

**INDIAN INSTITUTE OF TECHNOLOGY
NEW DELHI - 110016
IITD/EOI(SP-4310)/2023**

22-08-2023

Expression of Interest for seeking consultancy services for setting up an international campus of IIT Delhi

Indian Institute of Technology Delhi (IIT Delhi), an autonomous institution of the Government of India, is a premier educational institution in India, involved in higher education in engineering, sciences, management, and humanities. Details about IIT Delhi may be found at: <https://www.iitd.ac.in/>.

A Memorandum of Understanding has been signed recently between the Ministry of Education, Government of India (MoE), Abu Dhabi Department of Education and Knowledge (ADEK), and IIT Delhi for setting up an international campus of IIT Delhi in Abu Dhabi. The international campus of IIT Delhi is aimed at expanding the reach and impact of IIT Delhi's academic excellence abroad, with the objective of providing an efficient and effective higher educational platform to the UAE. It is envisioned that IIT Delhi's Abu Dhabi campus should set the highest standards of academics and research in the UAE and contribute to the local ecosystem, as well as address global challenges. The proposed international campus will be funded by various stakeholders and governed by the laws of Abu Dhabi and the UAE. However, academic control and overall governance will remain with IIT Delhi.

To ensure a holistic, mutually beneficial, smooth, and legally compliant engagement with all stakeholders, IIT Delhi is seeking the supporting services of a reputable consulting firm experienced in higher education. It is envisioned that the consulting services will appropriately support IIT Delhi in its planning and rollout of the Abu Dhabi campus.

In view of the above, consultancy firms are invited to submit an Expression of Interest (EOI) for providing supportive consultancy services pertaining to the establishment of IIT Delhi's campus in Abu Dhabi.

Relevant expertise and past experience in setting up international campuses/institutions of higher education is a requirement for being considered for the proposed engagement.

The scope of services in Phase I (3 months) expected from the selected consultants may include, but is not limited to:

- Support IIT Delhi in its roadmap for setting up the Abu Dhabi campus, given IIT Delhi's current position in India and global standing. Review the value proposition of the international campus in Abu Dhabi and its synergetic integration with IIT Delhi's campus in India. Provide advice on the overall strategy for the Abu Dhabi campus.
- Provide inputs, market survey and other information in the framing and sequencing of academic programs that may be launched in the proposed campus over the next 10-year time frame. Provide an understanding of the local market needs and preferences, evolving global trends. Support IIT Delhi's understanding of the demand for similar programs offered by comparable institutes in the region and similar geographies.
- Provide inputs to IIT Delhi's research initiatives that may be launched in the proposed campus over the next 10-year time frame and associated laboratory and other infrastructure requirements. Provide inputs about the local market needs and preferences and global trends. Provide inputs about the entrepreneurship ecosystem in the region and what initiatives may be undertaken in the new campus.

- Provide inputs about the local school system in Abu Dhabi and other Emirates, as well as the preparedness of the potential students for an IIT education. Advise IIT Delhi on supportive mechanisms, if any, that may be required to maintain quality standards.
- Provide supportive consultancy services to IIT Delhi in developing the operating model for the international campus – sequencing of programs, the projected growth of student numbers, faculty and staff requirement, governance models including compliance to Abu Dhabi academic and other institutional requirements, academic fees, scholarships to be provided, student recreation and well-being, marketing and branding, collaborations with industry and other institutions.
- Provide support for the recruitment of faculty and staff: hiring, retention, search etc. Provide inputs for developing mechanisms for seamless faculty movement between Delhi and Abu Dhabi campuses. Provide inputs for compensation models.
- Support the development of the financial model for setting up the Abu Dhabi campus for the first five years of operations (in a temporary campus), including capital expenditure requirements for setting up infrastructure (including digital infrastructure), revenue generation models, recurring expenditure, grants from the government and other sources, etc.
- Provide supportive consultancy on the management of assets of the Abu Dhabi campus, including intellectual property and assets.
- Advise on local regulatory and other compliance requirements; ensure compliance with IIT Delhi and Government of India regulations; Advice on International taxation and related compliances requirement for repatriation, financial accounting, partnerships, etc.
- Provide inputs for enabling the movement of funds between the two campuses and setting up of entities to ensure tax and legally compliant transfers. Help IIT Delhi in developing a structure of a possible Project Company or Special Purpose Vehicle (SPV).
- Provide inputs for best international practices and processes for running campuses, including design of academic/non-academic policies, reporting structure, delegation of authority, management of services, etc., along with proper assessment of implementing the same in Abu Dhabi.
- Advice on branding, strategy, design, and positioning for the products of the campus; development of website and portal, digital marketing, public relations, etc.
- Advice on siting and establishment of permanent campus, keeping in view state-of-the-art infrastructure and other logistics.
- Advice on any other matter related to planning for the setup and operationalization of IIT Delhi's Abu Dhabi campus.

(The above-specified works are indicative in nature. The actual work elements may differ from this within the broader scope of the consultancy services.)

To express interest in this engagement, the consultancy firm is requested to provide the following information:

- An overview of the consultancy firm, including its expertise and experience in international higher education collaborations and cross-border campuses.
- The overview should include information on the annual turnover of the company for the past five years, specifically highlighting the engagements in the higher education space and, in particular, in consulting for setting up offshore campuses.
- A summary of the project team of professionals who would be deployed for this engagement, their skill sets and roles, and the modalities of engagement. Their relevant experience and qualifications may be highlighted.
- Details of the proposed approach and timeline for conducting the necessary consulting and deliverables.
- **Financials are not to be included in the Expression of Interest.** The evaluation at this stage will only be based on the expertise, past track record, and capability and

plan for timely delivery of the project objectives. Separate financial proposals will be sought from the shortlisted parties.

Expressions of interest are being sought for Phase 1 (which will be an initial engagement for advice for a period of 3 months). In this phase, consultancy is being sought for drafting appropriate partnership documents and for enabling the startup of the venture, involving all the points listed above.

During the 3-month period, continuous engagement on a daily basis is expected between your firm and officials at IIT Delhi. During the 3-month period, there will be a weekly update meeting covering the various parts of the project (listed above), and a strict timeline will be required to be adhered.

It is expected that the 3-month engagement will be followed by a Phase 2 long-term consulting for the setup, management, and operationalization of the campus. Phase 2 contract will be awarded on completion of Phase 1 and on satisfactory delivery of required services. Terms and conditions will be negotiated at that time.

Based on the responses received to this EOI, one or more than one bidder shall be shortlisted to participate in a second stage (RFP).

It is requested that your expression of interest, along with the requested information, be submitted latest by 31.08.2023 via the e-procurement link.

Name of Organization	Indian Institute of Technology Delhi
Tender Type (Open/Limited/EOI/Auction/Single/Global)	EOI
Tender Category (Services/Goods/works)	Services
Type/Form of Contract (Work/Supply/ Auction/ Service/ Buy/ Empanelment/ Sell)	Expression of Interest for seeking consultancy services for setting up an international campus of IIT Delhi
Date of Issue/Publishing	22-08-2023 at (16:00 Hrs)
Document Download Date	22-08-2023 at (16:00 Hrs)
Document Download End Date	31-08-2023 at (15:00 Hrs)
Last Date and Time for submission of Application form	01-09-2023 at (15:00 Hrs)
Address for Communication	Prof Shantanu Roy, LH-326, Abu Dhabi Campus, IIT Delhi-110016
Contact No.	011-2659 6021
Email Address	office_iit_ad@admin.iitd.ac.in

Please feel free to reach out to coordinator_iit_ad@iitd.ac.in for further information, with a copy to office_iit_ad@admin.iitd.ac.in .

Disclaimer:

This EoI is not an agreement and is neither an offer nor an invitation by the Authority to the prospective applicants or any other person. The purpose of this EoI is to provide interested parties with information that may be useful to them in the formulation of their applications pursuant to this EoI. This EoI includes statements that reflect various assumptions and assessments arrived at in relation to the consultancy services, that may not be entirely accurate. The Authority may, in its absolute discretion but without being under any obligation to do so, update, amend, or supplement the information, assessment, or assumptions contained in this EoI. The Authority reserves the right to recall the EoI in its entirety or in part.