

## **Expression of Interest for empanelment of online Skill training providers for the candidates registered on the Digital Workforce Management System**

### **1. Introduction**

The Kerala Development and Innovation Strategic Council (K-DISC) is an advisory body of the Government of Kerala that aims to promote innovation in the state. Recently, the government has restructured K-DISC as a society under the Travancore Cochin Literary Scientific and Charitable Societies Act 1955. K-DISC has been given the responsibility of implementing the Kerala Knowledge Economy Mission (KKEM), which is a major initiative to take Kerala towards a knowledge economy.

KKEM aims to promote innovation, strengthen higher education institutions, enhance skill development, digitalize existing enterprises, and translate research into practical applications. K-DISC has developed a Technology Platform named "Digital Workforce Management System" to match the skills and capabilities of knowledge workers in Kerala with job demands in the global market.

The key activities to be undertaken under the Knowledge Economy Mission are:

- i. Mobilising about 60 lakh educated-unemployed and career break professionals for registration, training, and engagement on the digital portal for prospective employment.
- ii. Establishing a system for career counselling of about 50 lakh and handholding them individually through the skilling and assessment programmes.
- iii. Providing skilling to about 35 lakh candidates.
- iv. Engaging the trained job seekers with job providers and facilitate prospective engagement for 20 lakh candidates.
- v. Establishing a social security system and infrastructure support system for the Knowledge Workers engaging with job providers for working near home.

One of the most important aspects of the Knowledge Economy Mission project is to offer market-relevant skill development programs in both short-term and long-term models to the candidates registered on DWMS. These skill development programs aim to address the higher-order skills required in emerging knowledge sectors and are linked with job placements to ensure successful employment outcomes.

To provide the required skills in various industry domains, technologies, language skills, etc., K-DISC has already empanelled Skill Training providers across India in order to create a repository of courses offered by different Skill Training Programmes. This repository consists of courses

offered by recognized skill training programmes offered by different Skill service providers, industries, start-ups, technology communities, private training service providers, and professional agencies. This repository is unable to cater to the huge skilling demand of the Kerala Knowledge Economy Mission so KKEM of K-DISC has decided to call an EOI from online skill course providers.

K-DISC is inviting Expressions of Interest (Eoi) from prospective online course who can support in offering industry demand skill course in massive way under various domains. These skills will be offered on both short-term and long-term models to support the objectives of the Kerala Knowledge Economy Mission (KKEM) project.

Applicant should submit a proposal with the following documents to [spe07@kdisc.kerala.gov.in](mailto:spe07@kdisc.kerala.gov.in) on or before 5 pm 5<sup>th</sup> April 2023

Shortlisted applicants would receive call for a detailed discussion by K-DISC, at a mutually convenient date immediately.

## **2. Terms of Reference**

Any recognized online course providers can apply for the K-DISC Eoi application for on boarding Skill Training. However, the organization should have relevant experience and expertise in providing online skill training programs, and their programs should align with the objectives of the Kerala Knowledge Economy Mission (KKEM) of K-DISC.

The eligibility of an Eoi application for on boarding Skill training for the Kerala Knowledge Economy Mission (KKEM) potential applicants should meet may include. The following are the terms of reference for the Eoi for online skill training providers:

1. The Eoi is open to online course/training providers who offer courses that are relevant to the needs of the Knowledge Economy Mission in Kerala.
2. The courses should be market-relevant and should address the higher-order skills requirements in the emerging knowledge sectors.
3. The online training courses should be available in both short-term and long-term models.
4. The courses should be industry relevant and should be able to support larger crowd in taking up the course.
5. The providers should have a proven track record of delivering quality online training courses.
6. The providers should have a strong reputation in the industry and should be recognized by relevant industry bodies and associations.
7. The providers should have a wide range of courses available in various industry domains, technologies, language skills, etc.
8. The providers should have a strong support system in place to provide assistance to learners during the training process.

9. The providers should have a robust assessment and certification process in place to ensure the quality and relevance of the training.
10. The providers should have a transparent pricing policy, and the courses should be affordable and accessible to learners from diverse backgrounds.
11. The providers should be willing to collaborate with K-DISC and other stakeholders to develop and deliver training programs that meet the specific needs of the Knowledge Economy Mission.
12. The providers should be willing to participate in a pilot project and to scale up their services if the pilot project is successful.
13. The providers should submit a detailed proposal outlining their approach to delivering online skill training courses and their capacity to meet the needs of the Knowledge Economy Mission in Kerala.
14. The organization's programs should be available for delivery online, and the organization should have a platform to support the delivery of these programs.
15. The organization should be willing and able to collaborate with the KKEM of K-DISC, including providing support for customization, API integration, and payment options.
16. The organization should be willing to comply with the terms and conditions of the KKEM of K-DISC and provide regular updates on the progress of their programs.

Potential applicants should carefully review the specific requirements and criteria set by the K-DISC before submitting their EoI application for on boarding Skill training. The providers should submit their proposal to the designated email address within the specified deadline.

### **3. Templates for EoI Application**

The Kerala Development and Innovation Strategic Council (K-DISC) is inviting expressions of interest (EoI) from online skill training providers to support the Kerala Knowledge Economy Mission (KKEM) of K-DISC.

KKEM of K-DISC aims to provide market-relevant skills in various domains and technologies to candidates registered on the Digital Workforce Management System. As a part of the initiative, K-DISC intends to on-board recognized online skill course providers who can support in offering courses for a larger crowd.

We invite interested online course providers to submit their EoI for on boarding as Skill Training providers on the Digital Workforce Management System. The EoI should contain the following details:

#### **i. Details about the provider:**

1. Brief introduction of the organization, including the number of years of experience in providing online course offering.
  - With Registered Address: [Provide the complete postal address of the organization's registered office] 10)

- Full name, Designation, Email Id and contact number of the SPOC
- ii. **Organisational Capability on online course offering**
- Details of the online platform, online courses/trainings offered, including domain, technology, language skills, duration, mode of delivery
  - Details of industry/university tie-ups.
  - Details of the target audience for the programs, including job seekers, students, professionals, entrepreneurs, etc. and the enrolled candidates count for past three years.
- iii. **Details of collaboration with KKEM**
- Details of the mode of collaboration with KKEM, including the availability of API integration, support for customization, and payment options.
  - Details of the pricing model, including the cost per program, discounts for bulk purchases, and payment terms.
- iv. **Details of collaboration with Similar projects**
- Details of the similar project implemented with scope of collaboration.
  - Services offered during the collaboration.

**V. Certifications received:**[ Mention any relevant certifications or accreditations that your organisation has received.]

- i. Name of Certification: [Provide the name of the certification that the organisation has obtained]
- ii. Issuing Body: [Provide the name of the organisation that issued the certification]
- iii. Certification Number: [Provide the unique identification number assigned to the certification]
- iv. Date of Issue: [Indicate the date when the certification was issued]
- v. Expiration Date: [Indicate the date when the certification will expire]

#### 4. Approach and Methodology for the collaboration

4.1. **Overview and Approach:** Online course providers can develop and offer high-quality courses in areas that are relevant to industry and thereby support in offering knowledge jobs. These courses should be designed to enhance the skills and knowledge of students and professionals, and equip them with the tools and expertise needed to contribute to the knowledge economy.

4.2. **Offering Mentorship and Career Support:** Online course providers can offer mentorship and career support to students and professionals who complete their courses. This can include providing career counselling, job placement assistance, and

networking opportunities to help them connect with industry in the knowledge economy.

- 4.3. Monitoring and Evaluation:** Explain how the agency will monitor and evaluate the effectiveness of the program, including the key performance indicators that will be used to assess the success of the project. Explain how these could be reflected on a single dashboard with detailing of skilling, skill rating, internship, internship performance of the trainee, placement details, rejection details.
- 4.4. Risk Management:** Describe the risk management plan that the agency has in place to mitigate potential risks and challenges that may arise during the project.

**5. Project particulars:**

**A. Project Financials:**

- a. Project Budget:** Provide an overview of the project budget, including the details of online license, Quantity of licence, Per head costing of licence, Annual costing of license, Special rate of the license.

Category of users/Licence	Quantity of licence	Maximum number of users can access the license	Per head license costing (in INR)	Annual License costing (in INR)	KKEM special license rate (in INR)

- b. Payment Schedule:** Outline the payment schedule for the project, including the percentage of the project cost that will be paid at each milestone. (The payment outflows shall be such that the first instalment could be a maximum of 20% of total project costs)

Sl No	Instalment	Payment

- c. Contingency Plan:** Describe your contingency plan for unexpected costs or changes to the project scope.

**B. Project Milestone and deliverables:**

- a. API Integration:** Describe the timeline and milestones to integrate the DWMS platform with the online course providers and the timeline to test the integration to ensure that it is

functioning as expected. This may involve testing the API endpoints, checking for data accuracy and completeness, and validating the integration with other systems.

**b. Virtual Academy Setting:** Describe the areas where virtual academy need to be set up, learning outcomes, target crowd.

**c. Course components:** Details of the courses which can be offered after integration, target count with time frame

Sl No	Sectors/Areas	Number of courses	Timeframe	Expected date	Mechanism for verification of achievements

Interested online skill training providers are requested to submit their EoI in the prescribed format by 5<sup>th</sup> April 2023 The EoI should be sent to [spe07@kdisc.kerala.gov.in](mailto:spe07@kdisc.kerala.gov.in). The subject line of the email should read "EoI for On boarding Online Skill Training Providers – KKEM of K-DISC."

In case of any queries please feel free to contact: 8714611480

We look forward to partnering with online skill training providers to support the KKEM initiative and equip candidates with market-relevant skills for gainful employment.

## 6. Evaluation Criteria

Each evaluation criteria may be assigned a score and the weightage of each criteria is mentioned is as follows:

Sl No	Criteria	Eligibility	Weightage
1	Industry tie ups for offering courses	25 MNC tie-ups	20%
2	University tie ups in offering courses	10 International University	10%
3	The number of candidates trained /enrolled for training in last three years	7 lakhs candidates	30%
4	The number of new courses included in last three years	200 courses	15%
5	Average course rating	4 out of 5	15%
6	Pricing proposal for K-DISC		10%