

- *Invitation for Expression Of Interest* from competent agencies who are professional in giving training development for Teachers in Secondary Schools for School Education and Sports Department, Government of Maharashtra.

This document constitutes the template that the invitation shall follow in its expression of interest. Do not enclose marketing material with the expression of interest. Brochures and similar material may be sent separately if so desired. Limit the amount of sales and marketing-oriented information in the actual offer; focus instead on clearly following the format below:

1. Brief summary of this expression

The Primary education in Maharashtra has seen remarkable and positive impact due to the Pragat Shaikshanik Maharashtra Programme. 65,000 schools have implemented the Constructivism approach to ensure 100% children are learning. 41,000 schools have become Pragat where 100% children are learning at grade appropriate. All 1.05 lakh schools registered themselves under Shala Siddhi self-evaluation school Gradation Tool. Teachers are showing exemplary teaching learning outcomes and are being awarded for the same. 1.52 lakh teachers are registered in the Techsavvy group and are promoting use of technology in classrooms. More than Rs.301.00 crores have been raised through community participation across all schools and more than 53,000 schools have turned digital with the help of community participation and using e-content available in Maharashtra In-service Teachers Resource App (MITRA) developed by Maharashtra Academic Authority.

However, the challenges in secondary level have been very different to those observed in the Primary level. Number of students dropping out in grade 9th and 10th is close to 22.51 percent. Approximately 5 lac students' dropout from the education system. The National Achievement Survey revealed low learning outcomes in students. Early detection of Divyang students is necessary. Secondary education deals with adolescent students. These students are undergoing huge physical as well as emotional transformations. This is a critical age since peer pressure and the need to conform to peer expectations is high. The risk of attraction to various addictions is very high in the adolescent age. In the age digital and social media, cyber security and behaviour needs to be addressed. This is the period

when the students have to perform competitively as well as make some important career decisions related to their future careers and need timely guidance for the same. Since the students have to prepare for global challenges, the 21st Century needs some specific Life skills. There is a need to pay special attention develop them to enable the students reach their true potential.

In order to address the challenges and improve the quality of education in Secondary education, the Pragat Shaikshanik Maharashtra (PSM) was extended to the Secondary level vide GR dated 16th September 2016. The main objectives of the programme to bring drop out of children at zero, ensure 100% children complete secondary education and achieve appropriate learning outcomes. Teacher's role is key in the process of teaching learning is significant and this need to be defined as facilitators. There should be conducive atmosphere for the improvement of Quality in Secondary education.

The PSM GR gives a detailed roadmap to attain these objectives. Various initiatives/concept have been introduced in this GR like Evaluation methodologies, Teaching learning methodologies, Accelerated Learning Programme , Mother School Concept, Inclusive education , Upgradation of Syllabus, text books and evaluation, Revamp of the graded subjects and their evaluation, vocational education, Career Guidance and counselling etc. The State is confident that the effective implementation of the GR will see a marked improvement in the Quality of education in Secondary Schools in the coming years.

Even before the Pragat Shaikshanik Maharashtra, Secondary programme, many efforts were being taken in the State with the help of Government and Private Institutions to train teachers in pedagogy. Accelerated Learning Programme (ALP) is being piloted from the year 2016-17. ALP helps to implement all the above trainings and equips teachers to use the pedagogy to teach the children who are below average.

2. Need for the Project

The state has invested a lot on training more on pedagogical techniques without any impact. In this way, we are wasting our resources. Teachers has to undergo transformative experiences which cause them to challenge deeper beliefs hindering pedagogical change. This needs to lay special focus on professional development of the existing teachers and headmasters who are the major

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stakeholders in the success of the programme. We have to orient the teachers and the headmasters in the following areas for their continuous professional development.

- Psychological and scientific techniques on understanding and connecting to the teenage students and their problems more effectively.
- 21st Century Life Skills that will help the students reach their true potential as much as their academic performance.
- Techniques to identify the uniqueness in each child and identify their strengths and areas of development and create roadmap to deal with them.
- Techniques of Self and organisational leadership.

Rashtriya Madhyamik Shiksha Abhiyan is centrally sponsored scheme for universalization of secondary education. In service refresher training for Teachers and Headmasters in Government and Government aided schools sanctioned in the Annual Work Plan and Budget 2017-18. This will be utilized fully for effective implementation of the PSM and to achieve the aims and objectives mentioned in the PSM. The Maharashtra Academic Authority (MAA), Pune would like to undertake an innovative approach of online training to achieve key deliverables by strengthening capacity of the teachers.

3. Provisions:

RMSA and MAA will conduct a 10 day Continuous Professional Development training of 1 Head master and 2 Teachers in all Government and Government aided Secondary Schools. This program has been designed as a 10-day blended training model with in-person training, exposure visits and online course. This will be a 3 year programme where the beneficiaries will get a level 1, 2 & 3 certificate respectively from the year 2017-18 to 2019-20 subject conditions availability of funds. On completing Level 1 in the year 2017-18, teachers will get credit points which will make them eligible for their 12 years seniority and subsequent benefits.

4. Objectives of the course -

1. Change in mindset and attitude for ensuring 100% children can learn
2. Self-development to expand own vision towards the 21st Century challenges and opportunities.
3. Personal and Organisational Leadership techniques.

4. Neuro science and Psychology based scientific techniques for understanding and connecting to the teenage students and address their problems more effectively for enhanced academic performance.
5. Understanding the 21st Century Life Skills that will help the students in future careers for better employability or entrepreneurship.
6. Techniques to identify the uniqueness in each child and identify their strengths and areas of development and create Career roadmaps for them.

5. Scope of the Project:

1. One Headmaster and Two Teachers from selected Government and Government aided secondary schools.
2. One master trainers from every Block/Urban Resource centre
3. One expert from every District Institute of Education for Continuous Professional Development (DIECPD) and Two experts from MAA
4. Total 10 days, including two days face to face, one day field visit, 5 days online and two days feedback sessions.
5. Total number of 42,053 (approximately) participants will be covered.
6. Availability of Funds under Teachers Training Head of RMSA.

5.1. Role of the Agency:

The Agency will conduct an in-service refresher training course for 1Headmaster and 2 teachers from all Government, including local bodies and Government Aided Secondary schools. As a part of the training program the Agency will be responsible for the following:

1. The Agency shall provide support to the MAA to set up the criteria for the selection of the beneficiaries of the training program.
2. The Agency shall conduct a 2 day training workshop for the induction of 408 Master Trainers, 36 experts from DIECPD, 2 experts from CPD department of the MAA.
3. The Agency shall develop an online platform for the registration of the Master Trainers, experts from DIECPD and MAA, with downloadable training material for the Induction
4. The Agency shall monitor the induction training program conducted by the Master trainers for all the 41607 (approximately) teachers from Government

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Secondary schools, including local bodies and Government Aided Secondary schools

5. The Agency shall provide a reporting format for the teachers to upload their observations from their visit to Mother School. The visit will be facilitated and monitored by the DIECPD and Master Trainers.
6. The Agency shall develop an online training web portal with 5-day interactive training content.
7. The Agency shall monitor the completion of the online training module by all the 41,607 teachers (approximately) and 408 Master Trainers.
8. The Agency shall develop a helpline for providing individual technical assistance to the users of the training portal
9. The Agency shall develop an evaluation methodology for the training program and monitor the evaluation for the 41,607 (approximately) secondary schools teachers and HMs, and 408 Master Trainers across Maharashtra
10. The Agency shall conduct a 1-day feedback session for the Master Trainers.
11. The Agency shall provide certification to the Master Trainers and the other beneficiaries on the successful completion of their roles and responsibilities for the program, in collaboration in MAA.
12. The agency shall develop a tool to conduct the impact assessment.
13. The Agency shall provide a comprehensive report to MAA on the completion of level 1 of the teacher training.

5.2. Role of Maharashtra Academic Authority (MAA)

1. MAA with the technical support from agency will set up selection criteria for the participants in this course.
2. MAA will develop detail guidelines and issue it to the field level functionaries for immediate action.
3. MAA will orient district level functionaries about the course and their role in the programme.
4. MAA will ensure the selection of the 408 Master Trainers, experts from 36 DIECPD and 2 state level experts from CPD department.
5. MAA will ensure the selection of the 41,607 (approximately) teachers and Headmaster as per the set criteria.
6. MAA will ensure the availability of adequate funds under RMSA.

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7. MAA will provide for the logistics, TA DA and honorarium for the training of the Master Trainers and all the other Beneficiaries as **per** the Government norms.
8. MAA in collaboration with the Agency will provide certification to the Master Trainers and the other beneficiaries upon successful completion of their roles and responsibilities of the training program.

6. Timeline of the Project for the year 2017-18

Date	Activity
5 July 2017 – 15 th July 2017	Selection of 408 Master trainers, 36 experts from DIECPD, 2 experts from MAA and 41,607 Teachers and Head Masters (approximately) from Government Secondary schools.
15 th July 2017 -31 st July 2017	Induction training at regional level for the 408 Master trainers along with online registration
1 st August 2017 - 30 September 2017	The Master Trainers would conduct the Induction training program for the 41,607 (approximately) secondary school teacher and HMs at block level.
1 October 2017- 31 October 2017	41,607 teachers and HMs (approximately) would visit another secondary school at the same block and upload their observation report on the training portal
1 November 2017 - 15 November 2017	5-day online training module along with the online assessment to be completed by the Master Trainers within 15 days
15 November 2017 - 31 January 2018	Online training of the teachers and HMs will be conducted phase-wise according to their districts
15 December 2017 - 28 February 2018	Assignments will be uploaded by the teachers and HMs in the subsequent month of completing their online training module
1 February 2018- 28 February 2018	Feedback from the Master Trainers will be received on the training portal
March 2018	Certification will be provided for all the Master Trainers on successful completion of their roles and responsibilities for the training. Certification will also be provided for all participants who have successfully completed the training program. Measuring the Impact of the Programme as per the developed mechanism

7. Selection of Organisation/Agency:

7.1. General:

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1. Only Reputed and not for profit organisation/agency working in the field of secondary education with experience in the relevant field for last three years or more shall be eligible to participate in this EoI
2. Organisation/agency must have expertise and experience in the development of textual material, modules on Life Skills and Career Guidance.
3. Organisation/agency must have expertise in neurodevelopment and psychology for adolescents.
4. Organisation/agency should have experience and expertise in teacher training.
5. Organisation/agency should have an inhouse technology support for Learning Management System, E- Content generation and evaluation expertise, impact assessment mechanism, sufficient server capacity.
6. Organisation/agency should have an experience of working with state level institutions and Government projects in the field of education, using technology with a reach of minimum 1 lac beneficiaries.
7. Preference will be given to organisation/agency have done a similar kind of pilot with respect to professional development of teachers in secondary schools
8. Advantage will be given to organisation/agency that are fluent in Marathi and have developed content in Marathi for state level institutions.
9. Course should be appropriate, teacher friendly, attractive and useful for the teachers in secondary schools.

7.2. Academic:

1. All the academic and leadership related aspects has to be incorporated in the course.
2. It should increase self-learning capacity of the teachers.
3. It should help the teachers to improve their academic potential.
4. It should be on the basis of constructivism.
5. Its contents should help the teachers to conduct day to day activities for learning of 100% children.

7.3. Financial:

1. Average annual turnover of the NGO (Proof to be attached) in last three years

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should be 5 lakhs annually.

2. The Organisation/agency must have past experience of having executed work with state level institutions at large scale, produce evidence thereof to assess their Financial Capacity and organizational ability to execute course.
3. The price of the course should be market competitive.
4. The selected Organisation/agency should furnish a Performance Guarantee @ 2% of the value of Order to the relevant procurement authority at the time of receiving the Order.
5. A non-refundable amount of Rs.5,000/-(Five thousand only) shall be paid as Tender fee in the form of Pay order / Demand Draft issued by any Nationalized Bank favoring "Director, Maharashtra Academic Authority, Pune" payable at Pune.
6. Interested entities will need to include the documents and details in support of their claim of eligibility to participate in this EoI along with the requisite fee.
7. Tender should be clearly marked "Expression of Interest for Continuous Professional Development Course" with relevant documents should be sent to MAA Office on or before 5.00 pm on 29th June , 2017. The sample in physical form of the concerned course design, and Tender Fee, all packed in sealed envelope should also be sent not later than 5:00 pm 29th June 2017 either by hand or by Registered Post to the given address

Director, Maharashtra Academic Authority, Kumthekar Road, Sadashiv Peth,
Pune-30, E-mail address: dir.mscert@gmail.com, Tel. No: +91 20-24478122.

8. Parameters for Evaluation:

The Government is looking at providing Quality Education to the students of secondary classes and hence, proposal received from the Organization/ Agency will be evaluated strictly as per the following parameters:-

1. Experience in teacher training,
2. Expertise in life skills and career guidance in the last three years.
3. Man power capabilities with experience personnel to carry on the project.
4. Methodology and Process
5. Quality of e-content
6. Price of the project shall be market competitive and shall be inclusive of all Taxes, Duties, etc.
7. For overall implementation of projects. A presentation of all the bidders that qualify for the technical evaluation round shall be called. The bidders shall be evaluated on the following aspects:
 - i. Understanding of Scope of Work
 - ii. Approach & Methodology
 - iii. Content and design of course
8. Associations with third party agency or having an in-house technology to create and support for Learning Management System, E- Content generation in Marathi and evaluation expertise, impact assessment mechanism and with sufficient server capacity
9. Past experience in working extensively with secondary students and the Government.
10. Experience in handling projects with state level educational institutions with more than 1 lakh online beneficiaries.

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Technical Evaluation

Sr. No	Criteria	Maximum Marks	Method of allotting marks		
			Sr. No	Bidders having experience of number of Projects	Allotment of Marks
1	Number of projects related in the development of textual material, modules on Life Skills and Career Guidance for any Central or State Government Departments / PSUs.	30	1	>3	30
			2	2	15
			3	1	10
			4	No project	0
2	Average annual turnover of the Sole Bidder / NGO (Proof to be attached) in last three financial years i.e. 2014-2015, 2015-2016 & 2016-2017.	20	Sr. No	Turnover in Rs in Lakh	Allotment of Marks
			1	More than 50	20
			2	>25 but < 50	15
			3	>5 but <25	10
3	Organisation/ Agency should have an experience of working with state level institutions and Government projects in the field of education, using technology like E-Content generation and evaluation expertise, impact assessment mechanism, sufficient server capacity with a reach of minimum 1 lac beneficiaries.	30	Sr. No	No. of beneficiaries	Allotment of Marks
			1	More than 2,00,000	30
			2	1,75,000 to 2,00,000	15
			3	1,25,000 to 1,50,000	15
4	1,00,000 to 1,25,000	10			

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Sr. No	Criteria	Maximum Marks	Method of allotting marks		
4	Methodology and Process for overall implementation of projects. A presentation in the form of colour printout should be submitted along with the EOI. The bidders shall be evaluated on the following aspects: <ul style="list-style-type: none"> i. Understanding of Scope of Work ii. Approach & Methodology iii. Content and design of course 	20	1	Project Plan	20
Total		100			

9. Selection of Bidder/Agency

1. Bidder who scores the highest total marks in the Technical Evaluation shall be declared as the preferred bidder.
2. In the event that one or more bidders have the equivalent marks, department shall consider view of the Project implementation Committee and decide the preferred bidder.
3. After selection, a letter of Award (the "LOA") shall be issued in duplicate by the department to preferred bidder and preferred bidder shall within seven days of receipt of LOA, sign and return the duplicate copy of LOA in acknowledgement thereof. In the event of duplicate copy of LOA duly signed by the preferred bidder is not received by the stipulated date, department may, unless it consents to extension of time for submission thereof, appropriate the EMD of such bidder as damages on account of failure of the Selected bidder to acknowledge the LOA.

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4. After acknowledgement of LOA as aforesaid by preferred bidder, it shall cause the concessionaire to execute the concession agreement within the period prescribed.
5. The agreement or contract with selected Bidder/Agency will remain valid for the period of the 3 years and shall be extendable to a maximum of 1 more year thereafter based on satisfactory performance of successful bidder. Any such decision for extension shall be taken by the Project Implementation Committee (PIC).

10. Other:

1. MAA reserves the right to accept or reject any/all of the Expression of Interest submitted by the entities.
2. The EoI document does not constitute any binding offer or an agreement by MAA. The EOI document may be withdrawn or cancelled by MAA at any point of time during the process, without assigning any reasons thereof.
3. Neither MAA nor its employees, consultants, advisors accept any liability or responsibility for the accuracy or completeness of, nor make any representation or warranty, express or implied, with respect to the information contained in the EoI, or on which the EoI is based. Nothing in the EoI should be relied on, as a promise or representation as to the future.
4. The Applicant shall bear all its costs associated with or relating to the preparation and submission of the EoI including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the Authority or any other costs incurred in connection with or relating to its EoI.

11. Price limitation:

To introduce the course for teachers and Head teachers from the available funds, there shall be price limitation and hence, it is decided to select proposal of the quality specified herein above is found to be more than Rs. 300/- per participants per day for 5 days, such offers will be summarily rejected even if other parameters are as specified herein above.

12. Documents Required with Submission of EOI

The interested entities should apply with following details & relevant supporting documents:-

Self-attested copies of documents along with photo copies of all particulars showing that the organization/Agency has the Financial, Technical and Organisational capability to fulfil all conditions of this EOI, shall be submitted which shall also include the following documents.

1. Certificate of incorporation / Registration of companies under charity commissioner act / Companies registration act 1956 / Bombay trust act 1950 / Society registration act 1860.
2. Certified copies from CA's in form of photocopies for documents showing average turnover during the last 3 years i.e (2014-2015,2015-2016,2016-2017)
3. Earlier experience in similar work as mentioned in point 7 of this document.
4. The Tender Fee in form Demand Drafts must be submitted along with the Eoi.
5. All other Annexure duly filled in and any other related information.

13. Schedule of Payment

The schedule of payment will be as under:

1. 50% of the payment will be released after agreement between MAA and the agency
2. 20% after the completion of the online training of the Master Trainers
3. 20% after completion of online training of all the headmasters and teachers
4. 10 % after submission of report to MAA

All payments will be released subject to availability of funds to MAA under RMSA

14. Earnest Money Deposit (EMD)

Earnest Money Deposit (EMD) of INR 1,00,000 has to be paid via Demand Draft to the department.

1. The successful bidder's EMD will be discharged by the Department only after signing of contract.
2. EMDs of unsuccessful bidders will be discharged / refunded within 1 month of signing the contract with the successful bidder.
3. The EMD amount shall bear zero interest.
4. The EMD shall be forfeited in the following cases:
 - e.1. If a bidder withdraws its bid during the period of Bid Validity specified by bidder on the bid form.
 - e.2. In case of a successful bidder, if the bidder fails to sign the contract.
5. No bidder shall be exempted from submitting the EMD.
6. The bidder shall be liable to pay liquidated damages and penalty imposed by the inviting authority in the event of non-fulfilment of any of the terms or whole of the contract.

15. Schedule of Activities

No.	Activity	Date & Time
1.	Eoi document can be downloaded from website	15 th June 12:00 PM
2.	Last Date for submission of Bid	29 th June 17:00 PM
3.	Last date for submission of physical Samples and concerned fees.	29 th June 17:00 PM
4.	Opening of Eols	30 th June 11:00 AM

Interested Organization/Agency from anywhere in India, whose course have the aforementioned qualifying eligibilities, may submit their proposal with their credentials to the Director, Maharashtra Academic Authority, Kumthekar Road, Sadashiv Peth, Pune-30 on or before 5.00 pm on, 29th June, 2017.

Address for submission of EOI and for any further clarifications:

Director, Maharashtra Academic Authority, Kumthekar Road, Sadashiv Peth, Pune-30 E-mail address: dir.mscert@gmail.com, Tel. No: +91 20-24478122