

Pre Bid query Response

Tender Name : Augmentation of Vidya Samiksha Kendra and other ICT initiatives in Odisha

NIT No.: EdCIL/DES/Odisha-VSK/2026-27/05

S.No.	Company Name	Section No.	Page No.	Clause as per RFP	Clarification Sought	Response
1	ConveGenius	Chapter V, Cl. 5.2 (Deployment & Operationalisation) / Cl. 1B	20, 26	"Dashboards will be deployed at the SDC for relevant stakeholders" (p.20); "...interoperability of applications across different cloud service providers (MEITY Empaneled Service Providers only) for compute, hosting and visualisation toolkits" (p.26); Q4 deliverable "Production Deployment at SDC" (p.28).	The RFP mandates deployment at the State Data Centre (SDC) but separately requires the architecture to support interoperability across MeitY-empanelled cloud service providers. Kindly confirm whether a MeitY-empanelled public cloud (e.g., AWS via GCC/MeitY empanelment) may be proposed as the primary/preferred hosting environment in place of, or in addition to, SDC — particularly for the Data Lake, analytics and GenAI chatbot workloads — and clarify which components (if any) are mandatorily required to reside on SDC. Suggested rationale for AWS in place of SDC: (i) The RFP's own Cl. 5.2 security requirements (p.25-26) explicitly name AWS-native services — Shield Advanced, Inspector, GuardDuty and Security Hub — indicating the architecture already contemplates an AWS-class security stack, which is natively available on AWS but would need to be separately replicated/procured for SDC; (ii) the RFP	As defined in RFP the deployment may be done in SDC but should support interoperability across MEITY empanelled CSPs.

					requires the platform to handle over 20 million API/server hits per day (p.26) — a scale that public cloud auto-scaling meets elastically on demand, whereas SDC capacity is typically fixed/provisioned for average load and would need costly over-provisioning to absorb peak loads; (iii) AWS's multi-AZ architecture natively supports the near real-time/timestamp-based sync for low-connectivity regions and DR/business-continuity needs (p.26), with materially lower RTO/RPO than typical SDC DR setups; (iv) faster environment provisioning on AWS would help meet the compressed Quarter-1/2 development timeline (p.27); (v) pay-as-you-go elasticity is more cost-efficient than SDC's fixed-capacity model over the 4-year contract term; and (vi) AWS's India regions (Mumbai/Hyderabad) provide in-country data residency consistent with the DPDP Act, 2023 requirement (p.26) and, being MeitY-empanelled, satisfy the same data-sovereignty intent as SDC.	
2	ConveGenius	Chapter V, Cl. 5.4 Project Deliverables – Quarter 1 (Item 3) and Dashboard list across Q2–Q4	27, 27–28	"Finalization of KPIs for all 13 dashboards" (Q1, p.27); dashboards individually listed in Q2 (5 nos.), Q3 (6 nos.) and Q4 (2 nos.), p.27–28.	Kindly confirm and share a single consolidated list naming all 13 dashboards referred to in Quarter-1 deliverables, so that the scope of "Design and Development" (Cl. 5.2, p.20) and the technical proposal can be prepared against a definitive, agreed dashboard list.	The 13 dashboards have been provided as per list at 5.4: Q2-> S.No 9 to 13 Q3-> S.No 5 to 10 Q4-> S.no 3 and 4

3	ConveGenius	Chapter V, Cl. 5.4 Project Deliverables – Quarter 3 (Items 5 & 6)	28	"5. Assets – Physical & Financial Progress" and "6. Physical & Financial Progress" are listed as two separate dashboards under Quarter-3 deliverables.	Items 5 and 6 under Quarter-3 dashboard development appear to be a duplicate/typographical entry rather than two distinct dashboards. Kindly clarify whether these are indeed two separate dashboards (in which case their distinct data points/KPIs may be specified) or a drafting duplication, so the total dashboard count of 13 (as per Q1) can be reconciled.	The list of dashboards is tentative and the final list will be finalized during requirement gathering.
4	ConveGenius	Chapter V, Cl. 1.C (Development of Data Collection Module) and Note below Cl. 5.4 table	26, 27	"Create a Data Collection Module to gather data from areas where it is currently unavailable" (p.26); "The Data Capture Format module is designed to collect the missing data points necessary for presentation on the VSK dashboard..." (p.27).	Kindly provide/finalize the definitive list of data points and data capture modules to be built under the Data Collection Module, along with the source systems/departments and data owners for each, so that the SRS scope and effort estimation can be finalized by bidders.	The list of data points and data capture models shall be provided during requirement gathering stages.
5	ConveGenius	Chapter V, Cl. 5.4 Project Deliverables – Quarter 1 vs Quarter 2	27	Quarter-1 (Months 1–3) scope covers requirement analysis, KPI finalization, wireframes, technical architecture & data model design, and prototype/core module development; "Data warehouse & ETL setup" appears only under Quarter-2 (Months 4–6).	Since dashboard development and data integration in Quarter-2 depend on the data warehouse being available, kindly confirm whether Data Warehouse design/setup and initial ETL architecture should commence in Quarter-1 itself (parallel to requirement gathering and prototyping) rather than being sequenced entirely in Quarter-2, to avoid schedule compression.	The project deliverables defined in subsequent quarters may be undertaken as per technical requirement.

6	ConveGenius	Chapter V, Cl. 5.2 Team Structure – Software Developer role (Sl. No. 2) vs Cl. 5.4 Project Deliverables	21–22, 27	Software Developer's responsibilities include "Driving dashboards and insights across the data lakes" (p.21); however, no "Data Lake" activity, deliverable or milestone is listed anywhere in Cl. 5.4 Project Deliverables (only "Data warehouse & ETL setup" is mentioned, p.27).	Kindly clarify whether a Data Lake (distinct from the Data Warehouse referred to in Quarter-2 deliverables) is an explicit, in-scope deliverable of this project. If yes, please specify its architecture requirements, data volumes/sources, and the phase/quarter in which it is to be delivered, and include it as a named milestone in Cl. 5.4.	RFP Clause is self explanatory
7	ConveGenius	Notice Inviting Tender (EMD) / Chapter IV, Cl. 4.9 (EMD) vs Annexure-X, Letter of Bid Submission (Item 6)	6, 16, 62	NIT and Cl. 4.9 both specify EMD as "Rs. 5,00,000/- (Rupees Five Lakhs Only)" (p.6, p.16); however, Annexure-X (Letter of Bid Submission), Item 6, states "Earnest Money Deposit amounting to Rs.11,30,000" (p.62).	There is a discrepancy in the EMD amount between the NIT/Cl. 4.9 (Rs. 5,00,000) and Annexure-X (Rs. 11,30,000). Kindly confirm the correct EMD amount applicable to this tender and issue a corrigendum correcting Annexure-X accordingly.	EMD amount is Rs. 5,00,000.
8	ConveGenius	Chapter IV, Cl. 4.10 (Performance Security) vs Annexure-XI, Performance Bank	17, 65	Cl. 4.10(II)(ii) states the PBG "shall remain valid for a period of 4 years and 90 days from the date of issue of LOA" (p.17); however, Annexure-XI Cl. 9 states the guarantee "shall be valid up to 36 weeks from the date of issue of LOA" (p.65).	There is a discrepancy between the PBG validity period stated in Cl. 4.10 (4 years and 90 days, consistent with the 48-month contract duration) and Annexure-XI Cl. 9 (36 weeks). Kindly confirm the correct PBG validity period and issue a corrigendum aligning Annexure-XI with Cl. 4.10.	PBG should be valid for period of 4 years and 90 days from the date of issue of LOA

		Guarantee Format (Cl. 9)				
9	ConveGenius	Chapter V, Cl. 5.4 Project Deliverables – Quarter 4 (Item 2)	28	"2. Completion of the final dashboards" followed by "3. Distribution Management" and "4. Academic & Co-curricular Achievements" listed as the remaining Quarter-4 dashboards.	Kindly confirm that "completion of the final dashboards" in Quarter-4 refers only to these 2 remaining dashboards (Distribution Management and Academic & Co-curricular Achievements), so that the total of 13 dashboards (5 in Q2 + 6 in Q3, subject to Query above on the Q3 duplication + 2 in Q4) can be formally reconciled and confirmed.	As per Clause 5.2, Point No. 1, Phase 1 of the project pertains to Requirement Analysis. The successful bidder shall engage in detailed discussions with the client and finalize the technical requirements accordingly.
10	ConveGenius	Chapter VI, Cl. 6.2 (Timelines) vs Chapter VIII, Cl. 8.11 (Prices)	42, 45	Cl. 6.2 states "The duration of the contract shall be for a period of 48 months" (i.e., 4 years); however Cl. 8.11 states "The prices quoted by the bidder should be valid for a period of 5 years" (p.45).	There is a discrepancy between the contract duration of 48 months (4 years) per Cl. 6.2 and the price-validity period of 5 years per Cl. 8.11. Kindly confirm the correct price-validity period — whether it should align with the 48-month contract duration or is intentionally 1 year longer — and issue a corrigendum if required.	Price quoted by bidder should be valid for 5 years
11	ConveGenius	Table of Contents / Chapter numbering (Chapter-VI repeated; Chapter- VII absent)	4–5, 32, 42, 43	The Table of Contents and body both show "CHAPTER-VI — Eligibility and Bid Evaluation" (p.32) followed later by a second "Chapter-VI — Payment Terms and Timeline" (p.42), after which the document proceeds directly to "Chapter-VIII — Terms and Conditions" (p.43), with no Chapter-VII appearing anywhere.	The chapter numbering in the RFP appears to have an error — Chapter-VI is used twice and Chapter-VII is missing entirely. Kindly issue a corrigendum with corrected chapter numbering (or confirm the intended numbering) to avoid ambiguity when bidders/EdCIL cross-reference clauses by chapter number during evaluation or contract execution.	The chapters should be arranged sequentially. Accordingly, Chapter 5 should be followed by Chapter 6, then Chapter 7, Chapter 8, and so on.

12	ConveGenius	Chapter V, Cl. 5.2 (GenAI Chatbot Development, Phase-1 Part-A) vs Cl. 5.4 Quarter-1 (Item 11)	24, 27	"GenAI Chatbot Development: Develop a Generative AI-based chatbot to facilitate insights retrieval and support natural language queries, incorporating multilingual capabilities for broader accessibility" (p.24); Q1 deliverable "Identifying possible use-cases for chatbot" (Item 11, p.27) — no fixed number or exhaustive list of use-cases is specified anywhere in the RFP.	Kindly confirm whether the GenAI chatbot's scope is limited only to the use-cases identified during the Quarter-1 requirement-gathering exercise (Item 11, p.27), or whether it is intended to be broader — e.g., extending to insights generation and centralised reporting for stakeholders (as envisaged for the platform generally under Cl. 5.2, p.20) — so bidders can size the chatbot's functional scope and training-data requirements accordingly.	The RFP clause is self explanatory
13	ConveGenius	Chapter V, Cl. 5.2 (Requirement Analysis and Planning) vs Cl. 1.C (Data Collection Module)	20, 26	"Comprehensive study of existing systems across all Directorates, system architecture and datasets, identification of key data points and state-approved KPIs..." (p.20); "Create a Data Collection Module to gather data from areas where it is currently unavailable" (p.26).	For the 13 dashboards under this RFP, kindly share which datasets are already available with the State/OSEPA versus which require fresh data collection. Further, please confirm whether the mode of sourcing this data (i.e., via the chatbot/Data Collection Module as a conversational data-capture channel, or via API-based integration with existing State/Central systems) may be proposed by the bidder based on its own technical assessment during the Requirement Analysis phase, or whether EdCIL/the State intends to prescribe the channel for each dataset.	The RFP Clause is self explanatory
14	ConveGenius	Chapter V, Cl. 5.4 Quarter-3 Dashboards (Scholarship, Digital Initiatives, STEM Initiatives) vs Cl. 5.2	25, 28	"Shall be able to interface (via APIs) with various existing Platforms / Apps of the State (or Central Agencies)" (p.25); Scholarship, Digital Initiatives and STEM Initiatives listed as Quarter-3 dashboards (p.28), without	Kindly confirm whether data for the Scholarship, Digital Initiatives and STEM Initiatives dashboards is to be sourced through API-based integration with the respective existing State/Departmental systems (per the interoperability requirement at p.25), or whether it is to be captured	The data may be sourced through API/ Data collection modules as per the client requirement

		(API interoperability requirement)		specifying their data-sourcing mechanism.	through the Data Collection Module, and identify the specific source systems/APIs to be integrated for each.	
15	ConveGenius	Chapter V, Cl. 5.4 Quarter-3 Dashboard (Teacher Training)	28	"Teacher Training" listed as a Quarter-3 dashboard (p.28), with no accompanying description of its data source or collection mechanism.	Kindly confirm whether the GenAI chatbot/Data Collection Module is expected to support gathering of Teacher Training data (e.g., training attendance, completion, feedback) for this dashboard, or whether this data will be sourced from an existing training-management system via API integration.	The Gen AI should support gathering of teacher training data and also should allow sourcing from existing training management system
16	ConveGenius	Chapter V, Cl. 5.2 (Deployment & Operationalisation / Cloud Security requirements) vs Financial Proposal format (Annexure)	20, 25–26, 81	"Dashboards will be deployed at the SDC..." (p.20) and cloud/security architecture requirements referencing MeitY-empanelled providers (p.25–26); the Financial Proposal format (Annexure, p.81) provides only a Phase-1 lump-sum line and Phase-2 man-month rates for team members, with no separate line item for cloud/hosting infrastructure cost.	Bidders' technical assessment indicates SDC hosting is not well suited to GenAI/LLM-based chatbot workloads (e.g., GPU/compute elasticity, model-hosting and inference needs). Kindly confirm: (a) whether bidders may deploy the GenAI chatbot specifically on an alternate MeitY-empanelled cloud service provider instead of SDC; (b) whether EdCIL/the State will provision and bear the cost of such cloud infrastructure, or whether the bidder is expected to procure it and bear the hosting cost; and (c) if bidder-borne, under which line item of the Financial Proposal (p.81) such recurring cloud hosting costs should be quoted, since the current format does not provide for one.	The bidder should provision for deploying GENAI/ LLM based chatbot on SDC or MEITY Empanelled CSP as per client requirement.
17	ConveGenius	Chapter V, Cl. 5.2 (Team Structure – desirability of regional language) vs Cl. 5.2 (GenAI Chatbot multilingual capability)	21, 24	"It is desirable that the team members be well versed in the regional language" (p.21); GenAI chatbot to incorporate "multilingual capabilities for broader accessibility" (p.24) — no specific languages are named anywhere in the RFP.	Kindly confirm whether English and Odia are the only two languages required to be supported across all chatbot interactions and data collection modules under this project, or whether support for any additional language(s) is also required.	Only English and Odia

18	ConveGenius	Chapter V, Cl. 5.2 (Terms of Reference and Project Implementation Plan) Phase1(PART A) : Development and Deployment of realtime dashboards & Phase 1 Part B (VSK Odisha Dashboards and Analytics Reports)	24, 25	For Dashboard Data	For the 13 proposed dashboards, please clarify which dashboards already have the required data available which will require data collection. For dashboards where data is currently unavailable, is the scope of the GenAI chatbot/application expected to include data capture mechanisms to enable dashboard reporting	The RFP Clause is self explanatory
19	ConveGenius	Chapter V, Cl. 5.2 (Deployment & Operationalisation) / Cl. 1B	20,26	For Gen AI Application	As GenAI applications are typically deployed and scaled on cloud platforms (AWS, Microsoft Azure, or Google Cloud), please let us know whether the state has an existing cloud, or whether EdCIL will procure it?	The GENAI application may be deployed on SDC or MEITY empanelled CSP as per client requirements
20	EY	Chapter – IV Instructions to Bidders Clause 04.10	Page 17	Performance Guarantee: II. Performance Security: i. The successful bidder would be required to submit FDR / DD / PBG of an amount of 3% of the value within 14 days of placing of LOA failing which appropriate action may be taken by EdCIL.	We kindly request to provide 21 days from the date of Notification of Award (NoA) for submission of the Performance Bank Guarantee (PBG), as the process of obtaining a PBG from a Nationalized Bank generally takes up to 21 days.	No Change
21	EY	CHAPTER-V Terms of Reference Clause 5.2 Detailed Scope of Work	CHAPTER-V Terms of Reference Clause 5.2 Detailed Scope of Work	ii. Proposed Team Structure: Qualification and Experience	We request to consider Master of Computer Applications (MCA) as one of the eligible educational qualifications for the roles mentioned below, given its relevance to the prescribed skill sets and responsibilities. 1) State Program Manager 2) Software Developer 3) Data Analyst 4) Business Analyst	No Change

22	EY	CHAPTER-V Terms of Reference Clause 5.2 Detailed Scope of Work	Page# 21	Maintenance and Support: On-site technical support and maintenance will be provided for 3 years post-FAT (Final Acceptance Test). This includes real-time updates, upgrades, performance monitoring, and timely issue resolution. On-site technical support will include the following: 1. State Program Manager (1) 2. Software Developer (2) 3. Data Analyst (2) 4. Business Analyst (2)	While the RFP specifies the deployment of on-site resources for Phase II (Page No. 21), the deployment requirements for Phase I are not explicitly mentioned. Kindly clarify the expected resource deployment model and requirements for Phase I.	The project is deliverable based
23	EY	CHAPTER-VI Eligibility and Bid Evaluation Clause 5.3 Pre- Qualification Criteria	CHAPTER-VI Eligibility and Bid Evaluation Clause 5.3 Pre- Qualification Criteria	Bidder must have minimum average annual turnover of Rs. 8 crores during the last three financial year i.e., 2022-23, 2023-24 and 2024-2025. AND Bidder must be profitable and has positive net-worth in each of the last 3 financial year i.e., 2022-23, 2023-24 and 2024-2025. For MSE/NSIC registered bidder: Bidder must have minimum average annual turnover of Rs. 6 crores during the last three financial year i.e., 2022-23, 2023-24 and 2024-2025. AND Bidder must be profitable and has positive net-worth in each of the last 3	We kindly request the Authority to consider adopting the Annual Turnover criteria as prescribed in the EOI dated 16.05.2025 for the empanelment of Technical and Core Competency Support Service Providers for VSK, Cloud, and other ICT Projects in India.	No Change

				financial year i.e., 2022-23, 2023-24 and 2024-2025.		
24	EY	Chapter VIII Terms and Conditions Clause 8.24 Manpower	Chapter VIII Terms and Conditions Clause 8.24 Manpower	c. If the Client / EdCIL so recommends, a deployed Team Member must be replaced by the agency within a period of 5 working days.	We kindly request the Authority to consider a period of 20 working days for the replacement of a team member when such replacement is recommended by the Client/EdCIL	No Change
25	EY	Section VIII Terms and Conditions Clause 8.6. Termination for default	page# 43	Termination for default The EdCIL should, without prejudice to any other remedy for breach of contract, by written notice of default sent to the Successful bidder, terminate the Contract in whole or part: I. In case the supplier fails to submit the performance bank guarantee within stipulated time, EdCIL reserved the right to terminate the contract without any further notice. II. If the Successful bidder fails to complete the work within the period(s) specified in the order, or within any extension thereof granted by the EdCIL; or III. If the Successful bidder fails to perform any other obligation(s) under the Contract. IV. If the Successful bidder, in the judgment of the EdCIL has engaged in corrupt or fraudulent practices in competing for or in executing the Contract. V. For the purpose of this Clause: • “Corrupt practice” means the	Please add the following clause also in the termination clause: Bidder may terminate this Agreement, or any particular Services, immediately upon written notice to Client if Bidder reasonably determine that bidder can no longer provide the Services in accordance with applicable law or professional obligations.	No Change

				offering, giving, receiving or soliciting of anything of value to influence the action of a public official in the procurement process or in contract execution. • “Fraudulent practice” means a misrepresentation of facts in order to influence a procurement process or the execution of a contract to the detriment of the Borrower, and includes collusive practice among Bidders (prior to or after bid submission) designed to establish bid prices at artificial non-competitive levels and to deprive the Borrower of the benefits of free and open competition; • In the event the EdCIL terminates the Contract in whole or in part, the EdCIL should procure, upon such terms and in such manner, as it deems appropriate, Goods or Services similar to those undelivered, and the Successful bidder should be liable to the EdCIL for any excess costs for such similar Goods or Services. However, the Successful bidder should continue the performance of the Contract to the extent not terminated.		
26	EY	Section VIII Terms and Conditions Clause 8.8. Force Majeure	Page# 44	Force Majeure The Successful bidder should not be liable for forfeiture of its performance security, liquidated damages or	It is recommended to add below clause to under Force Majeure to facilitate remote working: (i) To the extent that the provision of the Services is impacted by a pandemic	No Change

				termination for default, if and to the extent that, it's delay in performance or other failure to perform its obligations under the Contract is the result of an event of Force Majeure. I. For purposes of this Clause, "Force Majeure" means an event beyond the control of the Successful bidder and not involving the Successful bidder's fault or negligence and not foreseeable. Such events shall include, but are not limited to, acts of the Consignee either in its sovereign or contractual capacity, wars or revolutions, fires, floods, epidemics, quarantine restrictions and freight embargoes. II. If a Force Majeure situation arises, the Successful bidder should promptly notify the Consignee in writing of such conditions and the cause thereof. Unless otherwise directed by the Consignee in writing, the Successful bidder shall continue to perform its obligations under the Contract as far as is reasonably practical, and should seek all reasonable alternative means for performance not prevented by the Force Majeure event	(including COVID-19) and any reasonable concerns or measures taken to protect the health and safety interests of either Party's personnel, the Parties will work together to amend the Agreement to provide for the Services to be delivered in an appropriate manner, including any resulting modifications with respect to the timelines, location, or manner of the delivery of Services. (ii) Where Bidder Personnel are required to be in present at Client's premises, Bidder will use reasonable efforts to provide the Services on-site at [Client] offices, provided that, in light of a pandemic the parties agree to cooperate to allow for remote working and/or an extended timeframe to the extent (i) any government or similar entity implements restrictions that may interfere with provision of onsite Services; (ii) either party implements voluntary limitations on travel or meetings that could interfere with provision of onsite Services, or (iii) an Bidder resource determines that he or she is unable or unwilling to travel in light of a pandemic-related risk.	
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CORRIGENDUM -01

S.No	Tender Page No	Tender Clause Reference	Original clause	Revised Clause
1.	Page No 20-21	Chapter 5 Section 5.2 Detailed Scope of Work	It is desirable that the team members be well versed in the regional language.	It is desirable that the team members be well versed in the regional language, i.e Odia.
2.	Page 21	Chapter 5 Section 5.2 Proposed Team Structure Profile: State Program Manager Qualification and Experience	• B. Tech / BE / MBA/ or equivalent from a recognized university • 3-5 years of experience in program/project management. • Proven experience in managing large-scale government or digital platform projects. • Strong stakeholder management, governance, and team leadership experience.	• B. Tech / BE / MBA/ or equivalent from a recognized university • 3-5 years of experience in program/project management. • Proven experience in managing large-scale government or digital platform projects. • Strong stakeholder management, governance, and team leadership experience. • The person should be well versed in Odia Language • The program manager hiring and billing will be discussed with successful bidder after having interview with client/EdCIL.
3.	Page 21	Chapter 5 Section 5.2 Proposed Team Structure Profile: Data Analyst Qualification and Experience	• B.Tech / BE or equivalent from a recognized university • 1-3 years of experience in project coordination, business analysis, or consulting roles.	• B.Tech / BE or equivalent from a recognized university • 1-3 years of experience in project coordination, business analysis, or consulting roles. • Experience in proposal management, stakeholder coordination, and reporting.

			• Experience in proposal management, stakeholder coordination, and reporting. • Familiarity with government projects or implementation of digital platform projects preferred.	• Familiarity with government projects or implementation of digital platform projects preferred. • The person should be well versed in Odia Language
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The Revised date and time of the RFP will be as follows:

S.No	Event Description	Date and Time (as per Tender document)	Revised date and Time
1.	Last Date and Time for receipts of Bids	27.07.2026 till 1600 Hrs	03.08.2026 till 1600 hrs
2.	Date and Time of Opening of Technical Bids	27.07.2026 till 1630 Hrs	03.08.2026 till 1630 hrs

Note: All other terms and conditions of the tender document will remain same.

Sd/-
Chief General Manager (DES)