

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 Viability Investment implementation partner/vendor who can support the execution of Year 8 interventions by undertaking Makerspace Upgradation at selected universities, supplying Learning Track (LT) Kits, and delivering training program on LT Kit to help us strengthen student innovation and entrepreneurship engagement across our Y8 partner universities/state startup mission. Please find the mentioned activity in below table:

Project Name	thingQbator Cohort 9
Location	Pan India
Project Period	September 2026 – February 2027
Project Target	1. Makerspace Upgradation: Upgrade existing 2 labs at TAT, Bhubaneshwar and MNNIT, Prayagraj through deployment of safety equipment, development boards, sensors, prototyping hardware, and supporting accessories to strengthen innovation and hands-on learning infrastructure. 2. Learning Track (LT) Kit Distribution: Supply and distribute LT Kits comprising development boards, sensors, output devices, and prototyping accessories to 10 partner universities PAN India (final university list with location will be shared by Nasscom Foundation post onboarding). 3. Training & Capacity Building: hands-on training programs on innovation, prototyping, IoT applications, and effective utilization of LT Kits for students and faculty as per the requirement raised by the University.
Beneficiary Segment	Colleges and universities that want to engage their students in makerspace activities, and entrepreneurship development.

Project Deliverables

Objective:

Strengthen the student entrepreneurship ecosystem by enhancing makerspace infrastructure, improving access to Learning Technology (LT) Kits, and enabling hands-on learning and prototyping opportunities across thingQbator partner universities.

Deliverables:

1. **Makerspace Upgradation:** Upgrade the thingQbator University Labs containing IoT at TAT, Bhubaneswar and MNNIT, Prayagraj through deployment of advanced prototyping infrastructure, development boards, sensors, safety equipment, and supporting hardware to strengthen innovation and experiential learning.
2. **LT Kit Distribution:** Supply and distribute Learning Technology (LT) Kits comprising development boards, sensors, output devices, and prototyping accessories to 10 partner universities to enhance hands-on learning and prototype development capabilities.
3. **Training & Capacity Building:** Conduct hands-on training programs on innovation, IoT, prototyping, and product development for students and faculty members to drive effective utilization of makerspaces and LT Kits across selected partner universities.

Reporting: Submit activity-wise implementation reports, inventory records, photographs, attendance sheets, and completion reports.

Support: Provide end-to-end implementation support including procurement, delivery, installation, training, coordination, and documentation.

Goals and Metrics

- **Makerspace Upgradation:** Successfully complete makerspace upgradation at TAT (Bhubaneswar) and MNNIT (Prayagraj) through deployment, installation, and commissioning of approved prototyping infrastructure, development boards, sensors, safety equipment, and supporting hardware.
- **LT Kit Distribution:** Successfully distribute LT Kits comprising development boards, sensors, output devices, and prototyping accessories to 10 partner universities, PAN India.
- **Training & Capacity Building:** Conduct hands-on training programs on IoT, innovation, prototyping, and product development for students and faculty members across selected partner universities to strengthen practical technology adoption and makerspace utilization.
- **Implementation & Documentation:** Complete installation, distribution, training, and project handover activities within agreed timelines and quality standards, supported by submission of delivery challans, inventory records, attendance sheets, photographs, and completion reports.

Proposal Requirements:

Implementation Plan: The proposal should include a detailed implementation approach, deployment timeline, delivery plan, and Hardware resource allocation for all three components. Also, submit a detailed financial proposal for each activity, including Equipment name, Unit Cost, Quantity and Total Cost.

Commercial Guidelines

- A. **Makerspace Upgradation:** ₹50,000 per university (excluding GST)
- B. **Learning Technology (LT) Kit:** ₹45,000 - ₹50,000 per kit (excluding GST)

- c. Training & Capacity Building: Overall budget of ₹1,50,000 (excluding GST) - Please share the the training cost per day.

Note: The commercial range is determined based on the prevailing market rates identified through the market survey.

- Vendors should provide a detailed cost breakup for each activity along with assumptions, inclusions, and exclusions.
- The final selection shall be based on technical evaluation, relevant experience, implementation capability, proposed approach, and commercial competitiveness.
- Nasscom Foundation reserves the right to negotiate commercials, modify quantities, or partially award the scope of work based on project requirements and budget availability.

Payment Terms

- Payment shall be released against successful completion of deliverables and submission of supporting documents as approved by Nasscom Foundation.
 - For Makerspace Upgradation, payment shall be linked to successful delivery, installation, commissioning, and submission of delivery challans, inventory records, photographs, and completion reports for the designated universities.
 - For LT Kit Distribution, payment shall be linked to successful procurement and delivery of kits to the identified universities, along with submission of signed delivery acknowledgements, inventory records, photographs, and deployment reports.
 - For Training & Capacity Building, payment shall be linked to successful completion of the training sessions and submission of attendance sheets, training reports, photographs, participant feedback, and completion documentation.
- The vendor shall raise invoices only after confirmation of deliverable completion by the designated thingQbator program team.
- All payments shall be processed as per Nasscom Foundation's standard payment cycle upon submission and approval of invoices and supporting documentation.
- Nasscom Foundation reserves the right to withhold or defer payment for incomplete, delayed, or non-compliant deliverables until corrective actions are completed to its satisfaction.

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:**
thingQbator Viability Investment Y8 Proposal - <Name of the Organization>