

*Expression of Interest (EoI)*  
*for*  
*Selection of Technology Provider*  
*to setup*  
*Centre of Excellence (CoE)*  
*for*  
*Simulation and Modeling at*  
*IGIT, Sarang - 759146*

*IGIT, Sarang - 759146*

*S. M. S.*  
*09/08/2023*



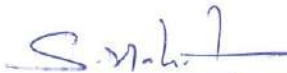
**INDIRA GANDHI INSTITUTE OF TECHNOLOGY,  
SARANG, DHENKANAL, ODISHA, PIN-759146  
(An Autonomous Institute of Govt. of Odisha)**

No. IGIT/PA/ 427

Date: 09/08/2023

**EXPRESSION OF INTEREST (EOI)**

Indira Gandhi Institute of Technology, Sarang, (IGIT), Sarang, invites Expression of Interests (EOIs) from interested OEM / Technology Partner for Setting up and Running a Centre of Excellence (CoE) on "Simulation & Modeling". The CoE will impart digital skills to the students of technical institutes and train, handhold, and guide the faculty members and research scholars for training, research, and consulting works. The training programs offered will be to meet the current as well as future skill needs of the Manufacturing industry and will make the youth employable to meet the industry needs. The details regarding eligibility criteria, the scope of work, EOI schedule, instructions, and the prescribed application formats are available on the website <https://igitsarang.ac.in> which may be downloaded between **10-08-2023 to 31-08-2023**. Interested applicants may send their documents containing all the requisite details in sealed covers to the undersigned by **03.30 P.M. of 31-08-2023** through Registered Post/ Speed Post of Indian Postal Service only and the same will be opened at **11.00 A.M. on 04-09-2023**. The Authority reserves the right to accept or reject any or all the offers without assigning any reason thereof.

  
DIRECTOR 09/08/2023

Indira Gandhi Institute of Technology, Sarang,  
Dist.- Dhenkanal, Odisha-759146.  
Mail: [principal@igitsarang.ac.in](mailto:principal@igitsarang.ac.in)  
Institute Website: <https://igitsarang.ac.in/>

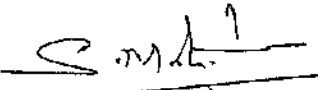
**Director**  
Indira Gandhi Institute of Technology  
Sarang, Dist Dhenkanal



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**SECTION-I**

**Date: 10/08/2023**

IGIT, Sarang invites Expression of Interest (EoI) from eligible firms for "Selection of Technology Provider to setup a Centre of Excellence (CoE) for Simulation and Modeling Centre."

**1.1 The Participating Agencies must fulfill the following pre-requisites**

S. No.	General Conditions
A	The Technology Partner (TP) should be a company recognized for providing Technological products in the centre/ areas listed in the Section II. Original Equipment Manufacturer (OEM) may be participated as the Technology Partner (TP). The TP may execute the task of setting up the Centre of Excellence (CoE).
B	The Technology Partner (TP) should be entities registered in India under the Companies Act/ LLP Act/ Societies Registration Act.
C	The Technology partner (TP) should have been in existence for at least Ten years (10 years) in India.
D	The Technology partner (TP) should not have been blacklisted by any Government/ Department/ Body in India.


1.2 The bidding document may be downloaded free of cost from the website (<https://igitsarang.ac.in/>)

1.3 Interested firms shall submit the EOI in the prescribed format on or before 31/08/2023

1.4 The firm must be present at IGIT, Sarang, on 04/09/2023 at 11.00AM.

1.5 The proposal shall be sent through speed post/ registered post only to the Director, Indira Gandhi Institute of Technology, Sarang, Dist.- Dhenkanal, Odisha-759146.

1.6 All amendments, time extension, clarifications etc. will be uploaded on the above website only and will not be published in newspapers. The bidders should regularly visit the above website to keep themselves updated.

  
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**1.7 Key dates:**

Sl.	Description	Important Information
1.6.1	Date of Invitation for EoI	10/08/2023
1.6.2	Due date & time for submission of Proposal	31/08/2023
1.6.3	Date of Opening of the Proposal At Seminar Hall of Production Department, IGIT Sarang	04/09/2023

**1.2 Definitions:**

- a) "Applicable Guidelines" means the policies of IGIT, SARANG governing the selection and Contract award process as set forth in this EoI.
- b) "Applicable Law" means the laws and any other instruments having the force of law in India, as they may be issued and in force from time to time.
- c) "Site or Lab Site or Institute" means IGIT, Sarang.
- d) "Client or Department" means IGIT, SARANG.
- e) MoA means Memorandum of Agreement.
- f) OEM means Original Equipment Manufacturer.
- g) "Technology Partner (TP)" means a legally- established firm or an entity which is also an OEM or their designated System Integrator (The OEM authorization will be required in this case) of technological products (Software & Hardware) supplied under this Contract.
- h) "Contract" means a legally binding written agreement (MoA) signed between the Client, OEM and the Technology Partner (TP) and includes all additional documents as may be specified by the Client.
- i) "ITL" means the Instructions to TPs that provides the TPs with all information needed to prepare their Proposal.
- j) "Data Sheet" means an integral part of the Instructions to OEM/TP that is used to reflect specific assignment conditions to supplement, but not to over-write, the provisions of the ITL.
- k) "Day" means a calendar day.
- l) "Experts" means, collectively, Key Experts, Non-Key Experts, or any other personnel of the TP, Sector Partner or Consortium member(s).
- m) "Government" means the Government of India/ Odisha.
- n) "Key Expert(s)" means an individual professional whose skills, qualifications, knowledge and experience are critical to the performance of the Services under the Contract.

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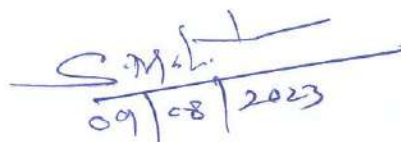
- o) “Non-Key Expert (s)” means an individual professional provided by the TP /EP or its Sector Partner and who is assigned to perform the Services or any part thereof under the Contract.
- p) “Services” means the work to be performed by the TP pursuant to the Contract.
- q) “TOR” means the Terms of Reference that explain the objectives, scope of work, activities, and tasks to be performed, respective responsibilities of the Client and the TP, and expected outcomes.

**SECTION – II**

**2.1 Objectives**

The CoE should bridge the skill gap of industries and help in fulfilling the needs and impart state-of-the-art industry-oriented training to help foster significant innovation and learning in Technical Education and Industrial segment. It should also give exposure to the state-of-the-art technologies prevailing in Industry to the students, faculty members & Professionals. It should also assist the institute (Academic/Industrial) to bridge the Industry Institute connect. The mission of the Centre of Excellence is to promote implementation and advancement of knowledge in the domains of Product Innovation, Manufacturing Process & Production, Asset Lifecycle Management, Predictive Engineering Analytics, Asset Performance Management & Innovative Manufacturing, through research and education partnership with the industry. The following key points must be addressed in the proposed CoE:

- a. The Centre is being set up with the aim of conducting Industry connected skill development programs, Industrial Consultancy and Industry focused Research and Development projects. It would be necessary to sign a MoA with the Original Equipment Manufacturer (OEM) and Technology Partner(TP) which will be selected after completion of the bidding process.
- b. This Centre should be on Build, Operate and Transfer (BOT) Mode.
- c. All the Hardware should be of industrial standards.
- d. The software should not be restricted to educational limits. It should be equipped with industrial features allowing the Institute to offer Industrial consultancy and research as well, apart from the skill development.
- e. The Executing partner (EP) for executing the CoE in terms of installation of hardware/software and running the Centre on a day to day basis. However, the identities of the Technology Partner should be clearly specified.

  
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In this Expression of Interest (EoI), IGIT, Sarang invites a potential Technology Partner (TP) to set up a Centre of Excellence in Simulation and Modeling to address industrial needs of Skill Development, Consultancy and Industry focused Research in the areas listed below:

- Communication Centre
- Circuit and Electronics with Lab Board Centre
- Auto Vehicle Centre (Priority will be given to work with Electric Vehicle)
- Renewal Energy (Solar, Wind, Fuel, Tidal, etc.) Centre
- Structural Health Monitoring Centre
- Mechatronics Centre (Priority will be given to work with Robotics, Drone)
- 3D Printer Tool Centre

## **2.2 Scope of Work**

IGIT, Sarang is inviting Expression of Interest for "Selection of Technology Partner (TP)" to setup a "Centre of Excellence in Simulation and Modeling Centre at IGIT, Sarang".

This would be a turnkey project where the Technology Partner (TP) will be responsible for the supply of the technological product / lab Hardware and software as well as commissioning of entire hardware/ software set up. The Technology Partner (TP) should run the laboratories set up under this turnkey project along with the institute faculty for a period of three (3) Years. This may be extended another two (2) years if both the parties agree. The equipment and software installed under this project must be state-of-the-art and industry relevant and should cater to the current and futuristic requirements of the industry. The CoE will be under the overall administration of IGIT, SARANG.

IGIT, Sarang will provide building space to setup the Centre of Excellence. The Technology Partner (TP) once selected shall sign a Memorandum of Agreement (MOA) with the Institute. The services proposed in the CoE can be provided directly by the Technology Partner (TP)'s.

The Centre of Excellence should be an interdisciplinary, industry backed Centre focused on developing skill and excellence in the fields of **Product Innovation, Manufacturing Process & Production, Asset Lifecycle Management, Predictive Engineering Analytics, Asset Performance Management & Innovative Manufacturing.**

Through training and implementation of industry-relevant technology and processes, the Centre should facilitate the creation of a multi-disciplinary learning environment across Technology and Engineering. The Centre should possess the necessary infrastructure and

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expertise to train students to adapt to the need of industries to be ever-evolving and help build skills around collaboration and innovation. The Centre should leverage the Technology Partner's capability to draw upon the expertise from various areas of Electronics-Manufacturing, Automotive, Aerospace, Defense and Industrial Machinery. The Technology Partner should also work to connect the Institute to organizations operating in the fields of Industrial Engineering as Electronics Industries, Food and Beverage Industries, Chemical Industries, Aerospace Industries, Automotive Industries etc. with the aim strengthening the Industry-Institute connect.

**2.3 Instructions to Technology Partner**

2.3.1 Introduction	a. The Client IGIT, Sarang intends to select a Technology Partner (TP). b. The TPs along with their EPs should familiarize themselves with the local conditions and take them into account in preparing their Proposal.
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2.3.2 Conflict of Interest	<p>a. The TP is required to provide services, at all times holding the Client's interest paramount, strictly avoiding conflicts with other assignments or its own corporate interests and acting without any consideration for future work.</p> <p>b. The TP has an obligation to disclose to the Client any situation of actual or potential conflict that impacts its capacity to serve the best interest of its Client. Failure to disclose such situations may lead to the disqualification of the TP or the termination of its Contract and/or sanctions by the Client.</p> <p>c. Conflicting Relationship: Relationship with the Client's staff: a TP (including its Experts) that has a close business or family relationship with a professional staff of the Client, who are directly or indirectly involved in any part of</p> <ul style="list-style-type: none"><li>i. the preparation of the Terms of Reference for the assignment,</li><li>ii. the selection process for the Contract, or</li><li>iii. the supervision of the Contract, may not be awarded a Contract, unless the conflict stemming from this relationship has been resolved in a manner acceptable to the Client throughout the selection process and the execution of the Contract.</li></ul>
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2.3.3 Corrupt and Fraudulent Practices	<ol style="list-style-type: none"><li>a. Client requires compliance with its policy with regard to corrupt and fraudulent practices.</li><li>b. In further pursuance of this policy, TPs shall permit and shall cause their Experts, Partners, services providers or suppliers to permit the Client to inspect all accounts, records, and other documents relating to the submission of the Proposal and contract performance (in case of an award), and to have them audited by auditors appointed by the Client.</li></ol>
2.3.4 Eligibility	<ol style="list-style-type: none"><li>a. The Client permits TPs from India to offer services under this EoI unless otherwise blacklisted.</li><li>b. Furthermore, it is the TP's responsibility to ensure that its experts, partners, agents, service providers, suppliers and/or their employees meet the eligibility requirements as established in this document.</li><li>c. Government officials and civil servants in India/ Odisha are not eligible to be included as Experts in the TP's Proposal unless such engagement does not conflict with any of the provisions of this engagement or employment or other laws, regulations, or policies of India.</li></ol>

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2.3.4	Cost of Preparation of Proposal	a. The TP shall bear all costs associated with the preparation and submission of its Proposal, and the Client shall not be responsible or liable for those costs, regardless of the conduct or outcome of the selection process. The Client is not bound to accept any proposal, and reserves the right to annul the selection process at any time prior to Contract award, without thereby incurring any liability to the TP.
2.3.5	Language	a. The Proposal, as well as all correspondence and documents relating to the Proposal exchanged between the TP and the Client, shall be written in the English
2.3.6	Proposal Validity	a. The period during which the TP's Proposal must remain valid after the Proposal submission deadline. b. During this period, the TP shall maintain its original Proposal without any change. c. If it is established that any Key Expert nominated in the TP's Proposal was not available at the time of Proposal submission or was included in the Proposal without his/her confirmation, such Proposal shall be disqualified and rejected for further evaluation.
2.3.7	Extension of Validity Period	a. The Client will make its best effort to complete the negotiations within the proposal's validity period. However, should the need arise, the Client may request, in writing, all TPs who submitted Proposal prior to the submission deadline to extend their Proposal' validity.

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	<p>b. If the TP agrees to extend the validity of its Proposal, it shall be done without any change in the original Proposal.</p> <p>c. The TP has the right to refuse to extend the validity of its Proposal in which case such Proposal will not be further evaluated</p>
2.3.8 Revenue Sharing	<p>a. CoE will be used to conduct different training programs, Industrial Consultancy and research work. The Institute will have full share/rights on the revenue generated and IPR out of these activities</p>
2.3.9 Availability Key Experts	<p>a. The invited TP shall confirm the availability of all Key Experts included in the Proposal as a pre-requisite to the negotiations. Failure to confirm the Key Experts' availability may result in the rejection of the TPs Proposal and the Client proceeding to negotiate the Contract with the next-ranked TP.</p> <p>b. Notwithstanding the above, the substitution of Key Experts at the negotiations may be considered if due solely to circumstances outside the reasonable control of and not foreseeable by the TP, including but not limited to death or medical incapacity. In such case, the TP shall offer a substitute Key Expert within the period of time specified in the letter of invitation to negotiate the Contract, who shall have equivalent or better qualifications and experience than the original candidate</p>

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*09/08/2023*



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**SECTION – III**

**3.1 Eligibility Criteria**

Sl.	Evaluation Metric	Documentary Proof
1	OEM Authorizing their Technology partner (TP) with a minimum Turnover of 50 Cr. in each year for the Last 3 years.	Authorization letter from the Technology partner (TP). Audit Financial Statement of last three F.Y. i.e. 2020-21 & 2021-22, 2022-23, Annual Report of the TechnologyPartner (TP).
2	Technology Partner (TP) should be such entities registered in India under the Companies Act/ LLP Act/ Societies Registration Act or as a Trust.	Certificate of Incorporation / Registration Certificate
3	Technology partner (TP) should have been in existence for at least 10 years in India.	The Certificate of Incorporation of the Technology partner (TP) should be submitted. The Technology Partner (TP) must have registered office in India.
4	Technology partner (TP) and should not have been blacklisted by any Government/ Department/ Body.	Self-declaration to be provided by Technology partner (TP).
5	Existing CoE Setup	The Technology Partner (TP) must have similar experience of setting up COE's for at least 3 years.  The Technology Partner (TP) should have executed minimum 3 such COE's within India.

*S. Mallick*  
09/08/2023



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6	Domain Expertise	The Technology Partner (TP) should be in the domain, in the mentioned labs as per the technical scope.
7	Training Expertise of Executing Partner (if Any)	The Executing Partner should be a company working in the field of software implementation/Automation Software implementation for a period of at least five (5) Years.
10	Customer Feedback	Customer feedback on the CoE in the form of appreciation letters or public domain information such as website/published report on similar CoE should be submitted.

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09/08/2023





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**3.2 Details of Forms to be submitted**

**A. EoI SUBMISSION FORM**

To

\_\_\_\_\_  
\_\_\_\_\_

Dear Sir/ Madam,

We, the undersigned, intend to participate as a Technology Partner (TP) for setting up of Centre of Excellence in accordance with your EoI dated \_\_\_\_\_.

We will participate in the bidding process and on selection, will execute the project activities on timely basis.

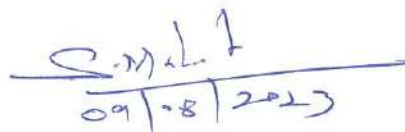
We hereby declare that we have read the Instructions to TP included in the EoI, and abide by the same, and specifically to conditions mentioned in Instruction to the interested parties. [In case of any declaration, reference to concerned document attached must be made]. We hereby declare that all the information and statements made in this Proposal are true and we accept that any misleading information contained in it may lead to our disqualification.

We undertake, if we will be selected in the bidding process, OEM and we sign the MoA and initiate the project as per the timelines prescribed.

Yours faithfully,

Authorized Signature \_\_\_\_\_ : Name and Title of Signatory: \_\_\_\_\_

Name of Firm: \_\_\_\_\_ Address: \_\_\_\_\_

  
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**B. OEM DECLARATION**

To

\_\_\_\_\_

Dear Sir/ Madam,

We, the undersigned, intend to be a Original Equipment Manufacturer (OEM) for setting up of Centre of Excellence in accordance with your EoI dated \_\_\_\_\_.

We will/ (Our Technology Partner (TP) will) participate in the bidding process and on selection, will execute the project activities on timely basis.

We have attached a copy ("Authorization Letter") authorizing our Technology Partner to execute the project.

We hereby declare that we have read the Instructions included in the EoI, and abide by the same, and specifically to conditions mentioned in Instruction to interested parties. [In case of any declaration, reference to concerned document attached must be made]. We hereby declare that all the information and statements made in this Proposal are true and we accept that any misleading information contained in it may lead to our disqualification.

We undertake, if we/ our Technology Partner (TP) will be selected in the bidding process, we and our Technology Partner (TP) will sign the MoA and initiate the project as per the timelines prescribed.

Yours faithfully,

Authorized Signature \_\_\_\_\_: Name and Title of Signatory: \_\_\_\_\_

Name of Firm: \_\_\_\_\_ Address: \_\_\_\_\_

- C. Authorization letter from the Original Equipment Partner (OEM) to the technology partner (TP) (firm can use its own format to prepare this document)
- D. Certificate of registration/ incorporation of the Technology Partner (firm can use its own format to prepare this document)
- E. Self-Declaration against blacklisting of TP (firm can use its own format to prepare this document)

*G. M. S. I.*  
*02/08/2023*



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**SECTION – IV**

**4.1 Technical Scope**

**Concept**

The overall plan, as part of this program is to encourage a TP to setup a Centre of Excellence (CoE) in Simulation and Modeling Centre. The CoE is being setup to offer an interrelated high technology, modular, skilling facility and offer demand driven courses.

The CoE, to be designed by the Technology Partner (TP), is envisioned to be setup as a State of the Art Centre of Excellence (CoE) in which the Technology Partner (TP) brings in their best-in-class equipment/ tools/ machines/ simulators (commonly referred to as equipment) to be used for training purposes. The COE will be located in an appropriate space offered by the client. The CoE will be managed professionally by the TP. The infrastructure for the CoE will be made ready by the client as per the specifications given by the TP.

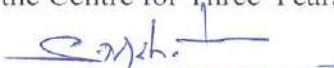
The CoE will run under the overall operational management of the TP and the Institute. The Technology Partner under the Guidance of the OEM, will be responsible for devising and implementing a three-year rolling plan and ensuring that the CoE is constantly upgraded and provides a high technology ecosystem for skilling/ up- skilling/re-skilling/ cross-skilling and multi-skilling. The Techonoly Partner (TP), will be expected mobilize students for training which will help generate revenues at the CoE which can help offset the overall costs of the CoE.

Overall administrative, quality and financial responsibilities including the management of the CoE. marketing, branding, placement, course content, pedagogy, etc. will be the responsibility of the Technology Partner. The Technology Partner may engage with, invite and sign MoUs with industries (such as equipment manufacturers, software developers, tool and device manufacturers that service the sector) and continuously engage with the industries to ensure that the CoE remains relevant at all times.

**4.2 Role of the Technology Partner**

The role of the Technology Partner shall include the following:

1. Setting up of the CoE including Installation of Equipments such as; Software, Hardware, etc.
2. Providing Operation team to manage the Centre for Three Years

  
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3. To design the CoE and to develop a three-year strategic rolling plan for the CoE along with the client and be responsible for implementing the plan.
4. Identify and formulate training programs to develop skills in futuristic/ disruptive technologies and associated skill sets required for industry ready.
5. To develop courses, course content, course work, manuals, standard operating procedures, and standards, disseminate the same with the overall intent of improving the skill sets of individuals.
6. To impart high-end skills (and not generic skills) to Students, unemployed individuals and employed individuals (looking to up skill/ re-skill themselves).
7. To conduct train the trainer programs.
8. To conduct need based/ on-request training programs to cater to specialized requirements of corporate, and to generate revenue through these programs.
9. To carry out assessment, certification of trainees.

#### **4.3 Scope of Services**

The CoE will promote inter-disciplinary research involving Renewal Energy, Structural health monitoring, Advance Circuit, Mechatronics, robotics and advanced communication technologies in 5G and Artificial Intelligence (AI), to enhance new generation of through 3D printer and novel Tools. The CoE will also develop use cases across industrial automation, Energy, Auto Vehicle, Road and Transport, agriculture and disaster management. The center will facilitate engagement and cooperation between academia, start-ups and industry ecosystem partners to research and develop these use cases.

The CoE, a state-of-the-art advance laboratories will be available to the IGIT Sarang community and its ecosystem partners for advanced research projects involving designing next-generation applications of Artificial Intelligence for solving pertinent social problems. It will share its expertise in next-generation computing innovations and leverage Labs' technical expertise in different fields to aid the research and development of the end-to-end use case technology solutions. IGIT Sarang will engage its cross-disciplinary faculty and researchers, and provide its in-house expertise in different domain.

Some of the use cases which the collaboration will explore include:

- Using drones for remote management of agricultural orchards to promote water conservation and avoid human contact with pesticide.
- Drones using a 5G/6G-enabled wide-area network to gather situational information, helping first responders to save lives by quickly accessing the affected areas during disaster relief.
- Drones for applications such as anticipating crop fires.
- Analysis and Design the Prototypes on Renewal Energy such as; Wind, Solar, Tidal, etc.
- Analysis and Simulation the Prototypes on Auto Vehicle.

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- Reliable and optimal solution on Aerospace.
- Analysis and Design of Smart and Optimal Circuit Design and design of Semiconductor.
- Automated Design and Validation.
- Analysis of Structural Health Monitoring.
- Designing Techniques through 3D Printer and advance tools.

The collaboration will help IGIT Sarang in capacity building and human resources development in cutting-edge technology of robotics, 5G and autonomous systems. The research will also contribute to standards development and inform research.

The CoE at IGIT Sarang will facilitate close interaction with all the stakeholders of the ecosystem for the exchange of ideas and symbiotic development of end-to-end use cases. It will also host symposia for academia and industry, and organize hackathons for startups.

- N.B: 1. Those are participated in Expression of Interest, they only participated in tendering process.  
2. The Authority reserves the right to accept or reject any or all the offers without assigning any reason thereof.

S. M. S.  
09/08/2023

