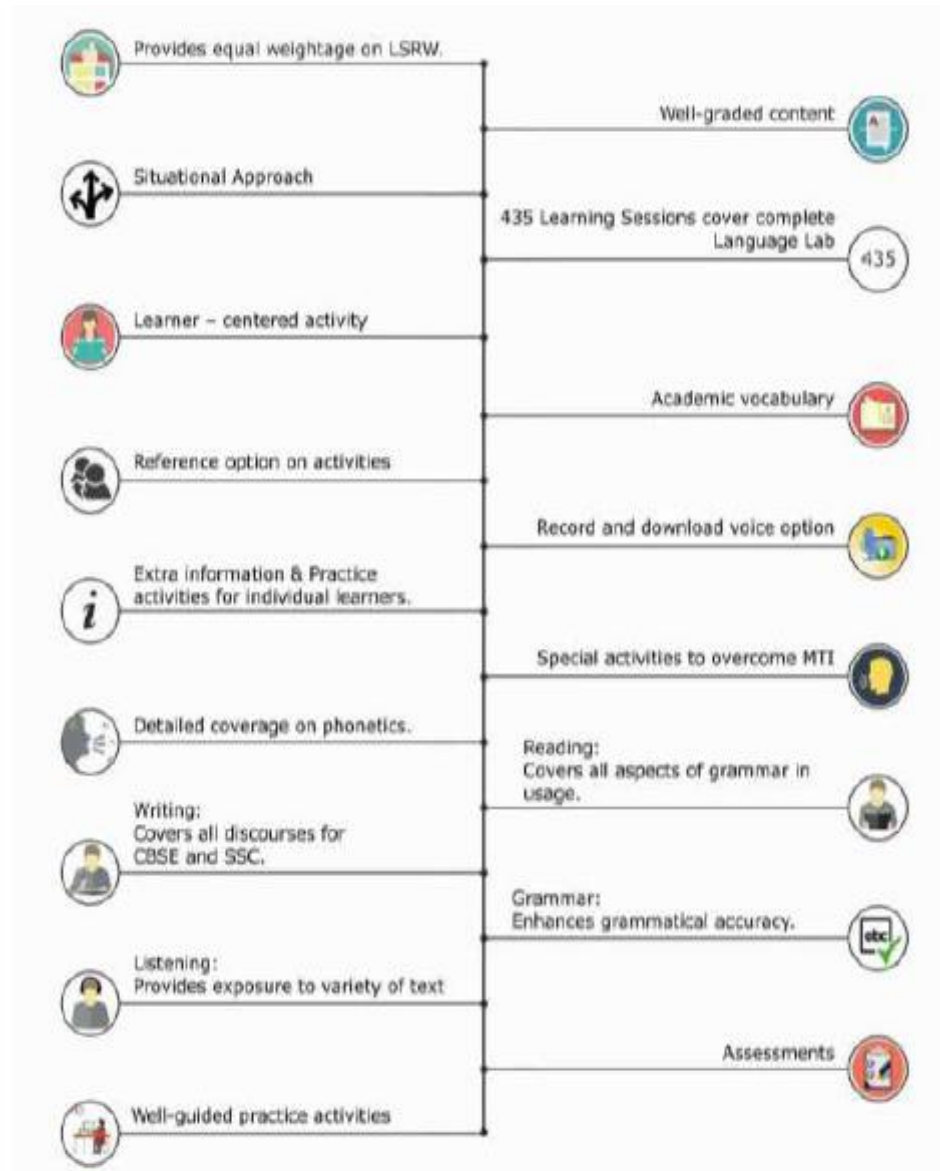
Solution should have Virtualization/Shared computing Software to allow multiple users to share a Host computer or Server up to 100 Users.

User should be able to run the OS & Application using Zero Client & Virtualization/Shared computing software which should support the following OS:-

Win Server 2003, 2008 R2, Win Server 2012, 2016R2, windows server 2019, WinXP, Win7, Win8, Windows 10, Win MultiPoint Server 2011 & 2012.

**Software should be perpetually Licensed, no future cost should be required for connectivity.**

### FEATURES FOR ENGLISH LANGUAGE LAB



### **1. Digital Language lab Should offers following facilities:**

- Two way and Interactive communication between teacher and individual student. As well as entire classroom at a same time
- Learners can record their own voice and play back the recordings, interact with each other and the teacher, and store results.
- Teachers can intervene and control the learners' computers via the teacher's console, track of learners' work etc.
- Use complimentary provided study material for assignments, self-learning etc.
- Content Development and Lesson composer: Teachers can develop text, audio and video contents as well as import material in digital format available with them in the software.
- Self-access for independent learning which includes access to resources outside class
- Group Discussion
- Text to Speech / Pronunciation
- Dictionary
- Broadcasting any message to entire classroom
- Student monitoring and controlling through screen capturing

### **2. Items provided in the Language Lab facility:**

- Teacher Console
- Student Consoles
- Lesson Composer
- Complimentary Study Materials
- User Manual
- Installation Certificate

### **3. Teacher Console / Administrative Console:**

Teacher Console is the control panel for monitoring the student consoles. Students get the pre-recorded lessons from the Teacher console after logging into their consoles. Teacher can broadcast to all the students, monitoring and communicating with each student is also possible without disturbing other fellow students.

- Control and monitoring functions to all student consoles
- Facility to create own lesson - Text / Audio / Video lesson
- Facility to chat with student
- Facility to assign lessons to all students in lab or a particular lesson to a particular student
- Watching the student activity through screen capturing
- Facility to organize a group discussion
- Facility to add their own dictionary for student
- Text to Speech Facility for pronunciation
- Facility to evaluate student assignments
- On Screen alert facility for any student query / for student screen minimization



#### 4. Student / Learner Console:

In the student console, the student has the facility of listening, speaking, repeating, comparing and writing (typing) the lessons assigned in the class by the teacher. The students can log into the teacher's console by typing in their name and number. Students will be getting the pre-recorded lessons from the teacher console after logging in. Student can call and communicate with the teacher from the student console without disturbing others.

- Students listen to the lessons pre-recorded by experts.
- Automatically receive lessons from teacher console and can use these lessons for personal practice.
- Student can record his own voice and compare the correctness of his/her pronunciation.
- Self-assessment at the end of each assignment is submitted to the teacher console for evaluation.
- Student can communicate with the teacher through Text / Audio / Video Chat
- Ask question to teacher
- Text to Speech facility for pronunciation
- Facility to use the in-built dictionary

#### 5. DLL Features:

In the student console, the student has the facility of listening, speaking, repeating, comparing and writing (typing) the lessons assigned in the class by the teacher. The students can log into the teacher's console by typing in their name and [yachting](#) number. Students will be getting the pre-recorded lessons from the teacher console after logging in. Student can call and communicate with the teacher from the student console without disturbing others.

text-to-speech program

English Olympiad study material is provided to help students to crack Olympiad exams.

Multiple exams and real time exercises to practice.

Expert video sessions and animation-based learning content

Speech and RPID therapy for easy learning and fluency in communication

Role Plays & Situational Dialogues based on real life interaction

Interactive exercises and activities to build the concept.