



Andhra Pradesh Drones Corporation Pvt Ltd. (APDC)

Expression of Interest For Empanelment of Drone-based Companies

Ref No: APSFL/APDC/Empanelment/2019 Dt. 02/03/2019

Address:

**AP Drones Corporation Private Limited
3rd Floor, NTR Administrative Block,
Pandit Nehru Bus Station, NH – 65,
Vijayawada – 520 013**

Web address: www.apsfl.in

Email address: apsfl@ap.gov.in

EOI NOTCE

AP Drones Corporation Pvt Ltd (APDC) invites Technical Bids from the agencies to get empaneled with the corporation to undertake Drone based works within the state.

1	Name of the EOI	Empanelment of Drone based companies
2	Issue of EOI	02/ 03/ 2019
3	Invitation of the Application	Open till Feb 2020
4	Opening of the Application submitted	Within 7 days from the date of submission
5	Address for Communication	3 rd Floor, NTR Administrative Block, Pandit Nehru Bus Station, NH – 65, Vijayawada – 520013
6	Contact Phone Number	9121106942 / 9994569711
7	E-mail	srmgr-drones-apsfl@ap.gov.in
8	Reference No	APSFL/APDC/Empanelment/2019 Dt: 02/03/2019

Introduction

The Government of Andhra Pradesh (GoAP) has been leveraging technology for real-time governance to enable effective and efficient service delivery to the citizens.

Keeping in view the potential of drones, the GoAP intends to expand the utilization of drones in various sectors such as police, mining, municipal administration & urban development, agriculture & allied sectors, disaster management, survey, tourism, project/asset monitoring etc.

About APDC

AP Drones Corporation Pvt Ltd (APDC), a subsidiary of APSFL was incorporated in the month of November 2018. It was formed to promote Drone Technology in the state of Andhra Pradesh and to implement Drone powered solutions into various departments of government.

The corporation will act as a nodal agency and coordinate among the stake holders of Drone Technology as well as services, create awareness on Drone Technology to empower the Drone operators and to develop an ecosystem for R&D, Start- Ups and Innovation in the state.

The corporation oversee the implementation of DGCA guidelines, enforcement and regulatory activities for safe and secure drone operation in the state.

Therefore, APDC intends to empanel service providers for providing drone-based services to government departments such as police, mining, municipal administration & urban development, agriculture & allied sectors, disaster management, survey, tourism, project/asset monitoring etc. The service provider is expected to undertake the drone-based surveys, capture high resolution images / videos, prepare 2D maps & 3D models and other analytics-based outputs which can facilitate effective real-time governance.

APDC, with an intention to encourage Drone Services, is inviting applications from drone-based service providers across the country to get empanelled with APSFL and provide Drone-based services to different departments of Andhra Pradesh.

Areas of Focus

- Aerial Photography and Videography
- Aerial Mapping using RGB sensor, Multispectral, Hyperspectral
- Aerial Surveillance and Reconnaissance
- Agricultural Spraying
- Thermal Applications
- Orthomosaic Generation
- Contour, DSM, DTM and DEM generation
- 3D-Model generation
- All GIS related applications using Drone Data
- Training programmes on Drone Technology
- Video Analytics
- Development of various AI integrated applications/tools for governance

Qualification Criteria

For the purpose of this EOI any company which had been incorporated within the last 3 years shall be considered as a **Start-up** and all other companies will be considered as “**Existing Companies**”. The qualification criteria for both Start-ups and Existing companies are given below

1.1 Start-ups

As a start-up, a company should meet the following qualification criteria to get empanelled with APDC.

S. No	Particulars/ parameters	Documents to be submitted
1	The applicant should be a Company registered in India under the Indian Companies Act/ Registered partnership firm.	Certificate of Incorporation of the Proposer/registration deed to be enclosed along with MOA and AOA

2	The Applicant should have at least 1 (one) year of experience in providing drone-based services as on 31/01/2019 In case of consortium, the lead member has to necessarily satisfy this condition.	Copy of work orders/client certificates should be submitted.
3	The Proposer must be a part of either of post graduate college (government sponsored)/ state government/central government sponsored incubation program or funded through any of the funding types - angel, seed, Series A/B, Growth, control stake etc.	Copy of valid partnership agreement shall be Submitted.
4	Proposer should not have been declared blacklisted/ ineligible/ debarred by any State/ Central Govt. or PSU or has been found to have been engaged in activities or practices which are corrupt, fraudulent, unsatisfactory work performed or any other unethical business practices, as on date of Proposal submission, shall not be eligible.	Self-Declaration from the Proposer's authorized signatory of the firm.
5	The Annual sales overall turnover of the Proposer from drone-based services in the last 1 (One) financial year, should be Rs.10,00,000/- (Ten Lakh Rupees Only) and for companies registered with Andhra Pradesh Innovation Society should be Rs. 5,00,000/- (Five Lakh Rupees Only)	The Proposer should submit audited financial statements for the FY 18-19 with an attested certificate from Auditor
6	Proposer should have a valid GST number and PAN number in India	Certified copy of valid GST certificate and PAN issued by the Govt of India.
8	Proposer must have minimum strength of 10 resources working with the company. These resources should be available in India, as on proposal submission date.	Self-declaration and a list of the resources
9	Proposer must have minimum strength of 5 drones operational within Indian Territory	Self-declaration with system specs.
10	The Proposer shall not possess any conflict of interest with the Project that would adversely impact the ability of the Proposer to complete the requirements as given in the EOI.	Self-declaration

1.2 Existing Companies

As an existing player, the company should meet the following eligibility criteria to get empanelled with APSFL

S. No	Prequalification Criteria	Documents to be submitted
1	The Proposer should be a Company registered under the Indian Companies Act.	Certificate of Incorporation of the Proposer to be enclosed along with MOA and AOA
2	The Applicant should have at least 3 (three) years of experience in providing drone-based services as on 31/01/2019 In case of consortium, the lead member has to necessarily satisfy this condition.	Copy of work orders/client certificates should be submitted.
3	Proposer should not have been declared blacklisted/ ineligible/ debarred by any State/ Central Govt. or PSU or has been found to have been engaged in activities or practices which are corrupt, fraudulent, unsatisfactory work performed or any other unethical business practices, as on date of Proposal submission, shall not be eligible.	Self-Declaration from the Proposer's authorized signatory of the firm.
4	The cumulative turnover of the Proposer from drones-based services over the past 3 financial years, should be Rs.75,00,000 - (Seventy-Five Lakh Rupees Only) and for companies registered with Andhra Pradesh Innovation Society should be Rs. 25,00,000 – (Twenty-Five Lakh Rupees Only)	The Proposer should submit audited financial statements for FY 16-17, 17-18 and 18-19 with an attested certificate from Auditor
5	Proposer should have valid GST number and PAN number in India	Certified copy of valid GST certificate and PAN issued by the Govt of India.
6	Proposer must have minimum strength of 20 resources working with the company. These resources should be available in India, as on proposal submission date.	Authorised self-declaration and a list of the resources.
7	Proposer must have minimum strength of 10 drones operational within Indian Territory	Authorised self-declaration with system specs

8	The Proposer shall not possess any conflict of interest with the Project that would adversely impact the ability of the Proposer to complete the requirements as given in the EOI	Authorised self-declaration
---	---	-----------------------------

Empanelment Procedure

The following are the procedures that will be followed in the empanelment process.

1. The applicant should submit all the necessary documents / proofs / self-declaration as mentioned in the table above to record their participation.
2. After submission of all necessary documents as mentioned, APDC will carry out an evaluation process in order to screen the eligible applicants.
3. The shortlisted applicants will be called to deliver a technical presentation to the Technical Committee of APDC.
4. After the screening of technical presentation, the agencies those were empanelled would be informed by APDC via a Letter of Empanelment/ Letter of Award.

Annexure

Annexure-I

S No.	Technical Criteria	Criteria	Document Proof
1	Post Processing Capability <ul style="list-style-type: none"> ● Ortho ● GIS ● Progress monitoring 	Minimum Process <ul style="list-style-type: none"> ● 2 sq. km/day 2-5cm GSD (double grid) ● 5 sq. km/day 2-5cm GSD (single grid) 	Reports and Presentation
		With DGPS corrections 0.5 sq. km/day	Reports and Presentation
		Patching of Multiple processed areas into one base map with referencing (Orthorectification) for minimum 200 to 1500 sq. km	Define procedures and submit reports
		Linear Orthorectification capabilities and procedure (for roads)	Define procedures and submit reports
		Required X,Y,Z accuracy 5cm - 5m (minimum)	Reports and technical demonstration
		Object Identification, Features and boundary demarcation (Roads, Buildings, Electric poles etc.,)	Reports and technical demonstration
		BIM model representation	Reports and samples
		3D models, Point cloud	Reports and samples
		Key Personnel of the company should have minimum of 5 years' experience	Resume and outputs
2	General Technical Capability	Experienced team members with complete knowledge of drones and its operations	Resume of the team
		In case of a Manufacturer, proposer should hold	License copy and

		Manufacturer License and the proposer shall possess the necessary sensors to deploy when a project need arises.	Authorised Self Declaration
		Presentation showcasing their technical capabilities both in terms of resources and strategies towards project completion	Presentation with proof of their previous works and outputs with client's acknowledgement

TERMS & CONDITIONS

1. The expiry of contract period between the empanelled agency and AP Drones Corporation shall be on 30-09-2021 and shall be extended upon the will of AP Drones Corporation.
2. The company Empanelled shall submit a Performance Bank Guarantee in favour of AP Drones Corporation Private Limited. for an amount as follows
 - I. **Start- up: Rs. 2,00,000 /- (Two Lakh Rupees only)**
 - II. **Existing Companies: Rs. 5,00,000/- (Five Lakh Rupees only)**
3. APDC shall terminate the agreement anytime if the performance showcased by the vendor is not satisfactory or in breach of any terms mentioned in the MSA.
4. The Empanelled vendor must not engage in any Drone related business activities with any of the AP Govt bodies directly. In case the empanelled vendor is found in breach of the above at any stage during the course of the contract, the EMD / Security deposits will be forfeited and the contract will be terminated.
5. The Empanelled vendor must always adhere to the regulations/ policies/ legal procedures framed by **Directorate General of Civil Aviation (DGCA), Government of India** on various Licenses and Permissions for Drone operation and must update the same as and when required.
6. In case any of the data provided by the vendor is found to be incorrect/ fraudulent at any stage, the vendor shall be penalised as per applicable law and the agreement shall be deemed terminated. The vendor engaged in such an act shall be blacklisted for 5 years.
