

NIT No. EdCIL/DES/RC VR Lab Solution/2025/005

Selection of System Integrator for entering into Rate Contract for design, supply & installation of Virtual Reality (VR) Lab solution

Response to Pre-Bid Queries

S.No.	Organisation Name	Section No.	Page No.	Clause as per RFP	Clarification Sought	Pre-Bid Query Response
1	M/s RABBITNTORTOISE ENTERTAINMENT PVT. LTD	6.2 Pre-Qualification Criteria Sr No: 3	29	<p>The OEM for VR Headset & VR content should have at least one single order of establishing Virtual Reality Labs for at least 1000 VR headsets in government schools/PSUs. The work order from Government/PSU/System Integrator should be provided. In case of work order by System Integrator then the original work order in the name of System Integrator from the Government/PSU must also be submitted.</p> <p>For MSME/NSIC registered bidder: The OEM for VR Headset & VR content should have at least one single order of establishing Virtual Reality Labs for at least 900 VR headsets in government schools/PSUs. The work order from Government/PSU/System Integrator should be provided. In case of work order by System Integrator then the original work order in the name of System Integrator from the Government/PSU must also be submitted.</p>	<p>We would like to request a modification in the eligibility criteria mentioned in the tender regarding OEM experience for VR Headsets & VR Content. The current requirement specifies execution of “Virtual Reality Labs” only; however, in many government/PSU projects, VR headsets are supplied as part of broader educational or training laboratories such as STEM Labs, ATL Labs, Robotics Labs, and Skill Development Labs. In such cases, VR headsets form a significant component of the project even though the work order is not explicitly titled “Virtual Reality Labs.” We therefore request you to kindly allow such projects to be considered eligible.</p> <p>Further, the present criteria of having a single work order of at least 1000 VR headsets (900 for MSME/NSIC bidders) is very restrictive given the evolving adoption of VR in Indian schools and PSUs, where projects are often rolled out in phases across multiple institutions. To encourage wider participation and ensure competitive bidding, we request you to revise the quantity requirement to 500 headsets for general bidders and 350 headsets for MSME/NSIC bidders. This will ensure that capable and experienced bidders are not excluded due to unusually high thresholds. Additionally, we request you to allow proof</p>	Refer Corrigendum 1

					of VR headset supply through supporting documents such as the BOQ of the respective project, in cases where the work order may not explicitly mention VR headsets but the BOQ clearly establishes the quantity supplied. We believe these modifications will promote fair competition, enable more innovative solutions, and still maintain the objective of ensuring experienced execution capability.	
2	M/s RABBITNTORTOISE ENTERTAINMENT PVT. LTD	6.2Pre-Qualification Criteria Sr No: 7	30	OEM for Virtual Reality Headset should provide BIS Certificate. The BIS certificate should clearly mention License Number, factory address and QR code for authentication of the letter. The Manufacturing address should be based in India and should be mentioned in the BIS Certificate.	Suggestion to Amend Qualification Criteria: The requirement of BIS Certificate with Indian factory address for VR Headsets should be removed. Justification: No OEM manufactures VR Headsets in India, hence BIS with Indian address is not available.	No Change. Refer Tender Document
3	M/s RABBITNTORTOISE ENTERTAINMENT PVT. LTD	Technical Specification: B. Interactive component for VR lab solution	a	Teachers can see scores and track student performance (individual and class report). Only Interactive content shall be counted; Video-based content shall not be counted. Minimum modules: 100 Interactive VR modules each for Maths, Science, and Social Science. Only Interactive content shall be counted; Video-based content shall not be counted. Facility to update onsite for patches and updates for software as well as content. Teachers can manage user registrations, profiles, define digital content access, and manage content. Teachers should be able to monitor and manage all student devices in real time using teacher device. Narration & Educational Content Language: English, Hindi, and Local Language. Student-centric approach with Learning Objectives, Audio, and chapter-wise sub-topics. Lessons to be proper animations and illustrations, with more illustrated 3D animations instead of only 360-degree pictures. Content should run in both	1) Level (Class) of VR Software Offered: Class 3 to 12 Request: We kindly request to revise the applicable class range to Class 5 to 10, as prolonged use of VR glasses may adversely affect the eyesight of students below Class 5. 2) 500+ Interactive Virtual Reality Modules Request: Instead of specifying the number of VR modules, we request that the tender specify total content duration in minutes. For example, 100 videos of 5 minutes each amount to 500 minutes of content, and 250 videos of 2 minutes each also amount to 500 minutes. Therefore, defining the requirement in minutes of content will ensure fairness and clarity across bidders.	No Change. Refer Tender Document

				<p>offline (without internet) & online mode. Maintain high visual standards and consistency (fonts, colors, animations, design). Courseware must not use any copyrighted materials, images, or animations from the internet. Teachers should be able to navigate between courseware/modules using a single user interface with simple icon-based navigation. Teacher device should connect with different VR headsets. Learning should be under teacher observation, managed and monitored in real time using teacher device. Content should be preloaded in VR device and run without internet. CMS (Content Management System) must allow teachers to: Create/manage classes and groups of students. Organize content and lesson plans. Manage content through indexing, search, and retrieval features. Teacher should have control to govern the content of student's device. Content should have a well-organized index. Application/solution should be teacher-operated. Content should include both Audio and Visual. Assessments should be built into the module. VR device (with operating system) should allow student login in offline mode. Student learning analytics should be provided, with data captured when connected to internet. Dashboard at School-level and Headquarter-level (Admin + Super Admin Panel) should be provided for monitoring and reporting.</p>		
4	M/s RABBITNTORTOISE ENTERTAINMENT PVT. LTD	Additional Suggestion			Request: Kindly add Astrophysics AR content as well. Suggested specification: AR enabled Astrophysics charts covering concepts of Astrophysics topics relevant for std 3 to 10 should be provided. The charts should allow 3D interactions/ animation through AR App.	No Change. Refer Tender Document

5	M/s Phygitech Learning Solutions Pvt Ltd	6.2Pre-Qualification Criteria, point no 3	29	<p>The OEM for VR Headset & VR content should have at least one single order of establishing Virtual Reality Labs for at least 1000 VR headsets in government schools/PSUs. The work order from Government/PSU/System Integrator should be provided. In case of work order by System Integrator then the original work order in the name of System Integrator from the Government/PSU must also be submitted.</p>	<p>In India, the adoption of Virtual Reality (VR) in education is still at a nascent stage, with only a limited number of large-scale projects implemented in schools so far. The requirement to demonstrate prior experience in supplying 1,000 VR headsets in a single order restrict the participation of most eligible bidders. Many established VR OEMs and solution providers in India have successfully executed multiple projects of smaller volumes, but may not have had the opportunity to fulfill a single order of this scale. As a result, the current criterion could limit competition to a single OEM, despite the presence of several capable VR solution providers with proven expertise and implementation experience. To ensure fair competition and wider participation, we respectfully request a revision of this eligibility requirement. A more balanced criterion, such as allowing cumulative supply experience of 1,000 VR headsets across multiple projects, would broaden the pool of bidders while still ensuring adequate capability and past performance. Such a modification would provide the purchaser with greater choice, enhance competitive pricing, and ultimately support the goal of delivering high-quality VR solutions for education.</p>	Refer Corrigendum 1
6	M/s Phygitech Learning Solutions Pvt Ltd	6.2Pre-Qualification Criteria, Point no 11	30	<p>The bidder has to provide the MAF for the items mentioned in Annex XXIII.</p>	<p>We request an extension of time for submitting the MAFs from the respective OEMs, as the process involves considerable paperwork and requires additional time for completion</p>	Refer Corrigendum 01

7	M/s Digital Chalk Corporation			Single work order of 900 VR headsets	Request relaxation for MSMEs as per Public Procurement Policy for MSEs, 2012.	Refer Corrigendum 01
8	M/s Digital Chalk Corporation			Turnover of ₹3.2 Cr	Request downward revision/waiver in line with MoMSME OM F.No. 21(2)/2018-MA.	Refer Corrigendum 1
9	M/s Digital Chalk Corporation			OEM BIS certification with Indian address	Impractical given current market conditions; suggest limiting to technical compliance and non-bordering country sourcing.	No Change. Refer Tender Document
10	M/s Digital Chalk Corporation			Mandatory MAFs from all component OEMs	Request restricting this only to core OEMs	No Change. Refer Tender Document
11	M/s ShilpMIS Technologies Pvt. Ltd.			Restrictive Clause: Prior Experience of 900 VR Headsets in a Single Order (Clause 6.2, Point 3)	The requirement that MSME bidders must demonstrate a single work order of 900 VR headsets in Government/PSU institutions is unreasonable and exclusionary. Our Request: Kindly exempt MSMEs from the single-order experience requirement. Why it is problematic: This clause disqualifies most MSMEs regardless of technical capability. It contradicts the Public Procurement Policy for Micro & Small Enterprises (MSEs) Order, 2012, which provides for relaxation in prior experience for eligible MSMEs. It undermines the very objective of inclusive procurement and severely limits competition.	Refer Corrigendum 1

12	M/s ShilpMIS Technologies Pvt. Ltd.			Restrictive Clause: ₹3.2 Crore Turnover Requirement for MSMEs (Clause 6.2, Point 4)	<p>The requirement of minimum ₹3.2 Crore average annual turnover for MSMEs over the last three financial years is disproportionately high and not aligned with government directives for MSME inclusion. Our Request: Kindly reduce or waive this turnover requirement for MSMEs, especially those with proven solvency or performance in similar fields. Why it is problematic: The MoMSME Office Memorandum F.No. 21(2)/2018-MA dated 02.11.2018 allows for relaxation in turnover for MSEs in public procurement. This clause will bar participation from most genuine MSME innovators who may have leaner books but stronger technological capability.</p>	Refer Corrigendum 1
13	M/s ShilpMIS Technologies Pvt. Ltd.			Restrictive Clause: VR Headset OEM Turnover & BIS Certificate with Indian Address (Clause 6.2 & Annexure XIX)	<p>The tender requires the VR Headset OEM to: Provide a BIS certificate with an Indian address, and Meet certain turnover requirements Our Request: Kindly remove the requirement for Indian address, BIS certification and OEM turnover criteria. OEM of VR Headset should not be emphasized by the tender inviting authority as long as the technical specifications are met and the supplier do not belong to a country sharing a land border with India. Why it is problematic: As per factual market analysis, no VR headset is currently manufactured in India in a manner that satisfies this clause. Requiring BIS with Indian address will: Encourage misrepresentation, Or lead to a situation where either no one can participate through fair means, or only 1-2 entities benefit unfairly. If basic assembly is done (ex. attaching a strap to a VR headset), is that a considered a</p>	No Change. Refer Tender Document

					valid manufacturing plant of the equipment? This creates an artificial barrier to entry and violates DoE Notification F.No.6/18/2019-PPD, which mandates fairness, transparency, and non-discrimination in procurement.	
14	M/s ShilpMIS Technologies Pvt. Ltd.			Restrictive Clause: Requirement of MAFs from All Component OEMs (Annexure VII & XIII)	The current format demands Manufacturer Authorization Forms (MAFs) from all OEMs, including those of accessories and minor components. Our Request: Please limit the MAF requirement only to core components, i.e., Software and Content. Why it is problematic: Most OEM vendors of VR Headsets / 3D Glasses do not issue formal MAFs, making this requirement practically unfeasible. This is know to most market participants in India. Few workaround do exist of these but their genuineness should be thoroughly inspected by EdCIL to ensure that in future various issues don't crop up. This could disqualify genuine solution providers and favors those aligned with specific OEM arrangements—undermining the spirit of open competition.	No Change. Refer Tender Document

Corrigendum 01

NIT No- EdCIL/DES/RC VR Lab Solution/2025/005

Name: Selection of System Integrator for entering into Rate Contract for design, supply & installation of Virtual Reality (VR) Lab solution

1. Pre-Qualification Criteria

S. No.	Pre- Qualification Criteria	Revised Pre-Qualification Criteria	Supporting Documents
3.	<p>The OEM for VR Headset & VR content should have at least one single order of establishing Virtual Reality Labs for at least 1000 VR headsets in government schools/PSUs. The work order from Government/PSU/System Integrator should be provided. In case of work order by System Integrator then the original work order in the name of System Integrator from the Government/PSU must also be submitted.</p> <p><u>For MSME/NSIC registered bidder:</u> The OEM for VR Headset & VR content should have at least one single order of establishing Virtual Reality Labs for at least 900 VR headsets in government schools/PSUs. The work order from Government/PSU/System Integrator should be provided. In case of work order by System Integrator then the original work order in the name of System Integrator from the Government/PSU must also be submitted.</p>	<p>The OEM for VR Headset & VR content should have at least one single order of establishing Virtual Reality Labs for at least 1000 VR headsets in any of the last 3 years preceding on bid due date for any Indian Government Department / Ministry / State / District / PSU / Autonomous bodies.</p> <p><u>For MSME/NSIC registered bidder:</u> The OEM for VR Headset & VR content should have at least one single order of establishing Virtual Reality Labs for at least 800 VR headsets in any of the last 3 years preceding on bid due date for any Indian Government Department / Ministry / State / District / PSU / Autonomous bodies.</p>	<p>Copy of work order/MoU and completion certificate from client / /Installation Certificate duly certified from client/Experience certificate from Indian Government Department / Ministry / State / District / PSU / Autonomous bodies.</p>
4.	<p>Bidder must have minimum average annual turnover of Rs. 4 crores during the last three financial year i.e. 2021-22, 2022-23, and 2023-24</p> <p><u>For MSME/NSIC registered bidder:</u> Bidder must have minimum average annual turnover of Rs. 3.2 crores during the last three financial year i.e. 2021-22, 2022-23, and 2023-24</p>	<p>Bidder must have minimum average annual turnover of Rs. 3 crores during the last three financial year i.e. 2021-22, 2022-23, and 2023-24</p> <p><u>For MSME/NSIC registered bidder:</u> Bidder must have minimum average annual turnover of Rs. 2.4 crores during the last three financial year i.e. 2021-22,</p>	<ul style="list-style-type: none"> • Audited Profit and Loss Statement and Balance sheets for FY 2021-22, 2022-23, 2023-24 • Auditor Certificate clearly specifying the turnover during 2021-22, 2022-

		2022-23, and 2023-24	23, and 2023-24 . <ul style="list-style-type: none"> MSME Bidder should produce valid registration certificate from NSIC/MSME.
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The revised date and time of the RFP will be as follows:

Event Description	Date and Time	Revised Date and Time
Document Download/Sale End Date and Time	03.10.2025	10.10.2025
Last Date and Time for receipt of Bids	03.10.2025 at 16:00 Hrs	10.10.2025 at 16:00 Hrs
Date and Time of Opening of Technical Bids	03.10.2025 at 16:30 Hrs	10.10.2025 at 16:30 Hrs

Rest all other terms & conditions of the tender will remain same.

Sd/-
Chief General Manager (DES)
EdCIL (India) Ltd