

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 implementation partners (IPs) who can drive student participation in Learning Track courses available on the thingQbator portal across colleges and universities in India and achieve the certification targets mentioned below.

Project Name	thingQbator Cohort 9
Location	Pan India
Project Period	September 2026 – January 2027
Project Target	• 2,000 - Unique Student Certifications • 9,000 - Total Certifications
Beneficiary Segment	Students interested in emerging technologies, digital skills, innovation, and entrepreneurship.
Learning Track Courses	18 technology courses including HTML & CSS, Flutter, Raspberry Pi, IoT, and other emerging technology domains.

Project Deliverables

Objective:

Drive student participation and successful completion of Learning Track courses available on the thingQbator portal, resulting in certification generation and increased technology learning outcomes.

Deliverables:

- Promote Learning Track courses across colleges and universities.
- Drive student enrolments and course completion.
- Support awareness and learner engagement activities.
- Assist learners in understanding course pathways and certification requirements.
- Drive successful completion of Learning Track courses resulting in certificate generation on the thingQbator portal.
- Submit periodic progress reports and implementation updates.

Reporting Structure and Payment Terms

An affiliation code will be assigned to the implementation partner for tracking course certifications. Students must enter the assigned affiliation code while registering on the thingQbator portal. Nasscom Foundation will share the validated certification data attributable to the partner on a monthly basis. Payment shall be released only against certified learners approved by the thingQbator program team.

A certification shall be considered valid only after:

- Successful registration on the portal.
- Completion of the course.
- Successful clearance of the course assessment/quiz.
- Certificate generation through the thingQbator platform.

Course enrolment, participation, or partial completion will not be considered for payment purposes.

Goals and Metrics:

- Unique Student Certifications - Achieve 2,000 unique student certifications across any 1 Learning Track courses. (Definition: One student earning one certificate shall be counted under unique certifications.)
- Total Certifications - Achieve 9,000 total certifications across all Learning Track courses. (Definition: Multiple certifications earned by the same student across different courses shall be counted towards total certifications.)

Geographical Reach - Ensure broad outreach and engagement across colleges and universities pan-India/zone-wise

Proposal Requirements:

Implementation Plan - The proposal should include:

- Month-wise certification targets.
- Student outreach approach.
- University engagement strategy.
- Learning Track promotion methodology.
- Communication and mobilization plan.
- Resource deployment plan.
- Certification Strategy
- Geography outreach
- targeted outreach strategy to ensure strong participation from Tier 2 & Tier 3 institutions and achieve a minimum of 40% female participation across the overall learner base.

Commercial Guidelines

The implementation partner is target to achieve:

- 2,000 Unique Student Certifications
- 9,000 Total Certifications

Vendors should quote separately for:

- A. Unique Student Certification - Commercial range for evaluation: ₹85 to ₹105 per unique certification (excluding GST)
- B. Total Certifications - Commercial range for evaluation: ₹40 to ₹60 per certification (excluding GST)

Note: 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 payment.

- The final selection shall be based on overall technical evaluation, implementation capability, relevant experience, scalability, and commercial proposal.

Payment Terms

- Payment shall be released only against certifications approved by Nasscom Foundation.
- No payment shall be made for registrations; No payment shall be made for course enrolments; and No payment shall be made for course participation.
- Payment shall be released only for system-generated certificates issued after successful completion of the course and clearance of the assessment/quiz.
- The certification data shared by the thingQbator program team shall be considered final for invoicing and payment purposes on monthly basis
- Students must be mapped through the assigned affiliation code for certification attribution.

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	

Sl 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	

Financial Proposal Format *(to be submitted in an excel sheet)*

	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:** All thingQbator Learning Track Certification IP Y8 Proposal - <Name of the Organization>