

Terms of Reference (TOR) for Consultancy Services

Title	Photo and Video Documentation of Livelihood Sites — Assam Livelihoods Programme, SELCO Foundation
Timeline	2 months
Expected area of expertise	Social/development sector photography; documentary filmmaking; livelihood and rural enterprise documentation; North East India experience
Apply Link	https://forms.gle/coaEY3T3fX9TfDGP6 (Contact Procurement for Form Link)
Last Date for Apply	31 st July 2026

About SELCO Foundation:

SELCO Foundation's mission is to create a platform of solutions that uses sustainable energy as a catalyst to bridge environmental sustainability and poverty alleviation. With holistic development as the primary focus, the organization strives to create equitable societies, where services are accessed by all communities. The interventions of SELCO lead to a sustainable delivery model of essential services like livelihoods, education, and health till the last mile. (Read more about SELCO here: <http://www.selcofoundation.org/>)

- **About the Programmes:**

SELCO Foundation has been implementing a wide-ranging livelihoods programme across multiple districts in Assam, supporting marginalised households — small and marginal farmers, women's collectives, SHGs, artisans, FPOs, and agro-processing enterprises — through decentralised renewable energy (DRE) solutions, technology-enabled value chain interventions, and enterprise development support.

Across sectors including fisheries, dairy, mushroom cultivation, Eri silk, bamboo, honey, pineapple, rice processing, poultry, and agro-food enterprises, SELCO Foundation's interventions have generated measurable changes in productivity, income, and quality of life of last-mile communities. These interventions span 40 active livelihood sites across the state, including primary producer sites, processing units, collective enterprises, and market linkage nodes.

- **Objective:**

The documentation assignment aims to:

- o Create a high-quality, people-centred photographic archive of 40 livelihood sites that authentically captures the diversity, richness, and realities of livelihoods supported by SELCO Foundation across Assam.

- o Produce 10 in-depth video case studies of champion livelihood sites — each telling the complete story of a livelihood enterprise from the perspective of the entrepreneur, worker, or collective at its centre.
- o Document the full livelihood arc at each case study site: inputs, processes, value addition, market linkage, and income impact.
- o Generate versatile storytelling assets for donor reporting, advocacy, market linkage support, government engagement, and public communication.
- o Amplify the authentic voices of entrepreneurs, SHG members, artisans, and farming communities who are driving livelihood change in Assam.
- o Contribute to SELCO Foundation’s institutional knowledge base through documentation that captures challenges, innovations, and replicable practices at the field level.

- **Scope of Work**

The assignment covers 40 livelihood sites across multiple districts in Assam, with 10 of these selected for in-depth video case study documentation. Exact site lists and locations will be confirmed during onboarding in coordination with SELCO Foundation’s field team. Sites span a range of livelihood sectors including fisheries, dairy, mushroom cultivation, Eri silk, bamboo, honey, pineapple, rice processing, poultry, and agro-food enterprises.

Photography — 40 Livelihood Sites:

- o Conduct a structured site visit in coordination with SELCO Foundation field staff, capturing the full range of activities, people, infrastructure, and context present at the site.
- o Photograph the primary livelihood activity in progress — farming, rearing, processing, crafting, selling — with emphasis on authentic, non-staged imagery that reflects everyday realities.
- o Capture portraits of key individuals at the site: entrepreneurs, workers, SHG leaders, artisans, and community members, with dignity and consent.
- o Document infrastructure, equipment, and technology deployed at the site, including any energy or DRE solutions in use.
- o Take contextual and human-interest shots that convey the geographic, cultural, and social setting of each site.
- o Use drone/aerial photography where accessible and appropriate to capture scale, landscape, and spatial context.
- o Deliver a minimum of 10 final edited photographs per site (minimum 400 photographs total across all 40 sites), colour-graded and delivered in high resolution (minimum 300 DPI for print; full-resolution JPEG and RAW).

Video Case Studies — 10 Livelihood Sites:

Ten sites will be selected from the 40 for in-depth video case study documentation. Each case study will tell the complete livelihood story of the enterprise or community at that site. The production team shall:

- o Conduct structured interviews with the primary entrepreneur, key workers or members, and relevant community stakeholders, drawing out authentic narratives about their livelihoods, challenges, decisions, and outcomes.
- o Film the full livelihood workflow in action — from input sourcing and primary production through processing, value addition, and market linkage.
- o Capture testimonials from buyers, aggregators, or institutional linkage partners where accessible.
- o Document any significant transformation in the livelihood of the enterprise or household — productivity change, income shift, or quality improvement — using before/after framing where evidence is available.
- o Record ambient sound, local language interviews (with English voiceover and subtitles), and any relevant cultural or community context.
- o Use drone footage for aerial perspectives on production sites, landscapes, and surrounding communities where appropriate.

• Roles and Responsibilities

Role of SELCO Foundation:

- o Confirm the final list of 40 photography sites and 10 video case study sites during onboarding.
- o Facilitate access to internal staff, community members, and partner contacts at each site.
- o Provide written feedback on all draft deliverables within three working days of submission.
- o Provide prior approval for scripts, storyboards, and shoot plans before field execution begins.
- o Review and approve up to 4–5 rounds of revision per video deliverable.

Expectations from the Vendor/Agency:

- o Submit a detailed shoot plan and travel schedule before field execution begins and obtain written approval from SELCO Foundation.
- o Coordinate closely with SELCO Foundation's Assam field team for site access, community permissions, and logistics.
- o Ensure all community members, entrepreneurs, and workers filmed or photographed provide informed consent in line with SELCO Foundation's protocols.
- o Execute the full assignment within the 2-month timeline and deliver all outputs in the formats specified.

- o Explicitly list all team members' language skills, regional experience, and sector expertise in the proposal.
 - o Deliver all raw footage, photographs, and project files to SELCO Foundation as part of the final handover.
- **Deliverables to be provided (Detailed Deliverables, Week Wise/Quarter Wise/Month Wise to be provided)**

#	Output	Quantity	Description
1	Edited Photographs — All Sites	Min. 400 images	Minimum 10 edited, colour-graded images per site across all 40 livelihood sites. Delivered in high-resolution JPEG and RAW. Each image accompanied by caption and metadata (site, sector, date, GPS coordinates).
2	Livelihood Video Case Studies	10 films (3–5 min each)	One in-depth documentary video per case study site. Tells the complete livelihood story: entrepreneur journey, process, value chain, market, and impact. English subtitles; regional language interviews with English voiceover.
3	Short-form Social Media Cuts	10 films (60–90 sec each)	One condensed version of each case study film, optimised for digital and social media. Mobile-friendly framing; one or two voices anchoring the narrative.
4	Site Photo Log & Caption Sheet	1 document	Structured document listing all 400+ photographs with site name, sector, subject, date, location, and descriptive caption for each image.
5	Script, Storyboard & Production Plan	Per video site	Detailed script and storyboard for each of the 10 video case studies, submitted and approved by SELCO Foundation before field execution. Includes shoot schedule and stakeholder coordination plan.
6	Raw Files & Full Project Handover	Complete archive	All raw video footage, unedited photographs, audio files, and project files. SELCO Foundation retains full and sole ownership of all materials.

Week-wise workplan:

Period	Activity
Week 1	Onboarding and planning: agreement finalisation; site list confirmation; script and storyboard development for 10 video case studies; shoot plan and travel schedule submitted and approved by SELCO Foundation.
Week 2	Field documentation — Phase 1: Photography across first 20 sites; 5 video case study shoots conducted; community consent and stakeholder coordination managed.

Week 3	Field documentation — Phase 2: Photography across remaining 20 sites; remaining 5 video case study shoots; all raw footage and photographs backed up and submitted to SELCO Foundation.
Week 4	First drafts: rough cut videos for all 10 case studies submitted; raw photograph selects (minimum 10 per site) shared; site photo log and caption sheet submitted for review.
Week 5	Revisions — Round 1: SELCO Foundation feedback incorporated; revised video cuts submitted. Short-form social media edits commenced.
Week 6	Revisions — Rounds 2–3: Further revision rounds as required; final colour grading of photography archive; voiceover and subtitle integration in video case studies.
Week 7	Final revisions and approvals: up to 2 additional revision rounds; final SELCO Foundation approval obtained for all 10 video case studies and 40-site photo archive.
Week 8	Full handover: all final edited videos (long and short cuts), complete photograph archive, site photo log, captions, raw files, and project files delivered to SELCO Foundation.

- **Selection Criteria:**

The agency will be selected based on:

Evaluation Component	Criteria Focus	Weighting (%)	Required Evidence in Proposal
1. Relevant Experience & Portfolio	5–6+ years in social sector documentation; livelihood/value chain experience; NE India experience strongly preferred	30%	Portfolio samples; 2 prior assignment references; NE India project details
2. Livelihoods & Storytelling Lens	Ability to document complex economic and operational realities in accessible, people-centred ways aligned with SELCO Foundation’s mission	25%	Sample films or photo essays from livelihood/agriculture/rural enterprise contexts
3. Team Credentials & Language Skills	Clear listing of all team members’ regional experience, language proficiency (Assamese, Bodo, etc.), and sector expertise	20%	CVs with explicit language skills; team roles clearly defined
4. Project Management Capability	Demonstrated ability to plan and execute multi-site shoots across diverse sectors on time and within budget	15%	Sample shoot plan or production schedule from a comparable assignment
5. Cost-Effectiveness	Competitive, transparent pricing with full budget breakdown; no hidden costs	10%	Itemised financial proposal inclusive of all travel, production, and post-production costs
TOTAL	TOTAL	100%	

Submission Requirements:

Interested collaborators (individuals, teams, or agencies) are requested to submit the following by before deadline

Organizational/Individual Profile: Overview of your team, experience, and relevant credentials including language skills and regional experience for each team member.

Proposed Approach: A brief document outlining your understanding of the assignment and your proposed strategy to execute the full scope of work — covering photography methodology, video case study approach, and field coordination plan.

Relevant Portfolio: Examples of previous livelihood documentation, agricultural or rural enterprise photography, or social sector documentary films. Links or PDFs preferred.

Financial Proposal: Detailed, all-inclusive quotation for the entire scope of work covering travel, accommodation, equipment, drone charges, editing, voiceover, subtitling, and all applicable taxes.

Please ensure your application directly addresses your capability to own the end-to-end execution of the assignment — from field shoot planning and community consent management through post-production and final handover. Agencies are asked to account for flexibility in terms of timeline and deliverable sequencing to reflect field realities across 40 sites in diverse geographies.

Note: Applicants are required to submit applications to apply in the link. Each application should detail the plan, methodology, and deliverables specific to the photo and video documentation scope described in this TOR.

- **Intellectual Property**

All final outputs, raw files, templates, photographs, video files, and project materials created under this engagement will be the intellectual property of SELCO Foundation. SELCO Foundation retains full and sole ownership of all materials. The vendor/agency retains no rights to use any material independently for commercial purposes or public dissemination without prior written consent from SELCO Foundation.

- **Payment Terms:**

Payments will be deliverable-based, structured in three tranches in accordance with the terms agreed between the vendor and SELCO Foundation. Please provide your proposal and quotation for the above-mentioned programme requirements. Capture timelines and split costs wherever possible.

Amount	Milestone	Trigger
50%	Mobilisation	After signing of contract and approval of scripts, storyboards, and shoot plan by SELCO Foundation

30%	First drafts	After submission of rough cut videos (all 10), initial photograph selects (all 40 sites), site photo log, and caption sheet
20%	Final delivery	After SELCO Foundation's approval of all final deliverables including edited video case studies, short-form cuts, and complete photo archive

- **Application Process**

If your enterprise meets the eligibility criteria and is interested in collaborating with SELCO Foundation, please complete the application form linked below with the required information. Agency / Consultant are requested to upload their technical proposals and financial quotations directly into the application form.

Please provide your proposal and quotation as per deliverables based and mentioned programme requirements. Capture Timelines and Split cost wherever possible.

- **To apply**

Interested consultants / organisations, with relevant experience (please include samples and/or references of the previous similar work as proof of experience) and based out of India are requested to reach out with a detailed proposal giving a brief on the methodology and the process they will uptake for this project, including budgets (with break-ups and explanation), timelines and milestones and submit the same to google form on before <https://forms.gle/coaEY3T3fX9TfDGP6> . on or before 31st July 2026, 5 PM

Any further queries please write to Kakali@selcofoundation.org, Lakhi@selcofoundation.org with a subject line: “**Photo and Video Documentation of Livelihood Sites — Assam**”

Financial Proposal Template: Budget Breakdown & HR Allocation

Collaborators are requested to use this template to provide a transparent breakdown of the costs associated with the assignment.

Section A: Strategic & Foundational Work (Lump Sum)

This section covers the initial, high-value strategic work — shoot planning, storyboard development, pre-production coordination — billed as a one-time setup fee.

Deliverable (Pre-production & Setup)	Estimated HR Days Required	Key Personnel	Proposed Cost (Lump Sum)
Script & storyboard development for 10 video case studies	[Collaborator Input]	[Collaborator Input]	[Collaborator Input]

Shoot plan, travel schedule & logistics coordination for 40 sites	[Collaborator Input]	[Collaborator Input]	[Collaborator Input]
Community consent management framework & permissions	[Collaborator Input]	[Collaborator Input]	[Collaborator Input]
TOTAL STRATEGIC SETUP COST			[Collaborator Input]

Section B: Recurring Deliverables (Unit Cost per Site / Film)

This section breaks down the costs based on the quantifiable deliverables defined in the scope of work.

Deliverable / Unit of Output	Quantity	Est. HR Hours/Unit	Key Personnel	Cost Per Unit (INR)	Total Cost
Photography — per site (includes shoot, edit, caption)	40 sites				
Video case study — per film (3–5 min, full production)	10 films				
Short-form social media cut — per film (60–90 sec)	10 films				
Site photo log & caption sheet (consolidated)	1 document				
SUB-TOTAL DELIVERY COST					

Section C: HR Allocation & Management

This section summarises the key personnel and their time dedication to this assignment.

Role / Personnel Title	Description of Responsibility	Time Allocation (days/months)	Daily Rate / Total Fee (INR)
Lead Photographer / Director of Photography	Overall field execution, creative direction, final image editing and quality control	[Collaborator Input]	[Collaborator Input]
Documentary Filmmaker / Camera Operator	Video case study production, filming, rough cut editing	[Collaborator Input]	[Collaborator Input]
Field Researcher / Production Assistant	Community liaison, consent management, shoot coordination, local language support	[Collaborator Input]	[Collaborator Input]

Post-production Editor	Video editing, colour grading (photos and video), subtitle integration, motion graphics	[Collaborator Input]	[Collaborator Input]
TOTAL HR ALLOCATION			[Collaborator Input]

Section D: Total Contract Value Summary

Description	Amount
A. Total Strategic Setup Cost (Lump Sum — Section A)	
B. Total Delivery Cost — Photography + Video (Section B)	
C. Total HR / Management Cost (Section C)	
D. Travel, Accommodation & Field Logistics (itemised separately)	
E. Contingency (e.g., 5% of B+C)	
F. TOTAL PROPOSED CONTRACT VALUE (A + B + C + D + E)	

Note: If there is travel required, kindly mention tentative budget along with number of days of travel.

Refer Terms and Condition:

Sub-contracting:

In the event that the Consultant requires the services of subcontractors to perform any obligations under the Contract, the Consultant shall obtain the prior written approval of the Foundation. Any rejection or non-performance of the subcontractor shall not, in and of itself, entitle the Consultant to claim any delays in the performance, or to assert any excuses for the non-performance, of any of its obligations under the Contract, and the Consultant shall be solely responsible for all services, obligations and deliverables performed by its subcontractors

Quality Assurance

The data submitted to Selco Foundation should be accurate, complete, reliable and relevant. Consulting agency shall establish additional layers for data cleaning and submission.

- **Financials & Reporting**

TDS will be deducted on the fixed amount as per Income Tax Act and Rate of Percentage. In accordance with the Central Board of Direct Taxes circular No. 7 of 2022 dated 30th March, 2022 in relation to the clarifications with respect to Section 114AAA of the Income-tax Rules, 1962, failure to link Aadhar number to the PAN card and/or failure by any person, who falls within the income tax bracket or otherwise, to file tax returns in relation to payment of TDS for any service

(in accordance with Section 206AB and 206AA) and/or an inoperative PAN card will result in a 20% tax deduction.

Indemnification

Both parties shall indemnify and hold its Trustees, Directors and representative officers, employees, agents harmless from and against any and all claims, demands, actions, losses, liabilities, charges, damages, costs and expenses (including but not limited to reasonable attorney's fees) arising out of or resulting from (1) any claims arising in connection with activities undertaken by both parties in connection with the project or (2) Consultant's gross negligence or willful misconduct or breach of any undertaking, covenant, representation or warranty contained in this agreement and/ or the actual infringement of any patent, trademark, copyrights, trade secret or any other intellectual property right of the third party.

Patent, Copyright and other Proprietary Rights

Except as is otherwise expressly provided in writing in the Contract, the Foundation shall be entitled to all intellectual property and other proprietary rights including, but not limited to, patents, copyrights, and trademarks, with regard to products, processes, inventions, ideas, know-how, or documents and other materials which the Consultant has developed for the Foundation under the Contract and which bear a direct relation to or are produced or prepared or collected in consequence of, or during the course of, the performance of the Contract. The Contractor acknowledges and agrees that such products, documents and other materials constitute works made for hire for the Foundation.

Subject to the foregoing provisions, all documents, reports, recommendations, documents, and all other data compiled by or received by the Consultant under the Contract shall be the property of the Foundation, shall be made available for use or inspection by the Foundation at reasonable times and in reasonable places, shall be treated as confidential, and shall be delivered only to the Foundation's authorized officials on completion of work under the Contract

The Consultant will treat all information given to him/her as information with proprietary value and will not disclose the same to competitors or any outsiders. The Consultant will not at any time, except under legal process, divulge any trade or business secret relating to the Foundation or any customer or agent of the Foundation, which may become known to him by virtue of his position as consultant, save in so far as such disclosure shall be necessary in the interest and for the benefit of the said Foundation and will be true and faithful to the Foundation in all dealings and transactions whatsoever relating to the said Foundation.

Reports or other data that are developed specifically for the performance of this Contract shall be the property of the Foundation and the Consultant shall deliver reports and data to the Foundation as per the milestones. Dissemination of the reports and any information from the said contracts shall be done with written approval from the Foundation.

Publicity, use of name & Logo of the Foundation:

The Consultant shall not advertise or otherwise make public for purposes of commercial advantage or goodwill that it has a contractual relationship with the Foundation, nor shall the Consultant, in any manner whatsoever use the name, emblem, logo or official seal of the

Foundation or that of SELCO in connection with its business or otherwise without the written permission of the Foundation.

Observance of Law: Compliance with Laws and Regulations: The Consultant will comply with all applicable laws, rules, regulations and statutory requirements and amendments thereof, in the manufacture and distribution of products and supplies and in providing services to the SELCO and during the term of this Agreement.

Child Labor: The Consultant will, its parent entities, partners or subcontractors nor any of its subsidiary or affiliated entities (if any) is engaged in any practice inconsistent with the rights set forth in the Child Labour (Prohibition and Regulation) Act of 1986, which, inter alia, requires that a child shall be protected from performing any work that is likely to be hazardous or to interfere with the child's education, or to be harmful to the child's health or physical, mental, spiritual, moral, or social development.

Forced Labor: The Consultant will not engage in any activity that will result in forced or compulsory labor under applicable laws including the Bonded Labour System (Abolition) Act, 1976,

Abuse of Labor: Consultant will act in accordance with applicable laws and regulations and will not violate the rights of labourers as stated in The Factories Act, 1948 and similar legislations.

Working Hours, Overtime, Wages and Other Benefits-Working hours, wages and benefits shall be provided by the Consultant to its staff and employees in accordance with applicable laws including the Minimum Wages Act, 1948.

Declaration of blacklisting: Consultant represents and warrants to SELCO that, as on the date of signing of this Purchase Order, it is neither blacklisted/ debarred nor it is under a declaration of ineligibility by Central / State or Semi-Government Organization/Department or Institutions and Public Sector Undertakings in India and abroad. The Consultant further undertakes to duly inform SELCO in the event it is blacklisted subsequent to execution of this Purchase Order.

Compliance with Anti-bribery Laws: Consultant and each of its directors, officers, employees, agents or other (collectively referred to as "Consultant") represent and warrant that it shall not either directly or on behalf of SELCO Foundation give, offer, promise to offer, or authorize the offer, directly or indirectly (proxy bribing), anything of value (such as money, shares, goods or service, gifts or entertainment) to government officials, government customers, potential government customers or foreign government officials including officials of any public international organizations or officials of any political party either in India or abroad ("Officials") with an Intent to influence any act or decision in his or her official capacity Induce the Official to do or omit to do any act in violation of his or her lawful duty to obtain any improper advantage, or Induce to use such Official's influence improperly to affect or influence an act or decision.

The Consultant shall not provide any offering, promising, giving or receive, solicit or accept a financial or other advantage, or any other thing of value, with the intention of influencing or rewarding the behaviour of a person in a position of trust to perform a public, commercial or legal function to obtain or retain a commercial advantage.

The Consultant understands and acknowledges that any non- adherence to the warranty as stated herein above will be violation of the provisions of the Indian Prevention of Corruption Act, 1988 and other applicable laws and legislations ("Anti-bribery Laws").

In addition, Consultant agrees to promptly report to SELCO Foundation of any incident of breach or potential breach of this section.

Compliance with Sexual Harassment of Women (Prevention, Prohibition & Redressal) Act, 2013 (PoSH): The Consultant shall agree to adhere to the mandates prescribed under the Sexual Harassment of Women (Prevention, Prohibition & Redressal) Act, 2013, which requires all workplaces to have a Policy and Internal Committee to address complaints of sexual harassment that women may face at the workplace.

Termination:

Either party may terminate this contract by giving a notice in writing to the other party stating their intention to terminate the same on the expiration of Seven (7) days from the date of such notice. In addition, the Foundation may also terminate this contract forthwith in the event of any fraud, misconduct or neglect of duties on the part of the Consultant. Any notice to be given hereunder shall be sufficiently given to the Consultant if forwarded by registered post or by Courier Service to the last known postal address of the Consultant and shall be sufficiently given to the Foundation if similarly forwarded to the registered office. Upon the termination of this contract and payment of the said fees due up to such termination, and payment of all disbursements and out-of-pocket expenses incurred up to the date thereof (provided the same have been incurred after obtaining prior approval), the Consultant shall deliver all deeds, documents and paper in his possession relating to the business of the Foundation or as the Foundation shall direct, and shall continue to afford him all reasonable assistance for concluding pending matters at the date of such termination without making any charge thereof.

Force Majeure:

Force majeure as used herein means any unforeseeable and irresistible act of nature, any act of war (whether declared or not), invasion, revolution, insurrection, terrorism, or any other acts of a similar nature or force, provided that such acts arise from causes beyond the control and without the fault or negligence of the Consultant

In the event of and as soon as possible after the occurrence of any cause constituting force majeure, the affected Party shall give notice and full particulars in writing to the other Party, of such occurrence or cause if the affected Party is thereby rendered unable, wholly or in part, to perform its obligations and meet its responsibilities under the Contract. The affected Party shall also notify the other Party of any other changes in condition or the occurrence of any event which interferes or threatens to interfere with its performance of the Contract. Not more than fifteen (15) days following the provision of such notice of force majeure or other changes in condition or occurrence, the affected Party shall also submit a statement to the other Party of estimated expenditures that will likely be incurred for the duration of the change in condition or the event of force majeure.

On receipt of the notice or notices required hereunder, the Party not affected by the occurrence of a cause constituting force majeure shall take such action as it reasonably considers to be appropriate or necessary in the circumstances, including the granting to the affected Party of a reasonable extension of time in which to perform any obligations under the Contract.

If the Consultant is rendered unable, wholly or in part, by reason of force majeure to perform its obligations and meet its responsibilities under the Contract, the Foundation shall have the right

to suspend or terminate the Contract on the same terms and conditions as are provided for in this Contract.

Both the Foundation and the Consultant fully and freely intend to create an independent Contractor relationship under this Contract. Nothing herein shall be deemed to establish a partnership, joint venture, association or employment relationship between the parties. Both parties agree that the consultant has the right to sole and exclusive control over the manner and means employed in performing their activities under this Contract.

- **Settlement of disputes:**

The Parties shall use their best efforts to amicably settle any dispute, controversy, or claim arising out of the Contract or the breach, termination, or invalidity thereof.

Any dispute, controversy, or claim between the Parties arising out of the Contract or the breach, termination, or invalidity thereof, unless settled amicably, within sixty (60) days after receipt by one Party of the other Party's written request for such amicable settlement, the matter shall be referred by either Party to arbitration in accordance with the Arbitration and Conciliation Act, 1996. The venue of the arbitration shall be at Bangalore. Likewise, the jurisdiction will vest with courts in Bangalore.