



IIM NAGPUR

भारतीय प्रबंध संस्थान नागपुर  
Indian Institute of Management Nagpur

## Minutes of the Pre-Bid meeting

Tender No. IIMN/141/21-22/16 dated 25.02.2022

**Pre-Bid meeting (Hybrid mode) was held on zoom link - <https://zoom.us/j/94699947573> and physically at IIM Nagpur on 04.03.2022 at 11 AM.**

### **Attendees:**

IIM Nagpur –

1. Mr.N. Baskaran - Manager EEP
2. Mr. Pushkar Deshpande - Asst.Manager Finance & Accounts
3. Ms.Rahul Peshatwar - Associate Stores & Purchase

Bidders – Imarticus Learning (physically present) and below are 12 Online attendees

Broad Infinity
Digitoze
Dun & Bradstreet
Eruditus
Hughes
Nulearn
Pearson Online Learning Services
Unified Collaboration
Unipro Education
UPRISE SIMPLIFIED SOLUTIONS
VC Now
Wagon's Learning

Queries raised and their responses discussed are as below:

Sr.No	Query	Response by IIMN
1	In case if there is any lead about any corporate training, should the agency pass it on to the institute?	Yes. For customized corporate trainings from these leads will have NO financial implications for marketing partners.
2	Is this programme exclusive for one agency?	Yes, one programme will be promoted by one partner.
3	Is this going to be offline Tender?	Yes, the tender will be offline.
4	What kind of documentary proofs required?	Work Order/ Invoice copy with financial details mentioned / certificate of completion from the client.
5	Any launch dates that we are looking to start the programme?	Launch dates for each programme will be shared after signing the contract.
6	Will it be specifically mentioned on the website about the vendor as your partner	Yes. It will be mentioned on the brochure



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7	During the program acquisition minimum no. becomes criteria. What is the standard policy on that?	Since this is the first time, the standard is not been set yet. It will be set before the commencement of the program.
8	Is there any scope for specific programmes partnership with the company (In terms of BSFI).	Yes we can design specific programmes based on the market demand.
9	What branding communication will be done?	Joint Branding of IIM and Marketing partner.
10	At what time can we communicate with IIM Nagpur for any programme?	Anytime
11	Who is going to follow up on the instalments	Agencies
12	Will there be any penalty on late EMI payment?	No more than 3 instalments will be allowed to the participants. If not paid on time, there will be no access to the programme. EMI structure will be designed in discussion with the vendor.
13	If the participants have decided to go for a loan, how the institute will accept?	Loan to be paid directly to the Institute's account.
14	Is there any obligations on IIMN to do any programme if suggested by the vendor?	The programmes suggested by the marketing partner will be considered. There is no obligation to conduct such programmes.
15	Can we give invoice as a proof of business?	No
16	If we are allocated with any programme. Will IIM Nagpur go and sell the programme? Is there any other agency who will approach the same company for the same programme?	IIM will not actively promote any programme after allocating to the marketing partner.
17	What is meant by reconciliation of programme related to financial and operational data?	Verifying the payment status of each party
18	Do you look for any average strength of candidates in a programme?	Yes. It will be intimated later.
19	Would you be interested in the marketing part of the programme?	No active promotion.
20	Will there be any restrictions regarding the marketing collaterals?	There are no creative restrictions. However, all the marketing collaterals will be approved by Executive Education office.
21	Is it permissible to have a joint logo of IIM Nagpur and the company's name on the programme's brochure?	Yes
22	We have an agreement with IBM, can we attach the contract, as it's an on boarding programme and have the invoice copy of the completion.	Yes

For information of bidders.

Issued by

Stores & Purchase Office

IIM Nagpur