

Commercial Terms & Conditions

General Terms:

- All rights on the content collected during the contract will reside exclusively with RV UNIVERSITY BANGALORE.
- Both Impartus and R V EDUCATIONAL INSTITUTIONS will maintain strict confidentiality about transaction terms, content and technical know-how.
- Pricing is guaranteed for three years.
- R V EDUCATIONAL INSTITUTIONS will be responsible for the physical safety of the infrastructure.
- R V EDUCATIONAL INSTITUTIONS will be responsible for providing uninterrupted power supply and networking of the classrooms.
- R V EDUCATIONAL INSTITUTIONS to specify the classrooms where system is to be installed. Installation is fixed in the designated locations and cannot be re-located.
- This offer is valid until 6th March, 2021.

Pricing

Special Price for R V EDUCATIONAL INSTITUTIONS Quote –09, 05 & 02 Classrooms.

Name of Institute	No. of Classrooms	Price per classroom for 03 years (INR)	Total Project Cost (In Rs)
RV University	09	370000	3330000**
RVITM	05	370000	1850000**
RVIMS	02	370000	740000**
TOTAL	16	370000	5920000**

4,25,000/-

** All prices are exclusive of Taxes.

** Impartus will complete the Installation of 09 Classrooms in 90 days from PO.

Payment Terms:

Sl No.	Payment	Total Amount in INR
1	60 % of 5920000 with PO	3552000**
2	20 % of 5920000 at the beginning of the 2 nd year	1184000**
3	20 % of 5920000 at the beginning of the 2 nd year	1184000**

R V EDUCATIONAL INSTITUTIONS can make advance payment to Impartus in the following account:

Impartus Innovations Pvt. Ltd.

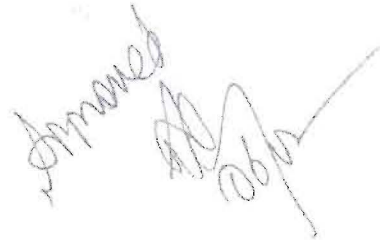
Bank Name: ICICI Bank Ltd

Account Number: 000205024931

IFSC Code: ICIC0000002

Branch: Bangalore Branch

GST: 29AADCI4307A1Z1

Approved


Impartus lecture class recording system.

registrar rvei <registrar@rvei.edu.in>
To: "Director, RVIM" <director.rvim@rvei.edu.in>

8 February 2021 at 11:48


Sir,


As discussed forwarding herewith the proposal and the approval. Please activate the account only after starting the offline classes.

With Warm Regards

**Syed Shahameer,
Registrar,
RV Educational Institutions
+91-80-46746410/26562386
www.rvinstitutions.com**

2 attachments

 Impartus, lecture recording system.pdf
1115K

 Impartus LCS_Proposal.pdf
1227K

Reddy
Impartus for 2 CLR if approved by
wgt. Pl. raise the PO immediately
discuss
9/2



RVIM | Impartus LCS proposal

Bimal Kumar <bimal.kumar@impartus.com>

2 February 2021 at 13:10

To: "director.rvim@rvei.edu.in" <director.rvim@rvei.edu.in>

Cc: Rahul Raj <rahul.raj@impartus.com>, bunguas@gmail.com

Dear Dr. Purushottam Bung Jee,

Hope you are doing good and safe.

It was a pleasure talking to you, As I informed we have submitted the proposal for both RVITM and RV University for 05 and 09 classrooms.

Furthermore, if you need any other information please do not hesitate to contact me.


Please find attached the Proposal for your perusal.

Regards

Bimal Kumar

Mob: +91-8123990000

www.impartus.com

 **Impartus RVIMS Proposal - 5 CR.pdf**
1315K

Expand Learning Opportunities Through Technology

A Lecture Capture Proposal
For
**R V Institute of Management
(RVIMS)**

2-Feb-21



Submitted to:

Dr. Purushottam Bung

Director

Presented by:

Bimal Kumar, Regional Head

Rahul Raj, Zonal Head

Mob: +91-8123990000

bimal.kumar@impartus.com

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Executive Summary

HOW THE PROPOSED SOLUTION CAN BENEFIT RVIMS

Primary Motivators

RVIMS has identified the following reasons for evaluating a new lecture capture solution:

Traditional Teaching Methods Limit Learning

RVIMS is looking for ways to adapt and modernize the teaching experience to enable a diverse student population to learn as effectively as possible. Different students learn at different paces, and can maximize their comprehension when offered various methods of learning.

Inability to Leverage Marquee Lectures across Multiple Campuses

Individual professors can only be in one place at a time, and exceptional lectures from star teachers or guest speakers must be watched from specific locations. This limits the ability for RVIMS to maintain course excellence across multiple campuses.

Supporting a Busier Student Population

With the pace of instruction increasing, and student availability decreasing, the risk of someone falling behind because of a missed class becomes more and more likely. Although RVIMS doesn't want to discourage physical lecture attendance, they do want to provide modern ways for students to maintain the required pace of learning, even when they do miss a class.

Off-Line Lecture Methods Limit Effectiveness of Online Resources

The ever-expanding universe of content available externally (the Internet) and internally (RVIMS's Intranet) leads to knowledge scatter and the partitioning of valuable information. RVIMS needs a less-partitioned, more effective way for students and professors to supplement their course material with newly accessible and relevant content.

Modern Learning Environments Need to be Collaborative

With the advent of "flipped" classrooms and the increasing adoption of collaborative teaching methods, RVIMS is looking for ways to leverage technology to provide greater options for interactive and collaborative learning.

Students are Online

Traditional teaching methods that require attending lectures and taking notes are out of touch with today's tech-centric student population. RVIMS needs a way to stay relevant to the evolving behavioral patterns of the modern student.

Custom Lecture Capture Solutions are Expensive

Building and maintaining an effective proprietary lecture capture solution requires significant investments of money and resources, and can become a headache when internal ownership changes, RVIMS needs a way to get the benefits of a complete lecture capture solution without incurring the significant implementation and maintenance costs of building its own solution.

Expected Outcomes

By implementing a solution that addresses the issues described above, RVIMS can expect to achieve the following outcomes:

Improved Student Performance

By giving students the ability to learn at their own pace, without the limits imposed by traditional lecture and note-taking methods, student academic performance can be increased.

Deeper Subject Matter Understanding

With a learning experience that provides richer and more contextual content, students will be able to gain a stronger and more lasting grasp on the subjects they are studying.

Expanded Perspectives Through Collaboration

By supporting a more collaborative environment, students can engage with each other to get a wider range of perspectives, allowing for a more balanced and effective learning experience.

A More Engaged Student

By providing a supplementary online learning platform that's based on advanced video technology, for which students have an increasing affinity, students will naturally be more engaged with the subjects they are learning.

Improved Instructional Feedback

With new ways of receiving explicit and implied feedback on course content, delivery methods, and teaching style, instructors will be able to fine-tune their courses more effectively for maximum educational impact.

Never Miss a Class

With online access to lecture content, students that can't attend a class will be able to experience the content whenever and wherever they want, on any connected device.

Serve a Wider Audience

With an online technology solution that delivers a comprehensive learning experience, RVIMS can effectively support the needs of remote students.

Lecture Excellence Available Across Multiple Campuses

By offering the ability for students, regardless of campus location, to experience both live and recorded lectures from other campuses, RVIMS can leverage star instructors and make marquee lectures available to all campuses.

Richer Learning Experience

By bringing lecture and static class content together, along with contextual online content from both the Internet and RVIMS 's intranet, students will have access to a broad range of relevant content.

More Efficient Learning

With broad content types accessible from a single and secure location, students won't be forced to waste time moving from silo to silo, and can spend more time actually learning.

Reliable and Cost Effective Lecture Capture

With a comprehensive hardware and software solution that's professionally installed, maintained and continually enhanced, the traditional challenges and costs of implementing a partial proprietary solution can be avoided.

Benefits of Impartus SaaS (Software as a Service)

Reduced Time to Benefit

The Impartus solution is accessed via an Internet browser, allowing for immediate use as soon the hardware is installed and tested. Impartus will continue to deliver software upgrades on a quarterly basis.

Lower Up-Front and Maintenance Effort (Costs)

As the Impartus platform is accessed and maintained in the "cloud," customers don't need to undertake initial setup and installation, perform on-going maintenance "patches," or upgrade their software. Each of these activities happens automatically.

Infinitely Scalable

As a SaaS solution, Impartus takes care of all storage infrastructures, eliminating potential storage headaches further down the road.

Focused on Security

Impartus takes a multi-faceted approach to security, covering physical and network security as well as the architecture of the software platform itself. Security includes automatic backup, rotating encryption keys, and strict controls over content distribution.

Recommendations for RVIMS

COMPREHENSIVE SOLUTION

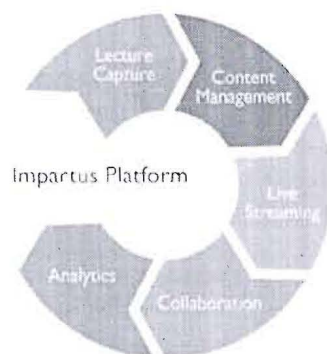
Impartus Solution Overview

Impartus is a comprehensive, video-based learning platform that brings about a paradigm shift in the education experience.

With Impartus, educators are able to capture, edit, and distribute contextually relevant content. Students gain deeper understanding as they use the platform to watch recorded or live-streamed class lectures and review supplementary course material at any time, from anywhere. And administrators can serve more students with existing resources while improving outcomes for all.

The core features of the solution include:

- The automatic recording and distribution of classroom lectures
- A platform for editing and viewing recorded or live-streamed lectures
- A platform for consolidating relevant content
- Browser-based platform



Features

The following outlines the core elements of the recommended Impartus solution. With this solution, RVIMS receives a complete platform that delivers on the benefits described above, using leading-edge software and hardware.

Anytime, Anywhere

- **Automated Lecture Capture** – Automatic audio and video recording of classroom lectures.
- **Remote Access** – Store lecture content in the cloud, so that students can access it anytime, from anywhere, on any device.
- **Live Streaming** – View lectures and communicate in real time from different campuses.

- **Hybrid Cloud Solution** - Provide content management on campus and in the cloud.

Learning Collaboration

- **Hand Raiser** - Ask and answer questions, privately or publicly.
- **Note Sharing** - Take notes, save them for later, and share them with others.
- **Attachments** - Link to relevant internal and external content, including instructor's notes.
- **Video Editing** - Eliminate unwanted portions of videos and embed materials within the video file.

Search and Manage Video Content

- **Video Bookmarks** - Bookmark video segments for future reference.
- **Advanced Search** - Use keywords to search and discover new videos.
- **Lecture Notes** - Instructors can share notes with a particular class or the entire school.
- **Playlist** - Build a personal playlist of your favorite video segments.

Content Management

- **Educational Content Library** - Manage a library of educational content, on campus and in the cloud.
- **Adaptive Bit Rate** - Detects the user's bandwidth in real time and adjusts the video quality accordingly.
- **Secure Video Content** - Permission-based publishing and access.
- **Scheduling Timetable** - Create an automatic calendar entry to schedule classroom recordings in advance.

Analytics

- **Descriptive Analytics** - Access analytics on who watched what, and when.
- **Diagnostic Analytics** - Logs number of videos recorded and flags technical support issues.
- **Reporting Engine** - Generate usage reports to measure ROI.
- **Dashboard** - View video ratings, number of students enrolled, and more.

High Quality Video

- **Full HD Video and Audio** - Enjoy crystal-clear video and audio quality.
- **Multi-View Environment** - Toggle between views – Professor, Student and Board View, and see presentation slides synced to the lecture.
- **Responsive Design** – View on any size or type of screen, over any connection speed.

Solution Description

Software

- Impartus browser-based application for Mobile / Tablet / Laptop.
- Impartus browser-based Portal for Collaborative Learning and System Management.
- Regular software updates, including new and enhanced features and bug fixes.

Hardware Specification

The following provides core details of the hardware components to be installed at RVIMS:

- Dahua 2 Megapixel Full HD Wide Dynamic Range Network Camera
 - 1/2.7" 2 Megapixel Progressive Scan CMOS
 - 25fps @1080P
 - Wide Dynamic Range (120dB)
 - Auto Back Focus
- 1/3" Tamron 5-50 mm F/1.4 High Resolution Aspherical C-Mount lens
- Linkx Infrared 2-channel high quality microphone system
 - Specially designed for classroom environment for Professor Audio Capture
 - Backup microphone included
- Impartus Edge Capture Server
- Impartus Media Server
 - Specifically designed for reliable storage and fast access
 - 5th Generation Intel Core i5-5250U Processor
 - 6 GBPS SATA (Intel Rapid Storage)
 - 8 TB Storage (2 x 4TB @ 7200 RPM)
 - Customized Filesystem for distributed file access
 - Can store over 8,000 hours of Impartus-captured video
 - Gigabit Ethernet
- All required cables and connectors (Neutrik connectors and Italian cables)
- PoE Injector
- Wi-Fi enablement for the classrooms for content distribution

Services

- Installation and testing of recording infrastructure for each individual classroom, including:
 - Processors/Servers and storage solution
 - High Definition Video Cameras
 - Audio Recording Devices

- System configuration for automatic recording, processing, encryption and distribution of lectures on a daily basis
- Training of Impartus Administrator(s) and Faculty
- On-going guidance for maximizing solution value through student and faculty adoption
- Live Customer Support for Administrators, Faculty and Staff during regular business hours (8am to 8pm Monday through Saturday, India Time)

About Impartus

Impartus provides innovative video-enabled learning solutions that drive better outcomes for the higher education sector. The Impartus product suite offers easy, seamless integration to help educators extend learning experiences outside of the classroom and provide relevant content to a diverse body of students around the world.

Founded in 2013 by a passionate group of IIT and IIM alumni in India, Impartus has the necessary expertise and infrastructure to provide global support. Impartus has achieved market leadership in India and a strong presence in a number of developing countries, including Malaysia and Kenya. Impartus is headquartered in Bangalore, India with additional offices in India, Malaysia and San Francisco, California. The company is funded by Kaizen Private Equity, India's premiere education-focused private equity fund.

For more information, please visit www.impartus.com.

Commercial Terms & Conditions

General Terms

- All rights on the content collected during the contract will reside exclusively with RVIMS.
- Both Impartus and RVIMS will maintain strict confidentiality about transaction terms, content and technical know-how.
- Pricing is guaranteed for three years.
- RVIMS will be responsible for the physical safety of the infrastructure.
- RVIMS will be responsible for providing uninterrupted power supply and networking of the classrooms.
- RVIMS to specify the classrooms where system is to be installed. Installation is fixed in the designated locations and cannot be re-located.
- This offer is valid until **15th June, 2019**.

Pricing

Special Price for RVITM Quote –5 Classrooms

No of Classrooms	Price per classroom for 3 years (In Rs)	Total Project Cost (In Rs)
5	4,45,000**	22,25,000**

** All prices are exclusive of Taxes.

** Impartus will complete the Installation of 5 Classrooms in 4-5 weeks' time from PO.

Payment Terms

Year	Staggered Payment	Total Amount in INR
1 st	60 % of 22,45,000	13,35,000**
2 nd	20 % of 22,45,000	4,45,000**
3 rd	20 % of 22,45,000	4,45,000**

- 60% of the Total Project Cost Payment Rs. **13, 35,000** plus taxes to be given along with the PO.
- 20% of the Total Project Cost Payment Rs. **4, 45,000** plus taxes to be given in the beginning of the 2nd year.
- 20% of the Total Project Cost Payment Rs. **4, 45,000** plus taxes to be given in the beginning of the 3rd year.

Implementation & Timeline

The implementation of an Impartus Lecture Capture solution is comprised of three tracks:

1. Installation
2. Configuration & Testing
3. Training

A 10-classroom project can take as little as four weeks to complete, depending upon availability of identified classrooms and facilities / IT resources, not including any integration work.

Upon receipt of the signed Commercial Terms and a PO, Impartus will schedule a kick-off call to ensure alignment on project objectives and collaborate on critical milestone dates.

A typical project timeline:

Track	Start	Week 1	Week 2	Week 3	Week 4	Week 5
Kickoff & SOW	✓					
Installation						
Configuration						
Training						
Student Launch						✓

Installation

The installation track consists of several tasks to ensure the correct equipment is specified for an optimum environment:

- Impartus will conduct a site survey to gather all necessary information needed to specify the optimum hardware.
- Upon receipt of equipment, Impartus will deliver to a temporary secure storage location at RVIMS and, coordinating with the assigned facilities resources, will conduct the physical installation.

Configuration & Testing

As the installation progresses, Impartus will configure and test the software to support the classroom and schedule requirements. This process includes testing for video and audio quality for each individual classroom, and will require RVIMS's final review and approval.

Any LMS integration work will be included in this track, and will likely impact the timeline.

Training

Communication Program

As part of the training track, but separate from software training, Impartus will work with a designated communication resource to design a communication plan to ensure effective initial and on-going awareness for both students and faculty. This is typically a 1:1 hour-long remote brainstorm session using our Communication Program Guideline as a reference.

End-User training consists of two separate live training sessions for the Impartus Administrator(s) and all applicable faculty members. Topics covered include:

Administrator(s)

- Overview of student environment
- Admin Console functionality
 - Dashboard
 - User administration
 - Reporting
 - Classroom timetables

Faculty

- Microphone/classroom best practices (for optimum recording)
- Student /Faculty application introduction
 - Video Editing and publishing
 - Other features

On-Going Engagement

Client Engagement Mgr. (CEM)

Once the implementation has been completed, a designated Impartus CEM will meet with RVIMS on a regular basis to review solution and best practices adoption.

Support

Impartus provides support during regular business hours by phone and email.

RVIMS Responsibilities

Pre-Implementation

Before physically starting the project, RVIMS will need to provide Impartus with the following details:

- A single point of contact for the Implementation Project
- Classroom, server room and temporary secure storage room locations

In addition, network cabling (Cat 6 Ethernet cable) with a dedicated port will need to be provided in each designated classroom.

Implementation

Facilities

During the implementation, RVIMS will need to provide:

- A single point of contact for the overall supervision of the project.
- Facilities resources to access classrooms, server room and temporary secure storage room.

Communication

In order to build an effective on-going awareness and communication plan for students and faculty, a designated "communication" contact will be required. As part of the communication program, valid student emails will need to be gathered.

End-User Training

For training, RVIMS will need to identify the following resources:

- System Administrator(s)
- Heads of Department (HODs) and designated Faculty members

Post-Implementation

Once the system is in operation, RVIMS will be responsible for the following core tasks:

- Managing student and video access
- Managing classroom schedules (when classes are cancelled or re-scheduled)
- Producing regular reports on usage
- Supervising connectivity (classrooms to server room)

Administrative tasks can take between 2-4 hours per week based on a 10-classroom environment. This may vary depending upon scheduling consistency and stability of the technical environment.

Customer Acceptance

By signing below, you are confirming your understanding and acceptance of the Impartus Commercial Terms.

Signature

Date

Name

Title

Institution

