RV Institute of Management®
CA 17, 36th Cross Rd, 26th Main, 4th T Block East,
Jayanagar, Bengaluru - 560041, Karnataka, India

Autonomous Institution Affiliated to Bengaluru City University

Approved by AICTE, New Delhi, Accredited by NAAC with 'A+' Grade

QS I-Gauge Diamond Rated

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Ref.No :523/RVIM/MBA/2024-2025 Date: 31.12.2025

From
N.Nagasubba Reddy,
Asst.Professor, Department of IT and BA,
R.V.Institute of Management,
Bangalore-41.

RASHTREEYA SIKSHANA SAMITHI TRUST No: 7640 Date: 20/1/26

A/c + Reddy
Pl. process it
thro' Dir
24/01

INSTITUTE OF MANAGEMENT 431 2025-26 24/1/2026

To
The Director,
R.V.Institute of Management,
Bangalore-41.

Respected Sir,

Subject : **Request for Purchase of upGrad Campus Lecture Capture Systems for Seminar and Conference Halls (02 Nos.)** (As we are using them for conducting classes (large groups more than 60)

With reference to the subject cited above, I would like to bring to your kind notice that there is a requirement to procure **upGrad Campus – Lecture Capture Systems (02 Nos.)** for the **Conference Hall (First Floor)** and **Seminar Hall (Third Floor)**. At present, faculty members are handling classes for the **Major Specialization in Supply Chain Management**, for which **96 students have enrolled**, as per the approved timetable. The key courses include:

1. Supply Chain Designing, Sourcing, and Optimization
2. Supply Chain Management for E-Commerce

In addition to regular academic sessions, the Seminar Hall is frequently utilized for **Workshops, Seminars, Faculty Development Programs (FDPs), and Management Development Programs (MDPs)**. In this context, the installation of a Lecture Capture System will significantly enhance teaching–learning effectiveness.

The **upGrad Campus Lecture Capture System** enables automatic audio-video recording of classroom sessions and securely stores them on the cloud. This allows students to access lecture recordings **anytime, anywhere, and on any device**. Students have strongly expressed the need for this facility, as it enables them to revisit lectures—particularly when they miss classes or require further clarity on complex concepts. This facility will also be highly beneficial for students who undertake internships or employment during the course period, as demanded by recruiters.

The total cost for the **two Lecture Capture Systems** is **₹7,06,000/- + GST** (Rupees Seven Lakhs Six Thousand Only) for a **two-year period**. (Same as that of last time – PO enclosed)
Enclosed herewith are:

- The **quotation** for upGrad Campus – Lecture Capture Systems (02 Nos.)
- A **copy of the previous purchase order** issued by RVIM to upGrad Education Pvt. Ltd., for your kind reference and perusal

In view of the above, I kindly request your good self to consider the proposal favorably and accord approval to proceed with the purchase. Warranty is given for 2 years. Before they used to give it for 3 years and the reason that they give is they are getting 2 years warranty from their vendors. Usage of the systems is increasing year after year.
Thanking you,

Yours faithfully,
N. N Reddy

Submitted to
The Hon.Secretary, RSST

For kind consideration and approval
With respects,

Lathaun 31.12.2025

Dr.Purushottam Bung
Professor and Director

RASHTREEYA SIKSHANA SAMITHI TRUST No: 9721 Date: 23/1/26

- Perused and discussed.
- The rates quoted are negotiated @ the Institution and are as per 2024 PO.
- We may approve Installation of TWO Lecture Capture systems @ ₹ 7,06,000/- + 18% GST for a period of TWO years.
- Submitted for approval please.

Registrar 20/01

Hon. Secretary RSST Approved 23/01

Go, change the words. 23/01

Expand Learning Opportunities Through Technology
A Lecture Capture Classroom Solution Proposal
For
RV Institute of Management

26th DEC 2025

Submitted to:

Dr. Purushottam Bung

Presented by:

Manjunatha C M| Customer Success Head

Mob: +91- 9632973536

Manjunath.moodlappa@upgrad.com

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Executive Summary

How can the proposed solution benefit RV Institute of Management?

Primary Motivators

RV INSTITUTE OF MANAGEMENT has identified the following reasons for evaluating a new Lecture Capture Classroom Solution:

Traditional Teaching Methods RV Institute of Management Learning

RV INSTITUTE OF MANAGEMENT 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.

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 RV INSTITUTE OF MANAGEMENT doesn't want to discourage physical lecture attendance, they do want to provide modern ways for students tomaintain the required pace of learning, even when they do miss a class.

Off-Line Lecture Methods Oriental Effectiveness of Online Resources

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

Modern Learning Environments Need to be Collaborative

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

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Students are Online

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

Expected Outcomes

By implementing a solution that addresses the issues described above, RV INSTITUTE OF MANAGEMENT can expect to achieve the following outcomes:

Improved Student Performance

By giving students the ability to learn at their own pace, without the People's Universities 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.

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Serve a Wider Audience

With an online technology solution that delivers comprehensive learning experience, RV INSTITUTE OF MANAGEMENT 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, RV INSTITUTE OF MANAGEMENT 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 RV INSTITUTE OF MANAGEMENT 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 upGrad Campus SaaS (Software as a Service)

Reduced Time to Benefit

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

Lower Up-Front and Maintenance Effort (Costs)

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

Infinitely Scalable

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

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Focused on Security

upGrad Campus 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 RV Institute of Management

COMPREHENSIVE SOLUTION

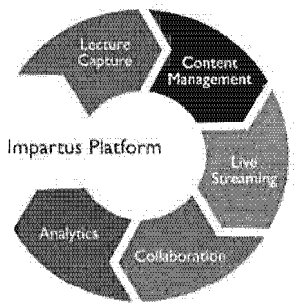
upGrad Campus Solution Overview

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

With upGrad Campus, educators are able to capture, edit, and distribute contextually relevant content. Students gain a 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 UpGrad Campus solution. With this solution, RV INSTITUTE OF MANAGEMENT receives a complete platform that delivers on the benefits described above, using leading-edgesoftware and hardware.

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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.

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 the number of videos recorded and flags technical support issues.

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- **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 the 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

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

Hardware Specification

- **Dahua Camera**: DH-IPC-HF5241EP-E
    - 1/2.8" 2Megapixel progressive scan STARVIS™ CMOS
    - H.264&H.265 triple-stream encoding
    - 50/60fps@1080P (1920×1080)
    - Smart Detection supported
    - WDR (120dB), Day/Night (ICR), 3DNR, AWB, AGC, BLC
    - Multiple network monitoring: Web viewer, CMS(DSS/PSS) & DMSS
    - 2/1 Alarm in/out, 1/1 audio in/out (Built-in Mic)
    - Auto back focus (ABF)
    - Micro SD memory, PoE
- **1/ 2.7" Focusafe** 5-50 mm – 3 Megapixel IR Varifocal Auto Iris Lens – FS0550VD3MP
- **Linkx** Infrared high-quality microphone system
    - Specially designed for classroom environment for Professor Audio Capture
    - Backup microphone included
- **upGrad NUC**
    - Model: 260 G3
    - Processor: Core i3- 7th Generation 130U

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- RAM: 8GB DDR4
- HDD: 256GB SSD

- **upGrad Media Server**
  - Specifically designed for reliable storage and fast access
  - Intel six-core i5. 9400
  - MBD: Intel b365 chipset Motherboard
  - RAM: 8 GB 2400 GHz heatsink ram
  - 8/12 TB Storage (2 x 4TB @ 7200 RPM)
    - Customized File system for distributed file access
    - Can store over 8,000 hours of upGrad Campus-captured video
  - Chassis: 2U Rack
  - PSU: Server class
  - 2GB graphic
- All required cables and connectors (Neutrik connectors and Italian cables)
- 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 upGrad Campus 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 upGrad Campus

upGrad Campus (previously operating under the name 'Impartus') provides innovative video-enabled learning solutions that drive better outcomes for the higher education sector. Founded in 2013 by a passionate group of IIT and IIM alumni, upGrad Campus has the necessary expertise and infrastructure to provide global support. upGrad Campus is now a division of upGrad, South Asia's largest higher Edtech company. With the latest technology, the upGrad Campus 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.

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Commercial Terms & Conditions

Pricing:

Special pricing for RV Institute of Management for upGrad Lecture Capture Solution			
Item	**Unit Price Per Classroom****	**Unit**	**Total in INR****
upGrad Lecture Capture Solution	₹ 3,53,000	2	₹ 7,06,000

** Taxes are exclusive

General Terms

a) Both upGrad Campus and RV INSTITUTE OF MANAGEMENT will maintain strict confidentiality about transaction terms, content, and technical know-how.

b) Service Period will be for 2 years from the date of Go-Live.

c) RV INSTITUTE OF MANAGEMENT will be responsible for the physical safety of the infrastructure.

d) RV INSTITUTE OF MANAGEMENT will be responsible for providing an uninterrupted power supply and networking the classrooms.

e) RV INSTITUTE OF MANAGEMENT to specify the classrooms where the system is to be installed. Installation is fixed in the designated locations and cannot be relocated.

f) This offer is valid until **25th DEC 2025.**

Payment Terms

1) RV INSTITUTE OF MANAGEMENT to release 50 % along with PO
2) RV INSTITUTE OF MANAGEMENT to release 50 % on hardware delivery
3) All prices are exclusive of Taxes

**** Installation and testing could be completed within 15 working days after the procurement is done and materials are delivered.**

The RV INSTITUTE OF MANAGEMENT can make the advance payment to upGrad Campus in the following account:

upGrad Education Pvt. Ltd.

Bank Name: HSBC Bank
Account Number:
006376073003
Account Type: Current
IFSC Code: HSBC0400002
Branch: Mahatma Gandhi

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upGrad Campus

Commercial Terms & Conditions

Pricing

Special pricing for RVIMS for 03 upGrad Campus Lecture Capture Classrooms				
Sl.No	**Item**	**Unit Price Per Classroom****	**Unit**	**Total in INR****
1	upGrad Campus Lecture Capture Classroom	3,53,000	3	10,59,000

** Taxes are exclusive

General Terms

a) Both upGrad Campus and RVIMS will maintain strict confidentiality about transaction terms, content, and technicalknow-how.

b) Pricing is guaranteed for 3 years.

c) RVIMS will be responsible for thephysical safety of the infrastructure.

d) RVIMS will be responsible for providingan uninterrupted power supply and networking the classrooms.

e) RVIMS to specify the classrooms wherethe system is to be installed. Installation is fixed in the designated locations and cannot be relocated.

f) This offer is valid until **30th June 2024**.

Payment Terms

1) RVIMS to release 50 % (5,29,500) along with PO

2) RVIMS to release 50 % (5,29,500) on hardware delivery

3) All prices are exclusive of Taxes

**** Installation and testing could be completed within 25 working days from the date PO and advance payment**

The RVIMS can make the advance payment to upGradCampus in the following account:

upGrad Education Pvt. Ltd.

Bank Name: ICICI Bank
Account Number: 03205006326Account Type: Current
IFSC Code: ICIC0000323
Branch: Lower Parel-MumbaiGST: 29AAECD4879M2ZU

Rates are Verified & appsoved
Submitted for your
approval please
Sanjeeta
20/07/2024

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Road, Mumbai
GST: 29AAECD4879M2ZU

Implementation & Timeline

The implementation of an upGrad Campus Hybrid Classroom Solution consists 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 the availability of identified classrooms and facilities / IT resources, not including any integration work.

Upon receipt of the signed Commercial Terms and a PO, upGrad Campus 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*
Kick-off & 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:

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

Configuration & Testing

As the installation progresses, upGrad Campus 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 RV INSTITUTE OF MANAGEMENT final review and approval.

Training

Communication Program

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

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Program Guideline as a reference.

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

Administrator(s)

- Overview of the 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 Manager: (CEM)

Once the implementation has been completed, a designated upGrad Campus CEM will meet with RV INSTITUTE OF MANAGEMENT on a regular basis to review solutions and best practices adoption.

Support

upGrad Campus provides support during regular business hours by phone and email.

RV INSTITUTE OF MANAGEMENT Responsibilities

Pre-Implementation

Before physically starting the project, RV INSTITUTE OF MANAGEMENT will need to provide upGrad Campus 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 and UPS Power Point need to be provided in each designated classroom.

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Implementation

Facilities

During the implementation, RV INSTITUTE OF MANAGEMENT will need toprovide:

- 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 ongoing 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, RV INSTITUTE OF MANAGEMENT will need to identify thefollowing resources:

- System Administrator(s)
- Heads of Department (HODs) and designated Faculty Members Post-Implementation

Once the system is in operation, RV INSTITUTE OF MANAGEMENT will be responsible for the following core tasks:

- Managing student and video access
- Managing classroom schedules (when classes are canceled or rescheduled)
- 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 upGrad Campus Commercial Terms.

Signature	Date
Name	
Title	Institution

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CA 17, 36th Cross Rd, 26th Main, 4th T Block East,
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QS I-Gauge Diamond Rated

contact.rvim@rvei.edu.in
www.rvim.edu.in
Tel: 080 42540300
080 26547048

Purchase Order

Vendor Details

Vendor Name & Address:
Upgrad Education Private Limited
No 18 7th Floor, Indiqube Lexington
2nd Cross Road Chikka Audugodi
Bangalore-560029 Karnataka

Vendor Code : 15002633
Vendor GST Number : 29AAECD4879M2ZU
Vendor PAN : AAECD4879M
Kind Attention :

PO No. / Version : 3200004875 / 0
Purchase Order Date : 30.08.2024
GST Number : 29AAATR0758A1ZP
PAN : AAATR0758A
Order Currency : INR
Delivery Place Details : RV Institute of Management , CA No. 17, 26th Main, 36th Cross , Bengaluru-560041

Dear Sir / Madam,
With reference to your quotation, you are requested to supply the below mentioned items

Sl No.	Material Code / Description/Specification	HSN Code	Delivery Date	Quantity	UOM	Warranty (in months)	Price		GST				Total
					Price		Rate/Unit	Amount	SGST		CGST		
									Rate (%)	Amount	Rate (%)	Amount	
1	60004806 Lecture Class Recording System		30.08.2024	3.00	No	000	353,000.00	1,059,000.00	9.00	95,310.00	9.00	95,310.00	1,249,620.00
												Order Value (INR)	1,249,620.00
												Round off	0.00
												Total Value	1,249,620.00

Amount in Words : Rupees Twelve Lakh Forty Nine Thousand Six Hundred Twenty

Terms & Conditions :

1. Total value of purchase order is inclusive of all taxes.
2. Warranty: As mentioned above in purchase order for each item.
3. Delivery Date: As mentioned above in purchase order for each item.
4. Delivery Place: As per details mentioned in purchase order.
5. TDS will be deducted as per the standard.
6. Invoice should be submitted in triplicate.
7. In case of any delays in supplies or replacements, the under signed reserves the right to cancel the purchase order.

8. Any deviation or departure from norms has to be brought to the notice of the undersigned .

For (RV Institute of Management)

Authorized Signatory