

FAQs on Request for Expression of Interest for Personalized Adaptive Learning platforms in Andhra Pradesh

1. In what format do we submit the EoI?

The EoI has to be submitted in any format through multiple documents as long as all sections of the '*Application Format to be filled in by Vendors*' are addressed. The soft copies of all the documents have to be emailed to pal@apschooledu.in and hard copies have to reach the office address before deadline. For the vendor presentation on 11-Dec-2018, kindly use the attached PPT template.

2. Can the last date for submission of EoI be extended?

We cannot extend the last date for submission. The EoI is due by **5 pm on 8th December 2018** and should be submitted both through email (pal@apschooledu.in) and offline. Late submissions will not be accepted.

3. My company does not meet the eligibility criteria for financial turnover. Am I still eligible to be considered for the proof-of-concept phase?

We will unfortunately not be able to relax the criteria for financial turnover since the proof-of-concept phase as well as subsequent deployment 2019 onwards requires vendors to have the basic minimum capacity to be able to implement the solution successfully at scale. If you do not meet this criteria, you are not eligible to be considered for the proof-of-concept phase. However, you may apply in the future for scale-up phases post 2019-20 if you meet eligibility criteria at that time (criteria are subject to change).

4. My company does not meet the eligibility criteria for PAL implementation experience in at least 50 government schools. Am I still eligible to be considered for the proof-of-concept phase?

Since multiple vendors have raised this request, and in an effort to encourage multiple good PAL solutions this criteria was relaxed to require vendors to have implemented PAL in at least 50 schools in total, irrespective of whether they are private or government schools. This has also been noted in Corrigendum released on the AP School Education website (<https://schooledu.ap.gov.in>).

5. My product has been implemented in private schools and not low-cost private schools. Can I still provide data on these schools?

Please provide data on all schools your PAL product has been implemented in, irrespective of the type of school. You can provide data on the different types of schools (government, low-cost private, private etc.) in separate rows in Q6, Section A of the Application Form.

6. **Can the price for subsequent year of deployment (beyond 2019-20) be the same as the academic year 2019-20?**

The price for subsequent year of deployment may or may not be different from the academic year 2019-20. We will discuss and clarify this with vendors prior to empanelment.

7. **Can I choose districts or schools in which to implement my PAL solution for the proof-of-concept phase?**

The GoAP will be allocating districts and schools to the selected vendors during the proof-of-concept phase based on whether schools meet certain minimum standards and to ensure that there is consistency in the schools allocated to different vendors. Vendors will hence not get to choose districts or schools.

8. **Does my product need to have Math (in English and Telugu), English language (as subject), and Telugu language (as subject) content ready for the proof-of-concept phase?**

For the proof-of-concept phase, vendors are not expected to have Math (in Telugu), English language, and Telugu language content ready. Vendors however must have at least Math in English language available for the proof-of-concept phase. Vendors are also expected to be willing to create content for Math (in Telugu), English language, and Telugu language for the scale-up phase.

9. **What is the timeline of implementation for scale-up and by when does the content have to be ready?**

The scale-up will take place in a phased manner starting June 2019. Vendors selected for the proof-of-concept phase will have to submit their action plan for developing assessments and content for Math in Telugu, Telugu language, and English language by December 31st 2018. They will also simultaneously have to start preparing content for the scale-up during the proof-of-concept phase. Based on vendor performance during the proof-of-concept phase, submitted action plan, and status of content readiness, vendors will be selected for empanelment. Once empanelled, we will work with vendors to decide a feasible timeline for implementation in the scale-up schools based on content readiness.

10. **Since vendors have to fund the implementation costs, what happens in the situation that we are able to raise funds for less than 10 schools?**

We highly recommend that vendors ensure fund availability to implement in ~15-20 schools. This is necessary for GoAP to analyse the performance of the vendors and their ability to provide solutions at scale. Implementing in less than 10 schools will not reflect the capabilities of the vendor and will provide limited data for analysis. While vendors will still be able to implement their solution in less than 10 schools, they may be at a disadvantage and it may affect their chances to get empanelled.

- 11. Is it necessary that only those vendors that participate in the proof-of-concept phase will be eligible for the scale-up phase? How would the procurement/tender process work if only 1-2 vendors from the proof-of-concept phase prove their efficacy?**

Only vendors that are selected to participate in the proof-of-concept phase will be eligible for scale-up empanelment. There will be no further opportunity after the EoI submission for additional PAL vendors to submit bids or proposals to participate in the scale-up which will take place over academic year 2019-20 and cover up to 2,643 schools. All vendors who prove their efficacy during the proof-of-concept phase (irrespective of the number of vendors) will be empanelled. Note that the GoAP may still choose to conduct separate pilots to discover innovative solutions for scale-up in years beyond 2019-20.

- 12. In the EOI document, for development of Telugu content (Q-28), are there budgets allocated for the GoAP to pay for the content development?**

While the GoAP will not pay for content development, once the content is developed and deployed in schools the vendors will be paid based on a fixed rate.

- 13. Can we continue our work with the set of schools allocated for proof-of-concept phase for a minimum of 3 years so that we can iterate and make things work even after the short phase is over?**

The vendor can continue work with the schools allocated in the proof-of-concept phase as long as they sustain themselves financially.