

REQUEST FOR PROPOSAL (RFP) For the Empanelment of agencies to support the development, validation, deployment, and scaling of AI-enabled agriculture solutions

Closing Date for Submission - October 31, 2026, at 23:59

I. INTRODUCTION

LEHS is a charitable organisation in India whose purpose is to offer basic health and education for the poor. LEHS in furtherance of charitable objectives through its flagship programs, Wadhwani AI, which aims to build equitable and sustainable systems by making quality primary healthcare available and accessible to the underserved population, and to bring the benefits of modern AI technology to underserved populations by building and deploying AI solutions for social impact across domains such as healthcare, agriculture, governance, and education in India. LEHS aims to promote the integration of technologies, particularly in emerging domains like artificial intelligence and innovations into the Indian mainstream primary healthcare, education, and agriculture systems through a partnership with the State and National Government, apex institutions, international agencies, and private sector partners e.g. innovators, social enterprises and other ecosystem contributors in line with its stated objectives for the betterment of society particularly focusing on projects of national and social significance.

Wadhwani AI, a unit of LEHS, focuses on developing, deploying, and evaluating artificial intelligence solutions to address critical social challenges in India, particularly in domains such as healthcare, agriculture, and education.

LEHS aims to promote the integration of technologies, particularly in emerging domains like artificial intelligence and innovations into the Indian mainstream primary healthcare, education, and agriculture systems through a partnership with the State and National Government, apex institutions, international agencies, and private sector partners e.g. innovators, social enterprises and other ecosystem contributors in line with its stated objectives for the betterment of society particularly focusing on projects of national and social significance. In line with its mission to support projects of national and social significance, LEHS also undertakes rigorous monitoring, evaluation, and learning (MEL) activities to assess the impact, usability, and scalability of different programmatic interventions.

II. BACKGROUND

LEHS invites applications from eligible agencies for empanelment to support the development, validation, deployment, and scaling of AI-enabled agriculture solutions. The empanelment shall be valid for a period of **three (3) years** under a **Master Service Level Agreement (MSLA)**. This



RFP invites **multiple highly qualified agencies**, including FPOs, FPC, LLPs, and Private entities, to undertake the **RFP**. Through this RFP, LEHS wishes to onboard multiple agencies.

III. SCOPE OF WORK FOR EMPANELMENT OF AGENCIES

Agencies may apply for one or more of the following work packages based on their demonstrated expertise and relevant experience.

Work Package 1: Textual Data Creation for Crops

- Creation of high-quality agricultural question-answer (QA) datasets and conversational datasets for users like farmers and extension workers
- Development of structured content covering crop production, crop protection, nutrient management, irrigation, post-harvest management, government schemes, and allied sectors such as horticulture,
- Content creation in English and regional languages, adhering to prescribed guidelines and quality standards.
- Scientific validation and review by subject matter experts.

Work Package 2: Textual Data Creation for Allied sectors

- Creation of high-quality question-answer (QA) datasets and conversational datasets for users like farmers and extension workers
- Development of structured content covering various allied sectors like animal husbandry, fisheries, poultry, apiculture, sericulture, and agroforestry etc.
- Content creation in English and regional languages, adhering to prescribed guidelines and quality standards.
- Scientific validation and review by subject matter experts.

Work Package 3: Image-based Textual Data Creation for Crop Pest and Disease Identification

- Development of image-linked textual datasets describing pest, disease, nutrient deficiency, and weed symptoms.
- Preparation of diagnostic descriptions, probable causes, recommended management practices, and preventive advisories.
- Mapping of images with structured metadata for AI model development.

Work Package 4: Image Collection for AI Dataset Development

- Collection of high-quality field images of **crop pests, diseases, weeds, nutrient deficiencies, and healthy crop stages** across different agro-climatic regions.
- Collection of images covering multiple crop stages, severity levels, lighting conditions, and viewing angles.
- Capture of associated metadata, including crop name, variety (where available), location, crop stage, date, and field observations.
- Compliance with predefined image quality standards and data collection protocols.

Work Package 5: Capacity Building, User Training, and Field-level Implementation of Agri AI solutions

- Planning and conducting Training of Trainers (ToT), extension worker trainings, and farmer awareness programmes.
- Supporting field deployment of LEHS agriculture AI applications, including farmer onboarding, demonstrations, and user support.
- Assisting in user adoption, outreach, feedback collection, monitoring, and reporting.
- Development of training materials, user manuals, and implementation reports.

Work Package 6: Image Annotation for Crop Pest and Disease Datasets

- Annotation and quality assurance of agricultural images following predefined annotation guidelines.
- Identification and labeling of crops, pests, diseases, weeds, nutrient deficiencies, plant parts, and symptom severity.
- Multi-level quality review and validation of annotated datasets.

Work Package 7: Audio/text Annotation of Field-level Data

- Transcription, translation, and annotation of agricultural audio recordings collected from the field.
- Speaker segmentation (where applicable), intent classification, metadata generation, and quality validation.
- Preparation of datasets for speech recognition and conversational AI model development.

Work Package 8: Knowledge Base Development and Error Rectification

- Development, review, expansion, and maintenance of agriculture knowledge bases.

- Identification and correction of factual, linguistic, scientific, and technical errors in textual datasets.
- Updating advisories in accordance with the latest government recommendations, research findings, and agronomic best practices.
- Continuous knowledge base enhancement based on user feedback and model performance.

IV. ELIGIBILITY

- Agencies may apply for **one or more work packages** based on their demonstrated expertise and prior experience.
- Applicants shall submit documentary evidence of relevant projects, technical capabilities, domain expertise, infrastructure, and qualified personnel for each work package.
- Empanelment under one work package shall not automatically qualify an agency for other work packages.
- LEHS reserves the right to empanel multiple agencies under each work package based on technical evaluation and organizational requirements.

V. EMPANELMENT AND COMMERCIAL ENGAGEMENT

- The empanelment shall remain valid for a period of **three (3) years** from the date of execution of the **Master Service Level Agreement (MSLA)**.
- Empanelment **does not guarantee any minimum quantity of work or financial commitment**.
- Specific assignments shall be issued on a need basis through individual **Work Orders (WO), Statements of Work (SoW), or Purchase Orders (PO)** under the MSLA.
- The financial terms, deliverables, timelines, payment milestones, and project-specific conditions shall be mutually agreed upon and finalized for each individual engagement.
- LEHS may engage one or more empanelled agencies for the same work package depending on project requirements, geographic coverage, language expertise, technical capability, quality of deliverables, and performance.

This format is aligned with standard government and institutional RFPs and clearly separates **empanelment** from **project-specific commercial engagements**, which is a widely accepted procurement practice.

VI. MANDATORY ENCLOSURE

Please submit the following as enclosures or attachments with your proposal. The agency must provide all the information requested in section VI. Quotations that do not provide the required information and certificates, or do not follow the submission requirements, may not be reviewed.

Category A: All entities to provide;

- Copy of registration documents/certificate and the most recent renewal as a legal entity.
- Any Tax exemption certificates (Section 12, 35 etc.) or special provision certificates (MSME etc.)
- Memorandum of Association and Articles of Association (or Trust Deed / Bye-laws as applicable).
- List of Governing Body Members/ Board Members of the organisation.
- Company /Entity Profile, testimonials, work completion reports, purchase orders, and reference.
- PAN & TAN registration.
- Audited financials for the last three years.
- Income Tax Returns for the last three years.
- Cancelled cheque.
- PF, ESI, and Professional Tax Registration certificates (if applicable).
- Finance Policy, HR Policy, Anti-Sexual Harassment Policy, Procurement Policy, and any other internal relevant policies.
- List of Pending Litigation / Cases against the entity (if any).
- Latest TDS return filed (Form 26Q and 24Q).
- Authorised signatory letter.
- Conflict of interest declaration.
- Contact person details.

Category B: In addition to Category A documents, Business entity including NGOs applying under fee for services needs to provide;

- GST registration certificate.
- GSTR filings for the last 3 returns (if applicable)
- Tax audit reports for last 3 years.
- Additionally for NGOs – Declaration that the revenue falls under 20% eligible ceiling of total projected revenue for the financials.

- Additionally for NGOs – Declaration that the NGO do not have FCRA registration. (this is to protect entity against claim of indirect sub granting from FCRA funds)

Category C: In addition to Category A documents, NGOs open to accept sub grant from CSR funds (Non FCRA funds) needs to provide;

- 12A and 80G Registration Certificates and Revalidation Document.
- Valid CSR-1 issued in favour of the NGO by the MCA.
- Sample Audited Utilisation Certificate (UC) submitted to any donor for CSR Funding.
- Tax Audit Report in Form 10B/BB for the last 3 years.
- If the NGO had/has FCRA credentials then Foreign Contribution (FC) Audited Financials for the last 3 years.
- FCRA Returns (FC-4) for the last 3 years. (Required to assess risk from FCRA perspective).

Category D: To be provided by entities shortlisted or empaneled on an annual basis.

- Details (with a copy of revised) from Category A, B or C if any has changed during the year.
- Copy of Audit reports, Audited financials and Copy of Returns filed during the period preceding for which the documents are already shared with LEHS.
- A declaration that the entity aims to remain as a Going Concern for the FY.

Kindly Note; All above documents (Category A, B, C and D whichever relevant) needs to be authenticated by the authorised signatory before sharing with LEHS.

Bidders selected by the LEHS may be asked for their presentations after reviewing technical proposals and negotiations.

If bidders do not hear from LEHS within two weeks of the closing of the RFP, consider your proposal not selected. LEHS reserves the right to reject any or all proposals at any given time without giving any justification or response to the bidders.

All responses to this RFP must be received no later than **October 31, 2026**. The proposal should be submitted only through e-mail in PDF format, addressed to the Procurement Team at the following e-mail address: rfp.lehs@wadhwaniai.org

For clarifications and queries, please direct all queries to rfp.lehs@wadhwaniai.org by October 20, 2026.

Note: Only shortlisted vendors will be contacted for further discussion. If you do not hear from us within two weeks of submission, consider your proposal not selected. LEHS reserves the right to reject any or all proposals and to negotiate terms and conditions with the selected vendor.

VII. EVALUATION CRITERIA FOR TECHNICAL PROPOSAL

Proposals will only be evaluated based on the components mentioned below

Domain	Component
Technical Proposal (40%)	Understanding of Scope of work
	Methodology & Execution Plan
	Quality Assurance Mechanisms
	Feedback & Issue Resolution Mechanisms
	Operational Monitoring and reporting
	Training Plan for Field Staff
	Coverage Strategy
Organisational Profile & Past Experience (20%)	Relevant Experience
	Technology Deployment Experience
	Work Samples / Testimonials
Team Composition & Experience (20%)	Agriculture Domain Expertise
	Team Qualifications & Experience
	Field Operations Capacity
Compliance and Safeguards (20%)	Data Privacy & Security
	Ethical Safeguards