गोंडवाना विद्यापीठ, गडचिरोली

(महाराष्ट्र शासन अधिसूचनाक्रमांक २००७/(३२२/०७)विशि-४ महाराष्ट्र विद्यापीठ अधिनियम १९९४(१९९४ चा महा.३५) च्या कलम ३ च्या पोटकलम(२) अन्वये दिनांक २७ सप्टेंबर, २०११ रोजी स्थापित व महाराष्ट्र सार्वजनिक विद्यापीठ अधिनियम, २०१६ (सन २०१७ चा महाराष्ट्र विद्यापीठ अधिनियम क्रमांक ६) व्दारा संचालित राज्य विद्यापीठ)

(प्र-कुलगुरु कार्यालय)

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जी.डी.सी. ॲन्ड ए. (प्र-कलगरू)

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दुरध्वनी क्र.०७१३२-२२२२५७
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जा.क्र. गोविग/प्र.कुल.का/३५८२/२०२६ दि. ०६ /११/२०२६

प्रति,

मा. प्राचार्य,
सर्व संलग्नित महाविद्यालये,
गोंडवाना विद्यापीठ, गडचिरोली

विषय:- डेव्हीड एंड सन्स यांच्या प्रशिक्षण कार्यक्रमाबाबत.

संदर्भ :- डेव्हीड एंड सन्स ऑटोमिशन यांच्या कडून प्राप्त प्रस्ताव.

महोदय,

उपरोक्त संदर्भिय पत्राच्या अनुषंगाने आपणास कळविण्यात येते की, डेव्हीड एंड सन्स, बल्लारपूर यांचे विद्यार्थ्यांकरीता AI प्रशिक्षण प्रस्ताव प्राप्त झाले आहेत. AI हे वर्तमानकाळातील महत्वपूर्ण कौशल्य असून विद्यार्थ्यांना रोजगारक्षम होण्यास महत्वपूर्ण भूमीका वठवू शकते यात शंका नसावी.

करीता सदर प्रस्ताव आपल्या विद्यार्थ्यांना अवगत करुन दयावा व इच्छूक विद्यार्थ्यांना मार्गदर्शन करावे ही अपेक्षा आहे.

धन्यवाद!

सहपत्र :- डेव्हीड एंड सन्स यांचा प्रस्ताव

(डॉ. श्रीराम कावळे)
प्र-कुलगुरु
गोंडवाना विद्यापीठ, गडचिरोली

2. Proposal at a Glance

Item	Details
Program	Three-Month Skill Development and Training Program on AI Agents and AI Automation
Proposed sponsoring institution	Gondwana University, Gadchiroli (subject to formal approval)
Training provider	David & Sons Automation
Target participants	Students of Gondwana University and its affiliated colleges, subject to university approval
Duration and daily time	Three months; two hours per day; timetable to be finalized with the university
Training fee	₹15,000 per student for the complete three-month program
Funding model proposed	University-sponsored skill development program; students do not pay directly if full sponsorship is approved
Certification	Certificate of completion from David & Sons Automation for students meeting agreed criteria
Hiring target	Up to three students per completed batch, subject to vacancies, performance and selection process
Mode of delivery	Online or offline (or a combination of both), as decided by the university; venue, if offline, to be finalized with the university
Batch size and start date	To be finalized with the university

3. About David & Sons Automation

David & Sons Automation is an automation and AI company that helps businesses replace repetitive manual work with intelligent systems. Its areas of work are:

- **AI and AI automation:** AI agents and workflows that handle business tasks
- **Web and software development:** websites, applications and tools built around business needs
- **Digital marketing:** lead generation and growth supported by data and AI tools
- **AI tools and business automation:** connecting business tools so that they work together
- **Training and talent development:** professional and career skills for students and young professionals

Our approach to training is practical and project-based. Trainers work with AI agents and business automation, technical training is combined with soft skills, and every student is guided towards demonstrable projects.

4. Introduction to AI Agents and Their Business Applications

An AI agent is software that understands a goal, decides the steps to take, uses tools (such as email, WhatsApp, spreadsheets, CRM systems and websites) and completes the task, with a person reviewing the result where needed. A simple chatbot only answers questions; an agent can take action.

Sector	Examples of tasks an AI agent can support
Retail and e-commerce	Product queries, order tracking, abandoned-cart follow-up, low-stock alerts
Clinics and healthcare	Appointment booking, reminders, common patient queries, post-visit follow-up
Real estate	Qualifying enquiries, matching properties to buyers, scheduling site visits

Sector	Examples of tasks an AI agent can support
Education and coaching	Admission enquiries, student doubts, fee reminders, progress updates
Restaurants and hotels	Reservations, menu and booking queries, feedback collection
Agencies and service firms	Drafting proposals, client updates, invoice preparation, lead nurturing

5. Importance of AI Skills for Students

- Organizations across sectors are adopting AI, and people who can build and manage AI agents are still relatively few.
- Routine tasks are increasingly automated; new opportunities lie in building, directing and improving AI systems.
- A degree combined with practical AI skills helps graduates distinguish themselves from similar candidates.
- These skills can support employment, freelancing or entrepreneurship.

6. Detailed Three-Month Training Roadmap

Training is planned for two hours per day over three months. The mode of delivery (online or offline) will be decided by the university. The exact timetable and batch schedule are to be finalized with the university.

Month	Training focus	Planned activities	Expected outcome
Month 1 AI Foundations, Theory and Soft Skills	Foundational technical knowledge and professional readiness	• Introduction to AI and business applications • Large Language Models (LLMs) • Introduction to AI agents and AI automation • Prompt engineering and effective use of AI tools • Automation workflows and no-code concepts • Business processes suitable for automation • APIs and integrations (foundational level) • Communication and presentation skills • Teamwork, workplace etiquette, professional behaviour • Resume preparation, interview fundamentals, career orientation	Students understand AI fundamentals, basic automation concepts and professional communication requirements.
Month 2 Practical Learning and AI Agent Development	Applying theory to practical technical work	• Building basic AI agents and chatbots • Designing workflow automation systems • Connecting AI tools with applications, APIs and databases • Automating repetitive business tasks • Introduction to WhatsApp, website, CRM and business workflow integrations, where appropriate • Practical exercises and guided assignments • Debugging and troubleshooting basic workflows • Weekly practical assessments • Small individual or team projects	Students can build and test basic AI agents and automation workflows with trainer guidance.

Month	Training focus	Planned activities	Expected outcome
Month 3 Real-World Projects, Testing and Deployment	Industry-oriented solutions and job-readiness evaluation	• Practical business use cases • Capstone project, individually or in teams • Building an AI-powered business solution • Testing, debugging and improving reliability • Responsible AI use, privacy and basic security practices • Deployment where technically feasible • Project documentation and portfolio preparation • Final project presentation and demonstration • Technical assessment and interview preparation • Final certification assessment	Students complete demonstrable projects and develop portfolio evidence of their skills.

Planned activities versus outcomes. *The items above describe planned training activities. The expected outcomes are objectives, not guarantees; individual results depend on attendance, participation and aptitude, and the program does not promise that every student will achieve advanced deployment skills.*

How an AI agent is added to an application

Step	What happens
1. Define	Choose the task and the goal the agent must achieve
2. Connect	Link the agent to the application through APIs, webhooks or no-code connectors
3. Build	Provide instructions, memory, tools and safety limits
4. Test	Try real scenarios, correct errors, add human approval where needed
5. Deploy	Launch in a website, application, WhatsApp, CRM or other software, where feasible, and monitor results

7. Benefits for Students, Colleges and the University

Beneficiary	Proposed benefits
Students	Practical, in-demand skills; a portfolio of projects; soft skills and interview preparation; a certificate of completion; the opportunity to be considered for employment with David & Sons Automation (Section 9)
Colleges	An industry-linked skill program that can add to the placement profile of students, with no direct cost to students or colleges if the university sponsorship is approved; limited additional faculty workload, to be confirmed
University	A structured skill development initiative with defined reporting, assessment and outcome measurement (Section 14), supporting its efforts to improve student employability

8. Student Selection, Assessment and Certification

Student eligibility and selection

Students would be selected through coordination with the university and participating colleges, using a transparent process agreed with the university. Suggested considerations, subject to confirmation by the university, are:

- Student interest and willingness to learn
- Basic digital literacy
- Commitment to attendance and practical assignments

No additional eligibility restrictions are proposed unless the university decides otherwise.

Attendance, assessment and performance monitoring

Component	Description
Attendance tracking	Daily attendance records shared with the university
Practical assignments	Guided assignments throughout Months 1 to 3
Weekly progress reviews	Short reviews of progress and learning gaps
Monthly assessments	Assessment at the end of each month
Trainer feedback	Ongoing individual feedback to students
Project evaluation	Evaluation of individual or team projects and the capstone project
Final assessment and demonstration	Final technical assessment and project demonstration

Minimum attendance requirements and assessment criteria: **to be finalized in consultation with the university.**

Certification and portfolio

Students who meet the agreed completion, attendance, project and assessment criteria would receive a certificate of completion issued by David & Sons Automation, subject to the final institutional arrangement. The certificate is not a university-issued qualification unless the university formally authorizes it. Students will build practical project portfolios that they can present in interviews or employment applications.

9. Employment Opportunities and Recruitment Commitment

David & Sons Automation proposes a hiring target of **up to three students per completed batch**. After completing the program, students will undergo a final assessment and interview. Selection criteria are:

- Technical understanding
- Practical project quality
- Problem-solving ability
- Communication skills
- Attendance and participation
- Overall suitability for available positions

Potential roles may include AI Automation Trainee, Junior AI Agent Developer, Workflow Automation Associate, and Technical Support and Automation Associate.

Hiring is subject to the company's actual vacancies, candidate performance and successful completion of its selection process. Employment is not guaranteed to every student. Selected candidates will receive formal employment offers stating their role, compensation and other applicable terms.

10. Proposed Sponsorship and Financial Model

Item	Proposal
Proposed sponsoring institution	Gondwana University, Gadchiroli
Training provider	David & Sons Automation
Proposed funding model	University-sponsored skill development program
Training fee per student	**₹15,000** for the complete three-month program
Total fee per student (three months)	**₹15,000**
Student payment	Students will not pay the training fee directly if full university sponsorship is approved
Status	Subject to formal administrative and financial approval

Illustrative program cost by batch size

Number of students	Cost per student	Total program cost
20	₹15,000	₹3,00,000
30	₹15,000	₹4,50,000
40	₹15,000	₹6,00,000
50	₹15,000	₹7,50,000

The final budget will depend on the approved student strength, agreed scope of services, applicable taxes and university procedures. No government grant, sanctioned budget or university approval is assumed in this proposal.

11. Payment Method and Financial Terms

This section sets out the payment methods and procedure proposed for consideration. Gondwana University is the proposed sponsoring institution, subject to formal approval. No payment method or schedule has been agreed to date. The final payment method will be confirmed by the university's Finance and Accounts Office.

Payment methods for consideration

Method	How it would work	Remarks
Bank transfer (NEFT / RTGS / IMPS)	Payment transferred directly to the official bank account of David & Sons Automation.	Provides a clear electronic record. Bank account details will be furnished in writing at the time of invoicing or agreement.
Account payee cheque	Cheque issued by the university or an authorized funding agency, payable to the company's registered or approved business name.	Payee name to be confirmed in the agreement and invoice.
UPI payment	Payment to an authorized business account.	To be considered only if the university's finance rules permit it and appropriate documentation is maintained. Not assumed to be permitted.
Cash payment	Not proposed.	Not recommended as a default for an institutional or government-related contract. Any use must follow university financial rules, applicable tax laws and documentation requirements.

Proposed payment process

Step	Action
1	The university reviews and approves the proposal and financial quotation.
2	The competent authority confirms the funding source and payment method.
3	The university issues the required work order, purchase order, agreement or financial sanction.
4	David & Sons Automation submits invoices and supporting documents as required.
5	Payment is processed according to the approved contract, university procedures and applicable government financial rules.
6	A receipt or payment confirmation is maintained for every payment.

Payment schedule options for consideration

Option	Description
Advance payment	A portion paid before commencement, if permitted by the university's rules.
Milestone-based payments	Payments linked to defined milestones during the three-month program.
Payment on completion	Payment upon completion and acceptance of the agreed deliverables.

These are options only and are not approved terms. The final payment schedule must be mutually agreed and approved by the competent authority before implementation.

Other financial terms

- Invoicing, payment milestones, tax treatment and the final payment schedule will be mutually agreed before implementation.

- GST status, registration details and bank account details of David & Sons Automation: **to be furnished in the agreement and invoices**.
- Any additional software subscriptions, API usage charges or third-party licensing costs must be discussed and agreed before the program starts.

12. Roles and Responsibilities

David & Sons Automation	Gondwana University (proposed, subject to approval and mutually agreed terms)
• Develop the curriculum and training materials • Provide qualified trainers or instructors • Conduct theoretical and practical sessions • Guide students through projects and assignments • Monitor performance and provide feedback • Conduct assessments and recruitment interviews • Provide completion certificates as per the approved arrangement • Submit progress and completion reports	• Review and approve the program • Consider and authorize the proposed sponsorship • Coordinate with participating colleges and student groups • Facilitate classroom or laboratory access, if agreed • Nominate or approve participating batches • Coordinate administrative and financial processes • Review the program's progress and outcomes

The university responsibilities listed above are proposals for discussion and are not presented as existing commitments.

13. Infrastructure and Technical Requirements

- Computer laboratory or student laptops
- Reliable internet connectivity (on campus for offline delivery, and for students joining online)
- Projector or display system for offline sessions
- Access to an online meeting platform, if online delivery is chosen (platform to be agreed)
- Access to necessary software and AI tools
- Appropriate accounts or API access for practical sessions
- Training materials and project resources

Requirements will vary with the mode of delivery chosen by the university: online sessions need student devices, reliable internet and an agreed meeting platform; offline sessions need a classroom or laboratory. Final requirements will depend on the approved curriculum, the mode chosen, available university facilities and the agreed division of responsibilities.

14. Monitoring, Evaluation and Reporting

Program success will be documented through a progress report and a final report covering:

- Number of students enrolled
- Attendance and participation
- Assignments and assessments completed
- Number of projects developed
- Skills demonstrated by students
- Certificates issued to eligible participants
- Number of students interviewed for employment
- Number of students hired, if any (proposed target: up to three per batch, subject to Section 9)

15. Implementation Plan and Next Steps

Step	Activity	Timeline
1	University review and approval of the proposal	To be finalized
2	Confirmation of the sponsoring and funding arrangement	To be finalized
3	Finalization of batch size and training fee	To be finalized
4	Agreement on curriculum, schedule, facilities and responsibilities	To be finalized
5	Student registration and orientation	To be finalized
6	Commencement of the three-month training program	To be finalized
7	Periodic progress reviews	To be finalized
8	Final assessments, project presentations and certification	To be finalized
9	Employment interviews for eligible candidates	To be finalized
10	Submission of the final program report and financial documentation	To be finalized

All dates remain tentative until mutually confirmed.

16. Contact Details and Closing Statement

Organization	David & Sons Automation
Phone	+91 9158824818
Email	Contact@davidandsons.co
Website	https://davidandsons.co/
Authorized Signatory	Paulson David Kampelli

We thank Gondwana University for considering this proposal and would welcome the opportunity to present it, answer questions and refine the arrangements in consultation with the university's authorities.

David and Sons Automation
Proprietor

Paulson David Kampelli
Authorized Signatory, David & Sons Automation