

## Request for Proposal

### Procurement of vendor for designing and developing marketplace system that allows for discovery, data and deal making among innovators, enablers, and investors.

By ACCESS Development Services

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Last date for receiving proposals – June 7, 2023

#### 1. Introduction

ACCESS is a national livelihoods support organization, with focus on incubating innovations for sustainable livelihoods of the poor. With support from DFID (Govt. of UK), ACCESS was established in March 2006 as a professional new generation agency to contribute to and support poverty reduction in India. ACCESS works to accelerate collaboration and drive narratives that impact economic inclusion and create well-being among vulnerable communities across markets. As part of our strategic initiatives for driving discovery of innovators and prepare them to scale-up, we are working a new Discovery-Data-Deal flow community platform that will help in collaboration among the start-up ecosystem across the geographies and work as a public good. We are seeking a vendor who can partner with us to design, develop, and implement this software and database, tailored to our specific needs.

#### 2. Project Overview

The objective is to create a robust digital platform that will enable start-ups to grow and expand to newer markets by leveraging the power of knowledge and engagement. The journey of start-ups will be accelerated by through the three broad pillars – Discovery, Data and Deal making (DDD) among innovators, enablers and investors.

The technology platform needs to be user-friendly, scalable, and secure. The platform should integrate seamlessly with third-party tools and/or system.

#### 3. Requirements

Below are the specific requirements for the DDD platform below. Please review these requirements and provide information on how your company can meet them:

##### 3.1. Functional Requirements:

- **Logical UI:** The front-end interface should have easy to understand User Interface (UI) so that the users can access key information with fewer clicks.
- **Account Setting and managing different user types:** The platform should provide a feature of setting up of accounts for different user groups – start-ups, investor, industry, Incubators, enablers, national govt bodies, experts, and general user. Access to the platform will be linked with the user type

- **Tools:** The platform should be designed in a modular level and depending on the usage of the solution different tools like document manager, sandbox to try and test product, cloud hosting, etc., for the users can be uploaded.
- **Manage Challenges:** The users can run their own challenges or create challenges using the tools provided on the platform. The start-ups can participate in the challenges just by clicking a button.
- **Manage Start-ups:** The investors or incubation centres can manage and track the progress of their cohort on the platform.
- **Track the start-ups:** Provision to manage and track deals throughout their lifecycle. The platform will allow users to capture, categorize, and organize start-up's related information in a structured manner. Users can easily view the status of each start-up and track its progress through various stages.
- **Sourcing and Screening of the start-ups:** The solution enables users to source potential investment opportunities in different start-ups.
- **Collaboration and Communication:** Solution provides seamless communication, document sharing, and collaboration within the system, ensuring all stakeholders are aligned and informed. Chatbot should be provided so that the users can interact among themselves.
- **Knowledge Management:** Provision for RSS feeds/Vlogs on the front end interface. The front end should automatically pool relevant information, articles, videos, and showcase on the platform
- **Data Analytics and Reporting:** Offers robust analytics and reporting capabilities. Users can generate customized reports, visualize deal performance metrics, and track key performance indicators.
- **Security and Permissions:** It should include security features to protect sensitive deal information. It may offer role-based access controls, data encryption, and activity logging to ensure data confidentiality and compliance with relevant regulations.
- **Tracker:** The platform should keep track of daily visitors and their location
- **Mobile Accessibility:** The platform should have mobile applications or mobile-responsive interfaces, allowing users to access and manage their account on the go.

### 3.2. Technical Requirements:

- Latest programming language with detailed architecture of the software
- The solution can be easily scaled up in modular way
- Latest security features to ensure data integrity and security
- Regular updates and debugging by the firm
- Annual maintenance of the solution
- Open system architecture

3.3. **Timeline and deliverables:** The timeline to build the complete solution is 120 days, which includes testing and bug fixing. The vendor will also provide annual maintenance of the complete platform for a period of 12 months. The maintenance should not be more than 10% of the project cost.

## 4. Evaluation Criteria

Our decision will be based on a comprehensive evaluation of the proposals received. The following factors will be taken into consideration:

- 4.1. Experience and track record
- 4.2. Technical expertise and capabilities
- 4.3. Cost-effectiveness and value for money
- 4.4. Proposed project timeline and methodology

## **5. Proposal**

Proposals are invited from interested companies should send a proposal providing the following information:

### **5.1. Basic information**

- Name of company
- Promoter/founder/Chief Executive details – Name & contact details
- Website and social media addresses
- Date and form of incorporation
- Copy of registration certificate

### **5.2. Proposed methodology, timelines and milestones**

### **5.3. Details of relevant past and ongoing projects/assignments with name of client, scope of work and financial value of the contract**

### **5.4. CVs of key personnel**

### **5.5. Budget with break-up of costs**