



Establishment of a Language Laboratory

In alignment with the guidelines prescribed by AICTE and the emphasis on holistic skill development in the National Education Policy (NEP), Dr. D.Y. Patil Center for Management and Research, Chikhali, Pune, is proud to announce the establishment of a state-of-the-art **Language Laboratory** to support students enrolled in both diploma and degree programs.

Objective

The Language Laboratory is designed to enhance the linguistic and communication skills of students, ensuring they are well-prepared for professional and global interactions.

Key Features

- Advanced Learning Tools**
 - Equipped with modern language learning software and audio-visual aids.
 - Use of interactive tools for vocabulary building, pronunciation improvement, and grammar enhancement.
- Multilingual Support**
 - Training in multiple languages, including English, regional languages, and foreign languages (as per demand).
 - Focus on English proficiency, critical for academic success and career advancement.
- Skill Development Programs**
 - Listening Skills:** Interactive modules to improve comprehension and auditory processing.
 - Speaking Skills:** Practice sessions for fluency, accent neutralization, and clarity.
 - Writing Skills:** Guidance on academic writing, professional email drafting, and creative writing.
 - Reading Skills:** Speed reading and comprehension enhancement exercises.
- Customizable Learning**
 - Individualized and group sessions tailored to meet diverse student needs.
 - Progress tracking to ensure consistent improvement.
- Digital and Interactive Resources**
 - Access to e-books, podcasts, and language apps for self-paced learning.
 - Virtual reality tools for immersive language practice.
- Focus on Soft Skills**
 - Personality development sessions, group discussions, and public speaking workshops.
 - Training for interviews, presentations, and business communication.

Benefits for Students

- Enhanced employability with improved communication skills.
- Better performance in academic and professional settings.
- Increased confidence in interacting with peers, faculty, and global professionals.

Implementation Plan

- Infrastructure Setup:** Installation of hardware and software for the lab.
- Faculty Training:** Training programs for faculty members to utilize the lab effectively.
- Student Enrollment:** Guidelines for student participation in lab activities.
- Periodic Assessment:** Regular evaluation of student progress through quizzes, mock interviews, and assignments.

Conclusion

The Language Laboratory is a vital addition to our campus infrastructure, supporting our mission to provide quality education and skill development opportunities.

For more information, students and faculty may contact the Academic Office or visit the lab facilities.

Mobile: +91-9923736999.

GSTIN 27AASPH3786Q1ZM

TAX INVOICE

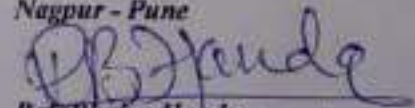
To, The Director / Principal DY Patil Center For Management & Research Chikhali, Chinchwad Pune Pin Code: 411162 Clients GST Number: PAN:	Tax Invoice No : 009/2022 Date : 30/04/22
	Supplier's Ref: For Educational Use.
	Customer's Ref. No. & Date : P.O No Dated: 20/04/2022
	Delivery: Internet Online Service & Delivery.

Item	Description	Qty.	UOM	Unit Price	Net Value
01	Orell Talk Smart Software Lifetime License for up to 20 console	1		Life time License Fee for 1 : 20 Students Console	90,000/-
02	One time online installation training and one year online support	-	-	-	20,000/-
Quoted Base Total					1,10,000/-
CGST @ 9%					9900/-
SGST @ 9%					9900/-
Total Amount Inclusive of GST 18%					1,29,800/-

Amount In Word: One Lakh Twenty Nine Thousand Eight Hundred Only

Our Bankers :- State Bank Of India,
Branch:- Medical Square Nagpur. (M.S.)
: A/c Name:- Handa Edu Infocom.
Current A/C no:- 36543211485
IFSC Code:- SBIN 0003462

For Handa Edu Infocom
Nagpur - Pune


Rajabhaiya Handa

Payment As Per Received By RTGS/NEFT:- Fund Transfer Received .

Corporate Office Address:- RajYog" 78, Mahesh Colony, Chandan Nagar, NAGPUR-440 024.(M.S.)
CONTACT-Mobile No. :+91 9923736999. Email : handa.edu@gmail.com
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To

The Director
Dr. D Y Patil Centre for Management and Research,
Pune.

Date : 11-04-2022

Respected Sir/ Ma'am,

Greetings From Handa Edu Infocom Nagpur/ Pune!!!

We are happy to introduce *Handa Edu Infocom, Nagpur / Pune*, as Central India's leading and well-known, distributors for educational software's/ educational materials & English language lab. Our product range includes educational materials & software's for pre-primary, primary, secondary schools, ITI's, Polytechnics, Engineering, & MBA,Arts ,Commerce & Science Colleges Our study material is used by Government and Semi-Government institutions too.

We have provided our services to a number of reputed institutions in India and particularly in Maharashtra.Our product range includes English Language Lab,Campus/Library/Office management system,Data Mining-DataWarehousing software,Gate Online e learning solution etc.

Please find attached detailed information and quotation of English Language Lab Installed by us throught out in India & abroad worldwide in different reputed institutions

Sir,We would be honoured and highly oblided if we get an opportunity to serve your prestigious organization.

Looking forward for a word from you.

Regards,
Raja Bhaiya Handa
Handa Edu Infocom
"RajYog",78, Mahesh Colony Chandan Nagar.
Near Govt Medical College Square,
Nagpur 440024.

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Gréll® Talk

World's Most Recognized Language Lab Software

Acquire
Intelligible English
with
Global Accent

● CEFR Levels based Learning

● Teacher-led & Self-study options

● Choice of Cloud & Offline versions

● User-friendly & Cost-effective

Proposal for Orell Talk Language Lab Software

- v' Introduction
- % Features & Advantages
- v' Modules & Study Materials
- v* Version Comparison
- v* Pricing
- System Requirements



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ADVANTAGES & BENEFITS:

Teacher's/Instructor's Benefits:

- > Communication options for the teacher in text/audio enhances teaching efficiency.
- 1 Most effective control on individual students by monitoring their activities remotely and incognito, provide total control to the teachers.
- + Incognito individual student monitoring for better understanding of the student's progress enhances teaching and learning efficiency.
- + Unlimited customized lesson creation using video/audio/text saves time for the learners and teachers increasing efficiency.
- 1 Enable the instructors to interact with individual students in the class without disturbing other students' thus enhancing learning time for all the students.
- + Assign Lessons according to the learning progress to both Individuals/Groups or all the students to enable easy and effective learning for the students.
- + Modify pre-loaded lessons to suit class / individual Student needs to improve the learning and teaching process.
- 1 Automatic recording of the feedback from the students in text/audio in a live class environment enables the teacher's effective usage of time.
- w User friendly interfaces save time and makes learning enjoyable.

Students' / Learners' Benefits:

- + Listen, Speak, Read and Write (LSRW) Activities - The most effective methodology used for learning languages.
- + Compare/Evaluate/Repeat with original/native accents deliver improved results on learning languages.
- + Review lessons in text/audio/video formats provide quicker learning.
- w Alert options for clarifications with the teacher in-private, helps avoiding inhibitions and encourages easy learning for shy students especially.
- + Highly effective listening, speaking, reading and writing skills are developed with access to advanced material in text, audio and video formats.
- + Effective group discussions and interactions are provided for easier and effortless learning of languages.

Parents' Benefits:

- + Anytime Any where Log in
- > Student attendance report
- Examination Report
- e Activity report

Management's & Principals' Benefits:

- + Anytime Any where Login
- e Attendance report of teacher and students
- w Students Examination Report
- w Activity report of teacher and students
- e Performance report



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Orell Talk – FEATURES

- Teacher-led & Self-study Modf?S
- + User-Friendly Interface
 - Choice of Perpetual & Yearly License Options
- < Compatible with Windows & Linux/Ubuntu
- m Works on Thin-client/N-computing
- + Cloud & Offline Options
- < Tab & Mobile Versions
- Mobile App (Android/iOS)
- < Upload and Learn Any Language
- < Data Security, Back-up & Easy Reco very
- + Level Based Lessons (8 Levels - Beginners to Expert)
- CEFR Method of Learning
- Group-wise/Individual Lesson Assignment
- + AlloL/Assign Lessons Date-wise
- < Custom Dashboard (Basic/Advanced)
 - ReporLs in Graph/Chart Format
- + Student Proficiency Level Test
- + Multilingual User Interface
- < User Certificate for InsLrucLors & Learners
 - Student Promotion
- + Grammar Check Engine
- + Blind/Hearing Impaired Students Friendly
- + 10+ Integrated Languages
- 50+ Consolidated Reports



- v Listen, Speak, Read & Write (LSRW)
 - Listen, Repeat, Record & Compare
 - Lessons in Text/Audio/Video Formats
- = Self-assessment
 - GraphfCal Analysis
- a Submit Task Lo TheTeacher
 - View Teacher Feedback
- * Exercises with Instant Score
 - Dialogues with Role-play
- + Text and Edit
 - VoicB Insertion
 - Speech Craft
- a Text-to-Speech
 - Dictionary
 - Atert Instructor – Text
 - Alert Instructor- Audio
- < Alert Instructor - Video
- + Group Discussion/Conferencing - Audio
 - Group Discussion/Conferencing - Video
- Model Student – Audio
- + ModelStudent – Video
 - Live Class – Audio
- * Live Class – Video
- + e-Exam
- + Pot / Survey



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- < Intercom - TextL
- Intercom - Audio
- < Intercom - Video
- + Communicator (Broadcasting) — Text
- + Communicator (Broadcasting)—Audio
- < Communicator (Broadcasting)—Video
- + SLJpervisor — IncogniLo Live NtoniLoring
- + Live Voice - Incognito Live Hearing
- + View Master — IncogniLo Live Camera
- < Screen Viewer - Capture Live Screen
- + e-Reader/e-Library
- e-Writer/Enhance Writing
- + Net-Flix - Browse & Share Videos
- + Lesson SLudio — Create Own Lessons
- + e-Assignments
- + Create Exercises
- + Assign Homework - Online/online
- Billboard — InsLanL Notification
- + Controller - Freeze the Learner SysLem
- + X-Play — Share From External Device
- + Whiteboard
- + Live Video Streaming
- a Sharing, Pairing & Grouping
- < Shsre Teacher Screen to Students
- Add Sub Title to Videos
- < Bookmarking



PARENTS

- 1 View Student Profile
- + Access Student Attendance Report
- + Access Student Activity Report
- + Access SLudenL Performance Report
- + Reports in Graph/Chart Format

ADMINISTRATOR

- + Add class
- + Add Teachers
- + Approve sLudenL regisLraLions
- + Access All Reports

MANAGER/PRINCIPAL

- * AccessStudent ALLendance ReporL
- * Access Student Activity Report
- Access Student Performance Report
- Access Teacher Activity ReporL
- Reports in Graph/CharL FormaL



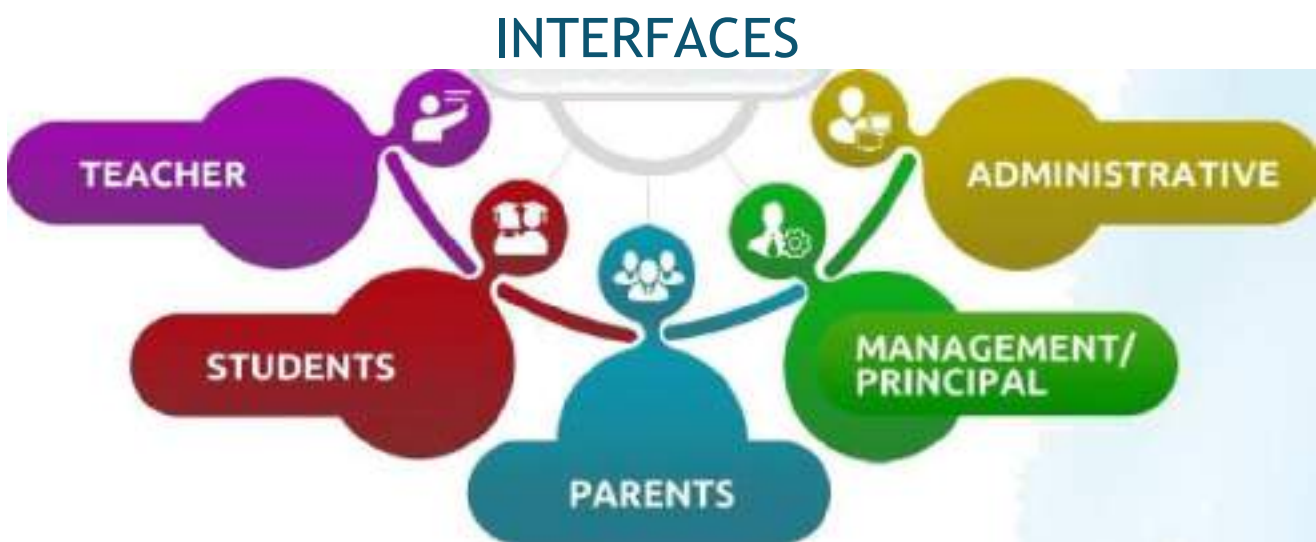
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ALL-INCLUSIVE MODULES

- B Vocabulary Builder
- O Expressions- Greet & Treat
- B Situational Conversations
- B Prose & Poems
- N Lectures & Monologues
- B Fun & Comedy
- B Tales & Fables
- N Songs & Lyrics
- B News & Media
- B Movies & Short Films
- B Speech & Eloquence
- O Telephone Etiquettes
- B T.V Shows & Interviews
- N Comprehension - Reading
- N Comprehension - Listening
- ini Dramas & Theatre Arts
- B Documentary Stream
- O Video Blogs
- B Debates & Discussions
- B Essential English Grammar
- B Common Errors in Spoken English
- B Various Etiquettes
- B Letter Writing
- B CV Building
- a Body Language
- B Personality Development
- B Presentation Skills
- B Interview Tips
- B Group Discussion

- Self Esteem, Self Concept & Self Acceptance
- Personality Development & Grooming
- Motivation & Goal Setting
- Creating Confidence / Attitude For Success
- PO5itVR Thinking & Problem Solving
- Team Building
- Understanding Internships
- How to make a great Resume
- How to use LinkedIn / Online Networking
- Career Guidance / Higher Education Studying in Abroad

- Attitude and Its Importance
- How to prepare well for Examination
- Time Management
- Leadership Skills
- Decision making
- Interview Tips / General HR Question
- Group Discussion & Presentation Delivery
- Tips to make great Projects Corporate Success
- Starting a Business
- Corporate Email Etiquette / Formal Letter Writing



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OrellTalk is available in SMART, PRO, NAX and CORPORATE Versions as per the comparison chart below:

GENERAL FEATURES	Orell Talk SMART	Orell Talk PRO	Orell Talk MAX	Orell Talk CORPORATE
Teacher-led & Self-study Modes	✓	✓	✓	✓
User-Friendly InterFace	✓	✓	✓	✓
Choice of Perpetual & Yearly License Options	✓	✓	✓	✓
Compatible with Windows & Linux/Ubuntu	✓	✓	✓	✓
Works on Thin-client/N-computing	✗	✓	✓	✓
Cloud & Offline Options	✗	✓	✓	✓
Tab & Mobile Versions	✗	✓	✓	✓
MobiteApp (Android/iOS)	✗	✗	✗	✓
Upload and Learn Any Language	✓	✓	✓	✓
Data Security, Back-up & Easy Recovery	✓	✗	✓	✓
Level Based Lessons (8 Levels - Beginners to Expert)	✓	✓	✓	✓
CEFR Method of Learning	✓	✓	✓	✓
Group-wise/Individual Lesson Assignment	✓	✓	✓	✓
Allot/Assign Lessons Date-wise	✓	✓	✓	✓
Custom Dashboard (Basic/Advanced)	✓	✓	✓	✓
Reports in Graph/Chart Format	✗	✗	✓	✓
Student Proficiency Level Test	✗	✗	✓	✓
Multilingual User Interface	✗	✗	✓	✓
User Certificate For Instructors & Learners	✗	✗	✗	✓
Student Promotion	✗	✗	✗	✓
Grammer Check Engine	✗	✗	✗	✓
Blind/Hearing Impaired Student Friendly	✗	✗	✗	✓
Integrated Languages	1	3	6	10
Consolidated Reports	5	10	25	50
PARENTS				
View Student Profile	✗	✓	✓	✓
Access Student Attendance Report	✗	✓	✓	✓
Access Student Activity Report	✗	✓	✓	✓
Access Student Performance Report	✗	✓	✓	✓
Reports in Graph/Chart Format	✗	✗	0	✓

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STUDENTS

Login with Unique Id/Password				
Listen, Speak, Read & Write (LSRW)				
Listen, Repeat, Record & Compare				
Lessons in Text/Audio/Video Formats				
Self-assessment				
Graphical Analysis				
Submit Tasks to Teacher				
View Teacher Feedback				
Exercises with Instant Score	@			
Dialogues with Role-pDy			m	
Text and Edit	0			
Voice Insertion				
Speech Craft				
Text-to-Speech				
Dictionary				
Alert Instructor - Text				
Alert instructor- Audio				
Alert Instructor - Video??				
Group Discussion/Conferencing - Audio			@	
Group Discussion/Conferencing - Video				
Model Student - Audio				
Model Student - Video				
Live Class - Audio				
Live Class - Video				
e-Exam				
PolgSurvey				

ADMINISTRATOR

Add class				
Add Teachers				
Approve student registrations				
Access All Reports				

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TEACHERS

Intercom - Text				
Intercom - Audio				
Intercom - Video				
Communicator (Broadcasting)- Yext				
Communicator (Broadcasting)- Audio				
Communicator (Broadcasting)- Video				
Supervisor - Incognito Live Monitoring				
LiveVoice- IncognitoLiveHearing				
ViewMaster - IncognitoLiveCamera				
Screen Viewer - Capture Live Screen				
e-Reader/e-Library				
e-Writer/Enhance Writing				
Net-Flix - Browse & Share Videos				
Lesson Studio - Create Own Lessons				
e-Assignments				
Create Exercises				
			Assign Homework	
Ontine/Offline				
Billboard - Instant Notification				
Controller - FreezeLearner SysEem				
X-Play - Share FromExternal Device				
	Whiteboard			
	Liva Video Streaming			
Sharing, Pairing6 Grouping				
Share Teacher Screen to Students				
AddSub Title to Videos				
Bookrnarking				

MANAGER/PRINCIPAL

Access Student Attendance Report				
Access Student Activity Report				
			Access Student Performance Report	
		Access Teacher Activity		
Report				
Reports in Graph/Chart Format				

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End-User Pricing (INR)

OPTION - 1 : Lifetime Perpetual License

SL. No.	EDITIONS / VERSIONS	LIFETIME LICENSE FEE FOR • 1 Teacher Console • Upto 20 Student Consoles (Concurrent Users) • Upto 500 Users	ONE-TIME SET-UP FEE FOR ONSITE INSTALLATION, TRAINING & ONE YEAR ONSITE SUPPORT (Optional)*	PAYMENT MODE
1	Orell Talk SMART	Rs.90,000.00	Rs.20,000.00	One-time
2	Orell Talk PRO	Rs.1,30,000.00	Rs.30,000.00	One-time
3	Orell Talk MAX	Rs.1,90,000.00	Rs.50,000.00	One-time
4	Orell Talk CORPORATE	Rs.2,80,000.00	Rs.80,000.00	One-time

- One-Time Set-up Fee is not applicable For the clients who opt for online mode of services (Installation/Training/Support) *

Add-on Consoles / Users (Optional)				
SL. No.	EDITIONS / VERSIONS	EACH ADDITIONAL STUDENT CONSOLE (CONCURRENT USERS)	EACH ADDITIONAL 250 USERS/STUDENTS PACK	PAYMENT MODE
1	Orell Talk SMART	Rs.2,000.00	Rs.30,000.00	One-time
2	Orell Talk PRO	Rs.3,000.00	Rs.40,000.00	One-time
3	Orell Talk MAX	Rs.4,000.00	Rs.60,000.00	One-time
4	Orell Talk CORPORATE	Rs.6,000.00	Rs.90,000.00	One-time

- Taxes: 18% GST is applicable
- Cloud Hosting Charges: Extra on demand for Online Version (Optional)
- Annual Maintenance Contract (AMC): 20% of the billed amount (Optional)



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End"-User Pricing (iNR)

OPT""IO"N-2 : Yearly License Model

SL No.	EDITIONS / VERSIONS	YEARLY LICENSE FEE FOR • 1 Teacher Console • Upto 20 Student Consoles (Concurrent Users) • Upto 500 Users • Unlimited Online Support	ONE-TIME SET-UP FEE FOR ONSITE INSTALLATION, TRAINING AND ONE YEAR ONSITE SUPPORT (Optional) **
1	Orell Talk <i>SMART</i>	Rs.40,000.00 (Yearly)	Rs.20,000.00 (One-time)
2	Orell Talk <i>PRO</i>	Rs.60,000.00 (Yearly)	Rs.30,000.00 (One-time)
3	Orell Talk <i>MAX</i>	Rs.90,000.00 (Yearly)	Rs.50,000.00 (One-time)
4	Orell Talk <i>CORPORATE</i>	Rs.1,40,000.00 (Yearly)	Rs.80,000.00 (One-time)

- One-time Set-up Fee is noL applicable for Lhe clients who opt for online mode oF services (Installation/Training/Support) **

Add-on Consoles / Users (Optional)				
SL No.	EDITIONS / VERSIONS	EACH ADDITIONAL STUDENT CONSOLE (CONCURRENT USERS)	EACH ADDITIONAL 250 USERS/STUDENTS PACK	PAYMENT MODE
1	Orell Talk <i>SMART</i>	Rs.1,000.00	Rs.10,000.00	Yearly
2	Orell Talk <i>PRO</i>	Rs.1,500.00	Rs.15,000.00	Yearly
3	Orell Talk <i>MAX</i>	Rs.2,000.00	Rs.25,000.00	Yearly
4	Orell Talk <i>CORPORATE</i>	Rs.3,000.00	Rs.40,000.00	Yearly

- * Taxes : 18%a GST is applicable
- Cloud Hosting Charges : Extra on demand for Online Version (Optional)
- Yearly license fee includes software/content updation and maintenance with unlimited online support



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bj-Cee<poel>og Sys8eo Cenfiguration 15 Systems

SOFTWARE	Recommended	Minimum
Processor	3.1 GHz (6obitp"rocessor)	2 GHz
* L/tttt/i studio(audio/vi@g@#/:gt!bt\$'g		4 GB
Hard Disk	500 GB or Above	100 GB
* e yn(;tta eria in r:nc ams, erman, aian, or ugueese aminese n ma i	1 GBPS	10/100 MBPS
Operating System	i Windows Sewer 201Z 64 b"it or Above / "ubuntu 16.04 LTs or above	
AV Device	: Headphone with Mic	

Tab Conñguration

Processor Brand	quatcomm Snapdragon 435 (Similar or Above)
Processor Speed	1.4 GHz or a ove
RAM Size	2 GB or high"er
Connectivity Type	Bluetooth, WiFi Hotspot
Operating System	Android (marshmallow) or above

MINIMUM HARDWARE REQUIREMENT TO INSTALL OreII Talk VERSIONS:

NB: Minimum Syt&em Requirements shown above am based on 20 Concurrent Users and hipñe7ype #fication is mcommendad@rabove 20 Concurrent usem. Minimum hardware requiremenM are k-o be ensui:ed by mstamer

RAH	8 GB or AboVe	4 GB
Herd Dick	so0 GB or Above	100 GB
New	1 cBPS	BOPS
Operating Syste"m	: windows Sawyer 2012 6d blt or Above / Ubuntu"16.04 LTS or above	
AV Devica	: Headphona wiEh Ygic and Wabcam	

S u PC		
	Recommended	Minimum
Processor	3 GHz or Faster multleore	2 GHz
RAM	4 GB or Above	2 GB
Hard Disk	SOP GB or Above	100 GB
Ne k	1 S	1 PS
Operatlfig System	: Windows 7 or above / U6untu 160d LTS or above	
AV Devlca	: Heedphone with Mic	

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Dr. D. Y. Patil Shikshan Sanstha

SHIKSHAN MAHARSHI

DR. D.Y.PATIL SHIKSHAN SANSTHA

Address : Plot No. 162G/P, Shahunagar, Chinchwad MIDC, Pune - 411019 • Ph. 020 27490299

Email : info@dypatilsanstha.com • Web : www.dypatilsanstha.com

PURCHASE ORDER

D. Y. PATIL CENTER FOR MANAGEMENT
AND RESEARCH

1029/1030, NEWALE VASTI
CHIKHALI, CHINCHWAD, PUNE.
411162

WO Number:

PO Date: 20th April, 2022

Vendor ID:

Purchase From:

Ship To:

Handa Edu Infocom, Nagpur/Pune

D. Y. PATIL CENTER
FOR MANAGEMENT AND RESEARCH
1029/1030, NEWALE VASTI
CHIKHALI, CHINCHWAD, PUNE.

Contact Name: Mr. Raja Bhaiya Handa
9923736999

Contact Name:
Mr. Abhay Kotkar
9822559773

Shipping Method

Payment Terms

Required By Date

21st April, 2022

Item Description

Quantity

Final price (RS)

Orell Talk Smart

Lifetime Liscence
fee for * 1Teacher
Console *Upto 20
Students Consoles
(Concurrent Users)
*Upto 500 Users

90000.00

One time set up
fee for online
Installation, training
and one year
Online Support

20000.00

Subtotal

110000.00

GST 18%

19800.00

Approved By: Mr. Abhay Kotkar
President, SMDYPSS, Pune

Order Total

129800.00