

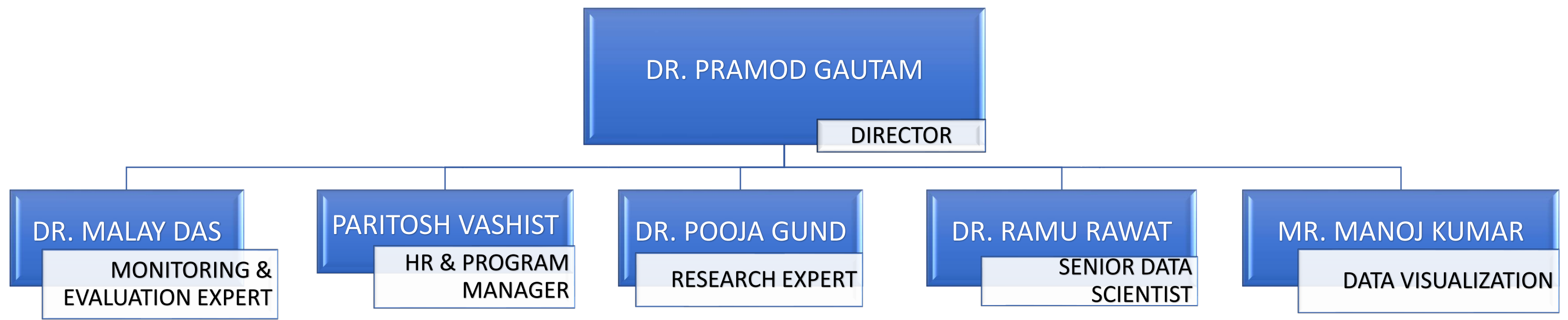


An Exposure to Request for Proposal (RfP) Development

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ABOUT BASIC PARADIGM	
Basic Paradigm is a social enterprise that undertakes projects, implements ventures and activities that benefit groups of people beyond those directly involved in doing the work of the organization. Basic Paradigm focuses on improving the health, nutrition, and welfare of all as the last mile and works towards the attainment of Sustainable Development Goal 3 i.e., ensuring health and well-being, at every stage of life. It also supports the arm of the not-for-profit organization SCHOOL (Society of Community Health Oriented Operational Links).	
VISION & MISSION	
Vision: To be a leading social enterprise driving sustainable development and creating positive social impact, while partnering with organizations to bring about transformative change and improve the lives of individuals and communities worldwide. Mission: To empower communities and improve quality of life by implementing innovative projects and ventures that address social development challenges, with a particular focus on achieving good health and well-being for all.	
ORGANIZATION STRUCTURE	
	
PRACTICAL VS THEORETICAL EXPOSURE	
✓ While preparing a questionnaire we have to maintain the sequential order and also we have to consider the thing that some questions should be skipped if, the answer to the above question is “NO” Second after preparing the questionnaire we have to pass it for IBR approval sometimes it takes time or rejection and resubmission lead to a delay in the client project. ✓ Qualitative analysis is more toughest than quantitative analysis. ✓ For Data visualization, the finest thing to represent the report is that we can skip, filter and sort out the data in the same sheet while presenting without any complex formulae. Using software like Power BI, and Google Studio. ✓ For finding a suitable project for my organization, I have to screen 100+ tenders (RfP) From which five to six were in our criteria segment and from that, 1 to 2 were such that we can perform. ✓ The client needs a detailed explanation of the work that we will perform in the processing years While submitting a response for its proposal it’s quite difficult to predict things practically on the ground situation before 6 to 7 months And also stating it’s complete financial proposal with taxes. ✓ Hiring an external authority or an individual to perform some kinds of tasks of the project but we are hiring him/her/it for the first time, we are too very careful with his experience and the task completed in his previous projects ✓ Pay scale or wages to each individual hired should be appropriate according to work and must be include traveling, food, and rental cost otherwise it will affect the work performed in the project. ✓ Bias that we learn theoretically is difficult to detect while working.	
SWOT (of organization)	
STRENGTH - well experienced and qualified staff - some staff have worked earlier in the government health program - has well manpower supply as needed to hire	WEAKNESS - Not have huge staff need to hire every time professional to perform the work - in some month 5year will be complete and the competition will be level-up
OPPORTUNITY -In the next financial year company will have a chance to take on the project of a financial budget of 30L above - can also increase its criteria to work form nutrition, health, education to more segments.	THREATS - Multinational companies like BCG, KPMG, BAIN & Co, etc are the market leaders to capture BP’s targeted projects. - after the completion of 5yr, the company will be eligible for minimum experience criteria for 80% of clients in 30L above financial project will be a tough challenge to set roots.
SWOT ANALYSIS	
ABOUT MY WORK AT BASIC PARADIGM	
In the first month of my internship, I had been exposed to everything performed by the company. They introduced me to things like program implementation, RfP development, research proposal, data analytics, and visualization. Later, they offered me to choose one to develop myself. I choose RfP development. In RfP development I was working as a team employee and our head was Dr. Malay Das. The work I perform in the <i>BASIC PARADIGM</i> is as follows: ✓ I wrote an introduction and background in RfP for the clients like JSI, MAMTA HMIC, WJCF, and PATH. ✓ Also work to write an ‘Area of Expertise & Key Roles and Responsibilities’ according to the project in Rfp of WJCF. ✓ Wrote an approach for the project work of PATH India. ✓ Finding data from various resources like a government website, Google Scholar, Research papers, published articles, etc. ✓ Also perform to find the tender from various websites like tenders 24*7, tenders on time, and various government, and organization websites of all states and UT. During my internship, I work on live RfP development tasks taken by organizations like: ➤ ‘Hiring of a bidder for support in monitoring, evaluation, research, and learning (MERL) in new vaccine introduction (NVI) project - in Delhi RFP NO: JSI/RFP/2023/009’ Rfp by JSI ➤ “Conducting Human-Design Centric Consumer Perceptions Study of On-Demand Contraceptive Pill for Women” Rfp by WJCI ➤ “Supporting humanitarian preparedness and response during disasters/crisis situations to ensure uninterrupted Sexual Reproductive Health (SRH) services and respond to gender based violence for affected populations” Rfp by UNFPA ➤ “Contextualization of the Demand-side Discovery CHPC research to Jharkhand Urban PHC context, to decode the high-level demand-side barriers to care seeking and engaging with Urban PHC” Rfp by PATH India	
CHALLENGES FACED DURING INTERNSHIP	
✓ Work performing on Google Studio, KOBO Toolbox was initially challenging. ✓ Finding data on various official works and tasks has been done by the Indian or state government. ✓ To learn using software like IBM SPSS was a quite difficult task. ✓ Screening various tenders (RfP) on multiple websites according to the focus of the organization. ✓ Data for a very niche topic.	
LEARNING DURING INTERNSHIP	
✓ Google Studio for data visualization ✓ Kobo Toolbox a survey form-making software ✓ Various websites and keywords used to find RfPs ✓ How to write given work introduction and background in RfPs ✓ Preparation of approach for the given task of the client in Rfps. ✓ How to respond to a tender for bidding by preparing Technical and Financial proposals. ✓ Various programs run by gov. of India in MoHFW, NHM.	
USEFULNESS OF INTERNSHIP	
✓ Able to respond to a proposal made by the client. ✓ Statistical analysis on a huge set of data (work on 71akh characteristics data of NFHS-5) ✓ Visual representation of data ✓ Questionary form (in software form) preparation which used to take survey ✓ Able to write background of work, approach for work.	
SUGGESTION	
✓ Provide exposure to fieldwork to get more enhanced and practical knowledge of work. ✓ Organization should increase working staff to respond to multiple RfP simultaneously. ✓ Get ready for competition, in some month organization will complete 5yr, the company will be eligible for minimum experience criteria for 80% of clients in 30L above financial project will be a tough challenge to set roots. ✓ Embrace technology for enhanced data analysis capabilities. ✓ Prioritize client engagement and satisfaction as much possible as.	