



China NODE Project – Request for Proposal (RFP)

FAQs

To address common concerns raised by interested UK suppliers in their preparation for the RFP response, the British Council has summarised key areas of enquiry and related answers below for the purpose of clarity.

1. Will there be an extension of NODE Project RFP response submission deadline?

Having received feedback from a number of UK suppliers in the window offered for submitting RFP responses during the summer vacation, the British Council, after a joint review of the dates with the local partner, has decided to extend the submission deadline to be 23.59, 26 Aug 2022. This will allow one more week for interested UK suppliers to respond to the RFP.

2. Can we change the agreement clauses (Annex 1)?

For any successful suppliers, it is important to note that the agreement clauses in Annex 1 will not change significantly. We feel that the application timeline offers sufficient time for interested suppliers, and their respective legal teams, to review the agreement template at this early stage and highlight any major concerns so we can help address them prior to selection.

Once the supplier is selected, we must again emphasise that only minor changes can be made to ensure the contracting signing process is swift, and ensure the smooth start of the project. We ask that interested parties please let us know of any specific enquiries regarding the agreement terms, or suggested changes to the agreement, at the earliest opportunity to allow us time to liaise with our legal team. We cannot guarantee that requested changes will be accepted.

3. Who holds the IPR?

For all questions regarding IPR please refer to Agreement template (Annex 1) clause 10. Further clarification will be provided by the British Council legal team on specific points.

All Project IPR, i.e content particularly developed for this project will belong to the British Council.

If the UK supplier is using their own content but adapting it specifically for this project using the funds which we are providing then the British Council would own the rights to any adaptations, and subsequently IPR is owned by the British Council.

It is expected that all materials will be available for conversion into SAL content on a MOOC by Year 3 should the project continue beyond the pilot year. The intellectual property rights arising in subsequent MOOC is Project IPR.

If the IPR clause could not cover all IPR concerns, extra clauses or separate IPR agreement will be sort after.

4. What is the training hour commitment of participants?

50hrs has been set as the total study hours for trainees throughout the year, including:

- Up to 30 hours of trainer-led training, which includes approximately 3hrs of self-access Teaching for Success (TfS) study per themed module, 2-hour bespoke training per module, 1hr localisation webinar per module, plus a 1.5hr TAG for each themed module; multiplied by the 4 themes over the year;
- Up to 20hrs in total for classroom practices and application - i.e., through take home or asynchronous tasks - of the ideas learnt in the training; approximately 5hrs *4 themed modules.

No extension of training hours is expected or desired as 50 hours is the maximum time frame set by the local partner. It is important to balance input with practice and reflection as part of the delivery.

5. What platform will the courses be available on?

In the pilot year, TfS self-access modules will be hosted and delivered on the British Council's own learning management system (LMS).

Other training elements, such as bespoke lead teacher training, 2-hour themed bespoke training for teachers, 1hr localised webinars and local TAGs will be delivered on China based platforms. This is preferred by Chinese partners for accessibility purposes, compliance, and management.

The Chinese partner's own local platform, intended for local delivery, is under construction but is projected to be ready by the time the project is started in October – November. However, there is a risk that it may not be completed in time.

Should this happen, as a backup option for Y1, we are open for UK suppliers proposing feasible in-house or 3rd party options for course delivery platforms (including any course participants learning data management systems that can generate/collate learning and performance data from the bespoke training, localised webinars and TAGs).

Platforms will be agreed in coordination with the local partners. TfS data can be generated and shared from the British Council's LMS.

6. Who does MEL & Research?

The research and MEL element are different but may intertwine. The British Council will primarily be responsible for MEL activities throughout the project, focusing on the success of the project itself against set outcomes (with the deep dive needs analysis, as an exception, as this will be conducted through collaboration with the UK supplier for the purpose of content design and baselining the course for impact measurement in later stages).

It is envisaged all parties will collaborate throughout to ensure data can be effectively collected and shared, and all input in this regard is welcomed. This data will be of use in reporting for both parties and is primarily project based.

The embedded research is intended to take advantage of project access to develop insight in areas of ELT need within the cohort and demographics covered. The topics area is open as this allows flexibility for the UK partner to identify areas of need or interest that correlate with their expertise. Activities in the first year will largely be based around the cohort of participants and their activities, with some access beyond the training to classrooms. This should provide some parameters for initial budgets and costing.

The primary audience of the research will be think-tanks, decision makers and thought leaders in China, and research should have justifiable significance beyond the scope of the project. I.e., in line with national priorities or relevant in other China contexts

7. Will we adapt content of the TfS modules for cultural and level appropriateness?

TfS self-access materials will be taken from the British Council's global LMS.

In Year 1, we don't expect adaptation and customisation of the content but feedback from the course participants will be collected for possible adaptation and customisation in future years. In Year 1, involvement from the UK supplier will primarily be selecting appropriate modules from TfS content pools in line with the project themes and findings of the deep dive needs analysis. Some adaptations on unit-based assessment tasks may be required but this will be confirmed based on modules selected and approach.

8. What are the pricing parameters?

A budgetary limit of £15,000 is set for the research element; within the pricing for the NODE training project. The remainder of the project budget is up for competitive open tender and pricing accounts for 30% of weighting.

UK suppliers can determine the pricing approach themselves. All pricing must be provided in GBP and must exclude VAT. Please indicate if you believe VAT will be applied on the top of the price in the proposal.

9. What are the selection criteria of course participants?

The participants will be selected by the Chinese partners based on the following requirements

1) Key eligibility requirements (Regular teachers)

Participating teachers must:

- Be able to commit up to 50 hours of your time towards your CPD between October 2022 and March 2023
- Be teaching English in public school Junior High context I.e., grade 7-9.
- Be confident in using English in a professional setting and have between CEFR B1 and B2 in English language, as some training conducted will be in English only.
- Have access to a stable internet connection
- Be confident and have some familiarity with online learning or teaching platforms.
- Be open to new ways of learning and development

2) Key eligibility requirements (Lead teachers)

Participating Lead Teachers must:

- Have over 2 years English teaching experience in public school contexts
- Be confident in using English in a professional setting and have between CEFR B1 and B2 in English language, as some training conducted will be in English only.
- Have access to a stable internet connection
- Be confident, and have some familiarity, with delivering through online platforms.
- Be confident in receiving and giving developmental feedback.
- Be able to commit the required time for the full duration of the project

10. Is it intention to use project resources including recorded videos, to create future MOOC?

After 3 years, the original project design aims to build a collection of locally relevant materials that can be incorporated into a MOOC(s) that would be relevant to the China ELT context. We are open to different suggestions on how to achieve this longer-term outcome in proposals, but as emphasised the current proposal and costing is primarily for the pilot year only, with Y2 and Y3 to be confirmed based on the success of Y1.