

Request for Proposal

Introduction

Nasscom Foundation is a non-profit, non-governmental, non-religious organization established under the Indian Society Act in India. Nasscom Foundation is a voluntary organization focused on improving the quality of life of individuals by imparting Education and Information Technology (IT) & Computer related skills development and training among women and youth.

“thingQbator” is a CSR initiative of Cisco in partnership with the nasscom foundation. The program aims at promoting makerspace culture across partner universities by enabling enterprising students to work on their own innovative ideas and build scalable solutions. The program is run in partnership with Engineering colleges and fosters a spirit of entrepreneurship among students by encouraging them to think innovatively, work in a makerspace environment, access relevant mentoring from subject matter experts to build their solutions and avail financial support to fund the expenses of their project.

Project Overview

What is thingQbator?

"[thingQbator](#)" is a network of makerspaces in partner Universities where students can learn about digital technologies in a hands-on environment, turn their ideas into working prototypes and in the process come up with local solutions to local problems.

The name “thingQbator” (a combination of ‘Internet of Things’ and ‘Incubator’. thingQbator) was started as an internal incubator to identify and fund IoT ideas originating in Cisco’s engineering community. With the central belief that none of us is smarter than all of us, the aim was to create makerspaces where IoT enthusiasts could learn more about digital technologies in a hands-on environment and turn their ideas into working prototypes, and hopefully the next billion-dollar business innovation.

Inspired by the success of its internal makerspaces, Cisco has come up with the concept of “thingQbator for Academia” to help academic institutions set up IoT makerspaces to help them accelerate innovation around IoT and digital technologies in their campus.

thingQbator started in 2018 with 5 colleges in India. Now, in 2026, in its 8th year, the program is working across 40+ colleges in India.

The thinQbator program is currently offering:

1. **Entrepreneurship Track** : Students with an idea can apply to build prototypes. At the end, the top 10 teams will win ₹5 lakh in seed grant money.
2. **Learning Track** : Pre-recorded courses are available on the thingQbator portal. The thingQbator has currently 22 courses which are open to all students.

We are looking for a Implementation partners (IPs) who can drive student registration on thingQbator portal across colleges and universities across India and achieve the program goal mentioned in the table below.

Project Name	thingQbator Cohort 9
Location	Pan India
Project Period	September 2026 – January 2027
Project Target	IP target: 22,000 Verified User Registration
Beneficiary Segment	Students and young entrepreneurs interested in learning about courses around emerging technologies and entrepreneurship guidance. Colleges and universities that want to engage their students about courses around emerging technologies and entrepreneurship guidance.

Project Deliverables

Objective:

Drive 22,000 verified user registrations on the thingQbator portal from colleges and universities across India and build awareness about thingQbator benefits.

Deliverables:

1. Drive student registrations on the thingQbator portal through university outreach and engagement activities.
2. Support awareness and mobilization activities of thingQbator portal across colleges and universities.
3. Support student onboarding and registration-related queries.
4. Provide ongoing implementation support to ensure achievement of program targets.

Reporting Structure and Payment Terms: An affiliation code will be assigned to the implementation partner for tracking registrations done by them. Students must enter the assigned code during registration on the thingQbator portal. Nasscom Foundation team will share the verified registration count attributable to the partner based on portal data end of the month, and invoices will be raised only against the verified and approved registrations communicated by the program team. Payment will be released solely on the basis of verified student registrations, where registration is considered complete only after successful email verification by the student through the thingQbator platform.

Goals and Metrics

- Verified Student Registrations: Achieve 22,000 verified student registrations on the thingQbator portal from colleges and universities across India.

- **Registration Validation:** A registration shall be considered complete and valid only after successful registration on the thingQbator portal and verification of the registered email ID through the verification link sent by the platform.
- **Data Quality:** All registrations should have a unique mobile number and unique email ID. Temporary, disposable, duplicate, invalid, vendor-created domain email IDs, spoofed domains, and unverified email addresses will not be considered.
- **Geographical Reach:** Ensure broad outreach and engagement across colleges and universities pan-India/zone wise, covering diverse geographies and student communities.

Proposal Requirements:**Implementation Plan**

The proposal should include a detailed implementation approach, month-wise registration targets, outreach methodology, university engagement strategy, and communication channels for achieving the overall target of 22,000 verified student registrations.

Payment Terms

Payment shall be released only against verified student registrations approved by Nasscom Foundation. Students must register using the assigned affiliation code and complete email verification through the thingQbator platform. The verified registration count shared by the thingQbator program team shall be considered final for invoicing and payment purposes.

Commercial Guidelines:

- The implementation partner is expected to achieve 22,000 verified student registrations on the thingQbator portal.
- Vendors should quote their cost per verified student registration (excluding GST).
- The acceptable commercial range is for evaluation is ₹45 to ₹65 per verified registration (excluding GST).
- The commercial range is determined based on the prevailing market rates identified through the market survey.
- Proposals quoted outside the specified range may not be considered for evaluation.
- The final selection shall be based on overall technical evaluation, implementation capability, relevant experience, and commercial proposal.
- Payment shall be released only against verified and approved student registrations communicated by the thingQbator program team on monthly basis.
- A registration shall be considered complete only after successful portal registration and verification of the student's email ID through the verification link sent by the thingQbator platform.
- Students must register using the assigned affiliation code provided to the implementation partner for attribution and tracking purposes.

Organization's Profile

Sl. No	Company Overview	
1.	Registered Name	
2.	Focus Area of work	
3.	Year of Establishment	
4.	Registered Office	
5.	Names of Directors/Partners	
6.	Brief Profile of Senior Management	
7.	Address	
8.	Contact Person	
9.	Phone Number	
10.	Mobile Number	
11.	Fax Number	
12.	Email	
13.	Website	

SI No	Financial Details	
1	Total Turnover of the Organization (Rs) in last 3 years	
2	FY 2025-26	
3	FY 2024-25	
4	FY 2023-24	
5	Registration Certificate	
6	PAN Number	
7	GST Number (if applicable)	
8	No. of Users Reached through paid promotion	
9	Has the Organization ever been blacklisted (Provide details, if Yes)	
10	Does any personnel of the Organization have any business relationship of any kind with nasscom foundation's officers, directors, employees or agents (Yes/No), Please provide details if Yes	

	Particular	Base cost	Number	Cost (INR) + GST
1				

Documents to be Submitted:

Organization's Profile, Financial Proposal, Detailed Technical Proposal, Last 3 years' Audited Income Statement and P&L, Some examples of past work/case studies.

- Last Date for Proposal Submission: 27 Aug 2026, 11:59 PM IST
- A 30-minute call can be scheduled for any clarification

All proposals should be mailed to rfp@nasscomfoundation.org with the **subject line:**
thingQbator Portal Registration IP Y8 Proposal - <Name of the Organization>