

REQUEST FOR PROPOSAL (RFP)

Implementation and Activation of An Atal Tinkering Lab

Closing Date for Submission

<21st Sep 2026>

1. INTRODUCTION

Wadhwani AI is the flagship Artificial Intelligence (AI) initiative of Lords Education and Health Society (Wadhwani AI), a charitable organization dedicated to building equitable and sustainable systems that bring modern technology to underserved populations in India. Our core mission is to develop, deploy, and rigorously evaluate AI-powered solutions for social impact across domains, including healthcare, agriculture, governance, and education.

In alignment with our objective to support projects of national and social significance, LEHS (Wadhwani AI) promotes the integration of cutting-edge technologies, including Artificial Intelligence, into Indian mainstream systems. We execute this through strategic partnerships with State and National Governments, apex institutions, international agencies, and key ecosystem contributors.

This Request for Proposal (RFP) is issued by LEHS (Wadhwani AI), to identify a qualified implementation partner for the establishment, operationalisation, and sustained activation of Atal Tinkering Labs (ATL).

The selected partner will be responsible for supporting the establishment and activation of ATL, enabling students and teachers to engage with emerging technologies and innovation, and creating a sustained ecosystem for hands-on learning, experimentation, problem-solving and innovation.

2. BACKGROUND

The Atal Tinkering Labs initiative, under the Atal Innovation Mission, seeks to foster curiosity, creativity, imagination and innovation among school students by providing access to tools, technology and opportunities for hands-on experimentation.

While the establishment of a laboratory provides the necessary physical infrastructure, sustained activation is critical to ensuring that the facility becomes an active learning and innovation space rather than remaining limited to a physical asset.

Effective ATL activation requires a combination of:

- Access to appropriate technology and innovation equipment.

- Regular student engagement.
- Hands-on learning and experimentation.
- Teacher capacity building.
- Dedicated mentoring and facilitation.
- Exposure to emerging technologies.
- Design thinking and problem-solving.
- Innovation challenges and project-based learning.
- Opportunities for students to demonstrate and showcase their innovations.
- Monitoring and documentation of usage, participation and outcomes.

Through this RFP, LEHS (Wadhvani AI) seeks an implementation partner with the operational capability, technical expertise and on-ground presence required to establish and sustain such an ecosystem.

The engagement is envisaged to continue until **31 March 2027**, covering the establishment, activation, and sustained utilisation of the ATL.

3. PROJECT OBJECTIVES

The key objectives of the engagement are to:

1. Establish and operationalise ATL as active spaces for innovation, experimentation and hands-on learning.
2. Enable school students to develop exposure and practical skills in areas such as:
 - Artificial Intelligence and emerging technologies
 - Robotics
 - Internet of Things (IoT)
 - Electronics
 - Coding and computational thinking
 - 3D design and prototyping
 - Design thinking
 - Problem-solving and innovation
3. Build the capacity of teachers to facilitate and support student-led innovation activities.
4. Enable students to identify real-world problems and develop technology-enabled solutions through project-based learning.
5. Create opportunities for students to participate in innovation challenges,

hackathons, exhibitions and showcases.

6. Develop a sustained culture of experimentation, creativity and innovation within participating schools.
7. Establish appropriate systems for monitoring participation, engagement, activities, outputs and outcomes throughout the project period.
8. Document successful student innovations, learning journeys and implementation learnings for wider dissemination and replication.

4. SCOPE OF WORK

The selected implementation partner will be responsible for the following activities.

4.1 ATL Establishment and Infrastructure

The partner will support the establishment and operationalisation of the ATL, including:

- Assessment of the identified school/site and available infrastructure.
- Planning and setup of the ATL space.
- Procurement, installation and commissioning of required equipment.
- Organisation of equipment and learning materials in a safe and accessible manner.
- Ensuring that equipment is functional and available for regular student use.
- Development of appropriate inventory and asset-management mechanisms.
- Basic maintenance and troubleshooting support during the engagement period.

The proposed infrastructure should enable hands-on engagement across relevant areas including robotics, electronics, IoT, coding, AI, 3D design and prototyping.

4.2 Student Engagement and Learning

The partner will develop and implement a structured student-engagement programme.

Activities may include:

- Introduction to ATL equipment and technologies.
- Coding and computational thinking.
- Robotics and electronics.
- Artificial Intelligence and emerging technologies.
- Internet of Things.

- 3D design and prototyping.
- Design thinking.
- Problem identification.
- Ideation and solution development.
- Prototyping and testing.
- Project-based learning.
- Innovation challenges.
- Hackathons and competitions.
- Demonstrations and showcases.

The programme should progressively move students from **exposure** → **experimentation** → **problem identification** → **ideation** → **prototyping** → **testing** → **showcasing**.

4.3 Teacher Capacity Building

The partner will design and conduct capacity-building activities for teachers associated with the ATL.

This should include:

- Orientation to the purpose and functioning of the ATL.
- Familiarisation with available equipment and technologies.
- Basic understanding of AI, robotics, IoT, electronics and coding.
- Design-thinking and project-based learning approaches.
- Supporting student-led experimentation.
- Basic troubleshooting and safe use of equipment.
- Supporting student innovation projects.
- Approaches for sustaining ATL activities beyond facilitated sessions.

The partner should provide details of the proposed training curriculum, duration, frequency and methodology.

4.4 Innovation Challenges and Showcases

The partner will facilitate opportunities for students to apply their learning through structured challenges.

This may include:

- School-level innovation challenges.
- Problem-solving challenges.
- Inter-school competitions.
- Hackathons.
- Innovation showcases.
- Demonstrations for relevant stakeholders.
- Participation in relevant external innovation platforms, where appropriate.

The partner will support students throughout the innovation cycle, including ideation, prototyping, refinement and presentation.

4.5 Monitoring, Documentation and Reporting

The partner will establish mechanisms to monitor implementation and student engagement.

The monitoring framework should capture, as applicable:

- Number of sessions conducted.
- Student participation.
- Teacher participation.
- Technologies/topics covered.
- Projects initiated and completed.
- Student prototypes developed.
- Innovation challenges conducted.
- Equipment utilisation.
- Key implementation challenges.
- Success stories and student journeys.
- Photographic/video documentation, subject to applicable consent and data-protection requirements.

The partner will submit periodic progress reports to LEHS (Wadhwani AI) as per the agreed reporting schedule.

4.6 Coordination and Stakeholder Management

The partner will coordinate with:

- School leadership.
- Teachers.
- Students.
- Relevant government/education stakeholders, where applicable.
- Other project stakeholders identified by LEHS (Wadhwani AI).

The partner will be responsible for ensuring timely coordination and resolution of operational issues.

4.7 Safety, Data Protection and Compliance

The partner must ensure:

- Safe use and storage of ATL equipment.
- Appropriate supervision of students during practical activities.
- Compliance with applicable school and child-safety requirements.
- Responsible collection and handling of student information.
- Appropriate consent mechanisms wherever required.
- Compliance with applicable provisions of the **Digital Personal Data Protection Act, 2023**, and other applicable laws and policies.

5. TIMELINES & DELIVERABLES

The proposed engagement shall remain effective through **31 March 2027**. Based on the **Scope of Work** outlined in this document, the bidder may propose the implementation and approach of phasing based deliverables based on their experience and expertise. All activities and deliverables shall be completed by the stipulated project end date.

6. PROPOSAL SUBMISSION GUIDELINES

Your proposal must include:

1. Technical Proposal

- Detailed understanding of the scope, objectives and deliverables.
- Proposed implementation approach and methodology.

- Detailed work plan until March 2027.
- Approach to ATL setup and operationalisation.
- Proposed student engagement and learning model.
- Proposed teacher capacity-building approach.
- Innovation Coach deployment model.
- Team composition and qualifications of key personnel.
- Proposed curriculum/content across AI, robotics, IoT, coding, electronics, 3D design and related technologies.
- Approach to student innovation projects and challenges.
- Monitoring, evaluation and reporting framework.
- Staffing Plan.
- Risk Management Plan.
- Sustainability and handover approach.
- Approach to child safety, data protection and responsible technology use.
- Sample of similar work conducted previously.

2. Financial Proposal

- Detailed cost breakdown.
- Cost of ATL setup/equipment, where applicable.
- Innovation Coach/personnel costs.
- Training and capacity-building costs.
- Student engagement and innovation activity costs.
- Monitoring and reporting costs.
- Any travel/logistics costs.
- Applicable taxes.
- Any other costs/contingencies.
- Schedule of payments linked to milestones achieved.

3. Organizational Profile

- Relevant project experience, including technical and operational expertise.
- Experience working with schools, government departments, CSR programmes or similar stakeholders.
- Organization's geographic coverage/presence.

- Experience in AI, STEM, innovation, robotics, coding or emerging-technology education.
- Experience managing multi-school or large-scale programmes.
- Detailed Budget Format.
- Sample of similar work.

Submission Details

1. All proposals to this RFP must be received no later than **<21st Sep, 2026>**.
2. The proposal should be submitted only through email in PDF format addressed to the Procurement Team at: rfp.lehs@wadhwaniai.org
3. The email subject line must contain the reference number and title of the RFP:

<RFP Reference Number> – RFP for Implementation and Activation of Atal Tinkering Lab

4. Any proposals received by LEHS (Wadhvani AI) after the deadline prescribed in the timeline of this document are liable to be rejected.

7. Evaluation Matrix

Criteria	Weightage
• Understanding of the project and proposed implementation approach	20%
• Relevant experience in ATL/STEM/AI/innovation education programmes	15%
• Quality and feasibility of the implementation plan through the end of the project	20%
• Student engagement, curriculum and innovation methodology	10%
• Teacher capacity-building approach	10%

• Monitoring, reporting and quality-assurance approach	10%
• Organizational capacity, geographic presence and stakeholder-management experience	10%
• Risk management, child safety, data protection and sustainability approach	5%
Total Technical Score	100%

Weighted Scoring Method: 70% weightage for the technical score and 30% weightage for the financial score.

Only bidders meeting the minimum technical qualifying score, as determined by LEHS, will be eligible for financial evaluation.

Criteria for Application

Applicants must meet the following criteria:

1. Mandatory

- Demonstrated experience in implementing **STEM, innovation, robotics, AI, coding or technology-enabled education programmes.**
- Experience working with schools and students, preferably at scale.
- Demonstrated project-management ability to coordinate multiple activities and deliver within stipulated timelines.
- Experience in training and capacity building of teachers and/or facilitators.
- Ability to deploy qualified personnel/Innovation Coaches for the duration of the project.
- Work experience and qualifications of all key personnel proposed for the project must be included.
- Demonstrated technical and operational capability to establish and manage innovation/technology learning spaces.
- Robust monitoring, evaluation and reporting capabilities.
- Demonstrated organizational and financial stability.
- Demonstrated experience managing equipment, technology infrastructure and/or laboratory environments, where applicable.

- Demonstrate compliance with applicable child-safety, safeguarding and data-protection requirements.
- Demonstrate compliance with the provisions of the **Digital Personal Data Protection Act, 2023**, wherever personal data is collected, stored or processed.

2. Preferred

- Prior experience in establishing or activating **Atal Tinkering Labs**.
- Prior experience working with **Atal Innovation Mission or government school systems**.
- Presence in the state(s) where implementation is proposed.
- Prior experience working through state/district education-administration mechanisms.
- Experience implementing CSR-funded education programmes.
- Experience in AI and emerging technologies.
- Experience in conducting innovation challenges, hackathons or student showcases.
- Partnerships with relevant technology, academic or innovation ecosystem organizations.

8. MANDATORY DISCLOSURES

Please submit the following as enclosures or attachments with the proposal.

Bidders must provide all the information requested above. Proposals that do not provide the required information and certificates, or do not follow the submission requirements, may not be reviewed.

- Company/Organization Profile.
- Testimonials, work completion reports, purchase orders/contracts or equivalent evidence of similar work.
- Details of relevant projects implemented during the last three years.
- Relevant client/reference details.
- NGOs need to provide valid CSR-1 issued in favour of the NGO by the MCA.

- NGOs having valid FCRA registration shall disclose the same in their proposal and provide a copy of the registration certificate and relevant supporting documents.
- GST registration certificate.
- PAN & TAN registration.
- Audited Financials for the last three years.
- Income Tax Returns for the last three years.
- Cancelled cheque.
- Copy of registration documents/certificate and most recent renewal as a legal entity.
- Authorized signatory letter.
- Conflict of interest declaration.
- Contact person details.
- Memorandum of Association & Articles of Association (or Trust Deed / Bye-laws as applicable).
- List of Governing Body Members/Board Members of the organization.
- 12A and 80G Registration Certificates and Revalidation Document, where applicable.
- PF, ESI, and Professional Tax Registration Certificates, if applicable.
- Finance Policy, HR Policy, Anti-Sexual Harassment Policy, Procurement Policy, Child Safeguarding/Safety Policy and other relevant internal policies.
- List of pending litigation/cases against the entity, if any.
- Latest TDS Return filed (Form 26Q and 24Q), where applicable.
- GSTR filings for the last three returns, where applicable.
- Sample Audited Utilization Certificate submitted to any donor for CSR funding, where applicable.
- Audit Report in Form 10B/BB for the last three years, where applicable.

- Foreign Contribution (FC) Audited Financials for the last three years, if applicable.
- FCRA Returns (FC-4) for the last three years, if applicable.

Note: Only technically shortlisted bidders will be eligible for the opening of the financial proposal. Financial proposals will be evaluated on criteria including total cost, cost breakdown, cost reasonableness, cost-effectiveness, payment terms and financial stability of the participating organization.

Bidders selected by LEHS may be asked to make presentations after review of technical proposals and may be invited for negotiations.

If bidders do not hear from LEHS within two weeks of the closing of the RFP, they may consider their proposal not selected.

LEHS reserves the right to reject any or all proposals at any given time without providing any justification or response to the bidders.