



**Andhra Pradesh Drone Corporation,
Government of Andhra Pradesh, India**

**Expression of Interest (EOI)
for
Standardization of Tariff rates for providing Drone-as-a-
Service (DaaS)**

APDC/EOI/Tariff rates/25, Dt: 14.03.2025

(This document is meant for exclusive purposes of submitting a response to the EOI document and shall not be transferred, reproduced, or otherwise used for purposes other than that for which it is specifically issued)

The Chairman & Managing Director,
Andhra Pradesh Drones Corporation,
3rd Floor, NTR Administrative Block,
Pandit Nehru Bus Station, NH 65,
Vijayawada-520001, Andhra Pradesh, India.

ap-drones@ap.gov.in

DISCLAIMER

The information contained in this Expression of Interest document (the "EOI") or subsequently provided to Applicant(s), whether verbally or in documentary or any other form shared on behalf of Andhra Pradesh Drone Corporation ("Authority") is provided to the Applicant to assist in preparing the non-binding EOI on the terms and conditions set out in this EOI and such other terms and conditions subject to which such information is provided.

This EOI includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Applicant may require. The assumptions, assessments, statements and information contained in this EOI may not be complete, accurate, adequate or correct. Each Applicant should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in this EOI and obtain independent advice from appropriate sources.

The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on law expressed herein.

The Authority, its employees and advisors make no representation or warranty and shall have no liability to any person, including any Applicant, under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this EOI or otherwise, including the accuracy, adequacy, correctness, completeness or reliability and any assessment, assumption, statement or information contained therein or deemed to form part of this EOI.

The Authority may, in its absolute discretion but without being under any obligation to do so, update, amend or supplement the information, assessment or assumptions contained in this EOI.

The issue of this EOI does not imply that the Authority is bound to select an Applicant for the Project and the Authority reserves the right to reject all or any of the Applications without assigning any reasons whatsoever.

The Applicant shall bear all its costs associated with or relating to the participation in this process regard less of the conduct or outcome of the process.

NOTICE INVITING EXPRESSION OF INTEREST (EOI) FOR STANDARDIZATION OF TARIFF RATES FOR PROVIDING DRONE AS SERVICES IN ANDHRA PRADESH



The Chairman & Managing Director,
 Andhra Pradesh Drones Corporation, 3rd Floor, NTR
 Administrative Block,
 Pandit Nehru Bus Station, NH 65, Vijayawada-520001, Andhra
 Pradesh, India.
ap-drones@ap.gov.in

Queries Applicants shall post queries by email to ap-drones@ap.gov.in with a copy (cc) to cgmbd-apsfl@ap.gov.in
 Note: Please mention the subject of the email as:
 Query on “**Expression of Interest (EOI) for Standardization of Tariff rates for providing Drone-as-a-Service (DaaS)**”

EOI Schedule	Activities	Deadline
	Issue of EOI Document	14-03-2025
	Last Date for sending queries or clarifications regarding EOI	21-03-2025
	Last date for EOI Submission	04-04-2025

Point of Contact General Manager, APDC

Website to download EOI <https://www.apsfl.in>

The right to accept/reject any or all EOI(s) received is reserved with Andhra Pradesh Drone Corporation, Government of Andhra Pradesh without assigning any reason thereof.

Table of Contents

1.	Introduction and background.....	5
2.	Development of “Drones as Services (DaaS)” Ecosystem in Andhra Pradesh	
3.	Instructions to applicants	6
	Scope of Services.....	7
4.	Eligibility Criteria for the Applicants	11
5.	EOI Documents & application submission.....	12
5.1.	Availing EOI Documents	12
5.2.	Completeness of the EOI Response	13
5.3.	EOI Response Preparation Cost.....	13
5.4.	Submission of EOI Queries	13
5.5.	Amendment of EOI Document.....	13
5.6.	APDC’s Right to Terminate the EOI Process	14
5.7.	Documents Establishing Applicants Qualification.....	14
5.8.	Format and Signing of EOI	14
5.9.	Late Submission of EOI.....	15
5.10.	Language of EOI.....	15
6.	Formats for EOI Submission.....	16
	Annexure I – Documents Checklist.....	16
	Annexure II – Submission Cover Letter.....	17
	Annexure III – Details of Company	18
	Annexure IV –Company Experience	19
	Annexure V – Financial Capacity of Company	20
	Annexure VI – Project Proposal.....	21

1. Introduction and background

The global drone industry is witnessing exponential growth, with the Indian market poised to increase from USD 268 million in 2023 to USD 11.06 billion by 2030, at a CAGR of over 70%. This remarkable expansion is fuelled by the wide-ranging applications of drone technology across sectors such as agriculture, healthcare, logistics, infrastructure, and defence. In this dynamic environment, Andhra Pradesh is taking bold strides to establish itself as a frontrunner in the adoption and deployment of Drones as Services (DaaS).

Drones in Andhra Pradesh are already proving to be transformative, serving multiple purposes across various industries. They enable precision farming, crop monitoring, disaster assessment, and infrastructure surveying while enhancing last-mile delivery, environmental monitoring, law enforcement, and cultural preservation efforts. Recognizing this potential, the Government of Andhra Pradesh is striving to create a world-class ecosystem for drone-based services to address the increasing domestic and global demand for innovative and efficient solutions.

By leveraging national initiatives and its investor-friendly policies, the Government of Andhra Pradesh has set up the Andhra Pradesh Drone Corporation Limited (APDC) as the nodal agency for all drone-related activities. This strategic move underscores the state's commitment to fostering innovation, facilitating investments, and positioning Andhra Pradesh as a premier hub for Drones as Services (DaaS) in India. The recently concluded Amaravati Drone Summit 2024 further highlighted the state's leadership in the sector, bringing together policymakers, industry leaders, and innovators to showcase advancements in drone technology.

Further, the Government of Andhra Pradesh has approved and adopted the Andhra Pradesh Drone Policy 4.0 for the policy period 2024-29, with investor-friendly terms and incentives. This initiative aims to consolidate the state's vision for a thriving drone ecosystem, with a specific focus on enabling Drones as Services (DaaS) across key sectors such as agriculture, healthcare, logistics, disaster management, and infrastructure.

2. Development of “Drones as Services (DaaS)” Ecosystem in Andhra Pradesh

Andhra Pradesh holds immense potential for establishing a thriving ecosystem for Drones as Services (DaaS), positioning itself as a hub for the growing drone services industry. With advancements in drone technology revolutionizing sectors such as agriculture, healthcare, logistics, surveillance, disaster management and many other, there is a pressing demand for scalable, efficient, and innovative drone-based service delivery. The state’s strategic geographic location, robust infrastructure, and conducive business environment make it an ideal destination for the development of a robust Drones as Services (DaaS) ecosystem. Additionally, Andhra Pradesh offers a large pool of skilled and semi-skilled workforce, complemented by progressive policies aimed at attracting private investments in emerging technologies. Establishing a strong DaaS ecosystem will also leverage the state’s proximity to key industrial, agricultural, and urban zones, enabling seamless integration of drone solutions across sectors.

A well-developed Drones as Services (DaaS) ecosystem has the potential to significantly contribute to the socio-economic growth of Andhra Pradesh and the nation at large. At the state level, it will serve as a catalyst for innovation, fostering the adoption of cutting-edge drone technologies to address real-world challenges. By attracting domestic and international service providers, the DaaS ecosystem can enhance Andhra Pradesh’s industrial competitiveness, making it a leading contributor to India’s vision of becoming a global drone hub.

The establishment of a robust Drones as Services (DaaS) ecosystem will create a ripple effect on employment and economic development. Directly, it will generate jobs in drone operations, data analysis, maintenance, and service delivery.

3. Instructions to applicants

The participant(s) shall submit the hardcopy(s) of the EOI proposal form in a sealed envelope at following address on or before the due date as specified in the Key Events and Dates section:

Address:

The Chairman and Managing Director,
Andhra Pradesh Drones Corporation
3rd Floor, NTR Administrative Block,
Pandit Nehru Bus Station,
Vijayawada – 520 013.
Attn: The Executive Director

Mark for: The envelop shall be marked as “**Expression of Interest (EoI) for Standardization of tariff rates for providing Drone-as-a-Service (Daas)**”

S. No	Information	Details
1	Name of the Authority	The Chairman and Managing Director, AP Drones Corporation Pvt Ltd (APDC)
2	Name of the Assignment	Standardization of Tariff rates for providing Drone-as-a-Service (Daas)
3	EOI Number	APDC/EOI/Tariff rates/25, Dt: 14.03.2025
4	Tender Document (EOI)	Expression of Interest
5	EOI Publishing Date	14-03-2025
6	Last date and time for submission of proposal (Proposal Due Date)	On or before 04-04-2025, 5:00 PM
	For any enquiries and clarifications, please contact:	AP Drones Corporation Pvt Ltd, NTR Administrative Block, 3rd Floor, Pandit Nehru Bus Station, Vijayawada – 520001. Email: ap-drones@ap.gov.in

Scope of Services

The applicants shall provide diverse drone-based services through AP Drones Corporation to various Govt. departments of AP such as Mining, Municipal

Administration & Urban Development, Agriculture & Allied sectors, Disaster Management, Land Survey, Irrigation & Water Resources, Forestry etc., All applicants are requested to submit their tariff for various Drone based Services.

The scope of services can be broadly categorized as follows:

Drones Use Cases		
S.No	Sector	Applications
1	Precision Agriculture	Soil & field analysis
		Crop monitoring
		Plantation and Crop Spraying
		Livestock Management
		Precision farming
		Pest and disease detection
		Prepare for weather glitches
2	Infrastructure Inspection and development	Data and images collection and analysis
		Ensure the safety and reliability of infrastructure systems and management.
		Infrastructure survey and inspection for insurance
		Wind Turbine Inspection
		Bridge/ Road/ Building/ Pipeline/ Power grid/ Water plant inspection
		Construction and infrastructure development
3	Search & Rescue operations for disaster management	Delivery of emergency supplies
		Real-time damage assessment
		Disaster impact assessment
		Search and rescue operations
		Communication establishment
		Mapping disaster areas
4	Delivery Services	Truck and ship loading/offloading (short to medium distances)
		Intra- and intercity delivery (long distances)
		Package delivery
		Supply chain / Warehouse management
		Inventory tracking
		Freight transport
5	Environmental Monitoring	Real-time Inspection of Environmental Violations
		Water and Soil Conservation Monitoring Data Extraction
		Wildlife Survey and Population Monitoring

		Wildlife Conservation Efforts
		Sewage Outlet Investigation
		Water Quality Parameter Inversion
		Air quality and Climate change monitoring
		Forest fire detection
		Real-time Monitoring of Atmospheric Component Concentration
		Remote Sensing Monitoring Platform for Ecological Conditions
		Garbage management
6	Security and Surveillance	Continuous Site Surveillance
		Event Security
		Rapid Incident Detection
		Intrusion Prevention
		Monitoring Crowded Events
		Crime fighting
		Traffic management
		Anti-poaching
		Perimeter guarding
		Border Patrol
7	Mining and exploration	Stockpile management
		Automatic surveying and mapping
		Mining exploration and Inspection
		Haulage Road Optimization
		Hazard identification and mitigation
		Water and sediment flow monitoring
		Geological mapping
		Explosives delivery
		Aerial thermal imaging for search operations
		Reclamation
8	Military and defense	Reconnaissance
		Intelligence gathering
		Surveillance
		Maritime Surveillance
		Arms & Ammunitions Monitoring
		Border Patrol
		Nuclear Facility Monitoring
9	Entertainment sports	Aerial photography and videography
		Virtual reality and 360-degree video

		Live streaming and broadcasting
		Drone light shows and art
		Advertising and marketing
		Drone racing and gaming
10	Education and Research	Agricultural research
		Surveying/Mapping
		Environmental studies
		Marine research
11	Construction	Site surveying and mapping
		Progress monitoring
		Inspection of buildings and infrastructure
		Material transport and delivery
		Safety monitoring
12	Energy	Power line inspection
		Solar panel inspection
		Wind turbine inspection
		Pipeline monitoring
		Leak detection
13	Health care	Medical supply delivery
		Blood/Organ transport
		Disaster response
		Remote health monitoring
14	Public Safety	Law enforcement surveillance
		Search and rescue operations
		Firefighting support
		Emergency response
		Border patrol
		Crowd monitoring
15	Surveying and Mapping	Land surveying
		Topographic mapping
		Geographic information systems (GIS)
		3D modelling
		Urban planning
		Disaster response mapping
16	Transportation	Traffic monitoring
		Road inspection
		Bridge inspection
		Railroad inspection
		Port management
		Drone Taxi
		Autonomous vehicle testing
17	Water Resources Department	Water Body Monitoring
		Dam and Reservoir Inspections
		Flood Risk Assessment and Management
		Reservoir Storage Capacity Assessment
		Water Infrastructure Mapping

	Soil Erosion and Watershed Monitoring
	Catchment Area Surveillance
	Water Source Identification and Exploration
	Post-Disaster Assessment
	Sediment and Debris Monitoring
	Floodplain Mapping and Land Use Analysis
	Water Distribution Network Inspection
	Riverbank Erosion Monitoring
	Riverbank Encroachment Monitoring
	River Flow Monitoring
	River Pollution Monitoring
	Riverbed Mapping
	Monitoring River Ecosystems
	Assessing River Crossings (Bridges, Dams, etc.)

Note: The above list of services are open for inclusions. Hence, the applicants may also submit service proposals beyond the above-mentioned list. The Startup companies may also participate in this EOI and submit their Tarrif rates for Drone based service.

4. Eligibility Criteria for the Applicants

The following eligibility criteria will be applicable: -

1. General Eligibility for All Applicants

- a. Applicants should be either startups or have been in operations. Applicants must be registered as a legal entity (e.g., company, LLP, partnership, or sole proprietorship) under the applicable laws of India or their respective country.
- b. Applicants must comply with all relevant national and state-level regulations, including DGCA (Directorate General of Civil Aviation) guidelines, airworthiness standards, and safety protocols for drone operations.
- c. Applicants must demonstrate financial stability and the ability to sustain operations. If the applicants have been in operations for the last three years, Applicants shall submit the audited financial statements for the last three years.

- d. If the applicants have been in operations for the last three years, they must have had a positive net worth in each of the past three financial year. Submission of a net-worth certificate certified by a Chartered Accountant is mandatory.
- e. Applicants must outline a clear plan to create local employment opportunities, with a focus on training and upskilling the local workforce in drone operations, maintenance, and data analysis.

2. Technical and Operational Expertise

- a. If the applicants have been in operations for the last three years, Applicants shall submit the experience certificates/relevant documents in providing drone-based services or fields mentioned above.
- b. Applicants must demonstrate access to a functional fleet of drones equipped with the necessary technology to deliver the proposed services.
- c. Applicants must possess valid certifications for drone pilots (which will be required various drone applications) and operators as per DGCA guidelines.

3. Evaluation Criteria

All applicants are requested to submit their tariff rates for various services. Through this process, APDC will standardize the tariff rates provided by various applicants for various drone services including type of service, equipment, operational costs etc. These rationalized tariff rates will be taken as a benchmark by APDC while rendering services to the end-user departments

Important Notes

Applicants are encouraged to propose services that align with the broader objectives of the Drones as Services (DaaS) initiative, even if they extend beyond the specific areas mentioned above.

Applicants must bear all costs associated with the preparation and submission of their proposals.

5. EOI Documents & application submission

5.1. Availing EOI Documents

The EOI document can be downloaded from the website link <https://www.apsfl.in> up to the date and time mentioned in the EOI.

5.2. Completeness of the EOI Response

Applicants are advised to study all instructions, forms, terms, requirements and other information in the EOI documents carefully. Submission of EOI shall be deemed to have been done after careful study and examination of the EOI document with full understanding of its implications. The response to this EOI should be full and complete in all respects.

5.3. EOI Response Preparation Cost

The Applicant is responsible for all costs incurred in connection with participation in this process, including, but not limited to, costs incurred in conduct of informative and other diligence activities, participation in meetings/discussions/presentations, preparation of EOI response, in providing any additional information required by APDC. APDC will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the process. All materials submitted by the Applicant shall become the property of APDC and may be returned at its sole discretion.

5.4. Submission of EOI Queries

The format for seeking queries is as follows: -

Subject: Query for Expression of Interest (EOI) for Standardization of Tariff rates for providing Drone-as-a-Service (DaaS)		
Details of the query seeker	Name and Address of the Company	
	Name and Position of the Person submitting the query	
	Contact details	Mobile: Email id:
S. No	EOI Reference (Page/ Section)	Points of Clarification required
1		
2		
3		

5.5. Amendment of EOI Document

At any time before the deadline for submission of EOI, APDC, may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective Applicant, modify the EOI Document by an amendment.

In order to afford prospective Applicants reasonable time in which to take the amendment into account in preparing their EOIs, APDC may, at its discretion, extend the last date for the receipt of EOIs. The Applicants are advised to visit the official website of APDC www.apsfl.in on regular basis for checking necessary updates. APDC also reserves the right to amend the dates mentioned in this EOI.

5.6. APDC's Right to Terminate the EOI Process

APDC reserves the right to terminate the EOI process at any time and without assigning any reason thereof. APDC makes no commitments, express or implied, that this process will result in a business transaction with anyone. This EOI does not constitute an offer by APDC.

5.7. Documents Establishing Applicants Qualification

The Applicant shall furnish, as part of its EOI documents establishing the Applicant's qualification in the formats provided in this EOI. The documentary evidence should be submitted by the Applicant as part of the response to the EOI. The documentary evidence of the Applicant's qualification shall be as specified in this EOI document.

5.8. Format and Signing of EOI

- (a) The Applicant shall prepare one hard copy of the EOI.
- (b) The EOI document shall be signed, at the time of submission, by the applicant or a person duly authorized by the applicant. The authorization shall be indicated by a copy of the written power-of-attorney accompanying the EOI. All the pages/documents of the EOI shall be signed by the authorized person. It is clarified that submitting an EOI is non-binding and does not obligate the Applicant or the Andhra Pradesh Drone Corporation to enter into any subsequent agreements or commitments.
- (c) Submission of EOI: Proposals not conforming submission of required documents as listed may lead to rejection of the Proposal. Submission of forged documents will also result in rejection of the Proposal. The Applicant should submit the Proposal as per the requirement of EOI which should be received in the office of the Chairman & Managing Director, Andhra Pradesh Drone Corporation, Government of Andhra Pradesh with the proper postal address of APDC on or before due date and time as mentioned in the EOI.

The postal cover should also highlight the "Project Name": "**EOI for Standardization of Tariff rates for providing Drone-as-a-Service (DaaS)**". The Proposal received after due date and time will not be entertained. APDC is not liable/ responsible for any delay in receipt of documents for the reason whatsoever. APDC will not consider any proposal that arrives after the deadline as prescribed in the EOI. Any Proposal received after the deadline will be out rightly rejected by APDC.

5.9. Late Submission of EOI

EOI being submitted after the specified time limit and date will not be accepted.

5.10. Language of EOI

The responses prepared by the Applicant and all correspondence and documents relating to the documents exchanged by the Applicant and APDC, shall be written in English language. Any printed literature furnished by the Applicant in another language shall be accompanied by an English translation, in which case, for purposes of interpretation of the EOI, the English translation shall govern. If any supporting documents submitted are in any language other than English, translation of the same in English language is to be duly attested by the Applicant.

6. Formats for EOI Submission

Annexure I – Documents Checklist

Checklist for the Documents to be submitted in EOI response

S.No	Documents to be Submitted	Suggested Format	Submitted (Y/N)	Documentary Proof (Page No.)
1	Covering Letter	Annexure I		
2	Details of the Applicants	Annexure II		
3	Company Experience - Documentary Evidence for Relevant experience	Annexure III		
4	Financial Capability of the applicant through a statutory Auditors Certification	Annexure IV		
5	Drone application and service tariff details	Annexure V		

Annexure II – Submission Cover Letter

On the letterhead of the Applicant

Date:

To

The Chairman & Managing Director,
Andhra Pradesh Drone Corporation
3rd floor, NTR Administrative Bhavan,
Vijayawada - 520013, Andhra Pradesh, India.

Sub: Submission of EOI for Standardization of Tariff rates for providing Drone-as-a-Service (DaaS)

Sir,

Being Duly Authorised to represent and act on behalf of

_____, understanding the information provided, the undersigned hereby apply in response to the EOI document for "Expression of Interest (EOI) for Standardization of Tariff rates for providing Drone-as-a-Service (DaaS) – [*Specific core area*]".

The details as per the EOI document are submitted herewith for the evaluation.

Yours faithfully,

Authorised Signatory
(Name, Title and Address)

Annexure III – Details of Company

S.No	Item	Details (to be filled by the Applicant in response to EOI)
1	Name of the Company	
2	Registered Address for Communication	
3	Mobile no and Email id	
4	Website address if any	
5	Details of Company Registration (Please enclose a copy of the registration certificate authorized by the concerned government authority. GST and PAN)	
6	Registration Number and Year of Registration	
7	States/Countries where the Company operates	
8	Company Profile	
9	Audited financial statements of the last 3 financial years from the relevant experience in Local Currency, certified by the Statutory Auditor	

Contact Details of officials for future correspondence

Description	Details
Name	
Designation	
Address	
Mobile	
E-mail	

Annexure IV –Company Experience

Documentary Evidence for Relevant experience

Annexure V – Financial Capacity of Company

Previous three years Turnover from relevant experience and net-worth certificates in Indian Rupees certified by the Chartered Accountant (Currency Conversion Certificate required only for firms registered outside India)

Financial Year	Annual Turn Over
2021-22	
2022-23	
2023-24	

Annexure VI –Proposal Form

1. Name of the Services Offered

(Provide details of the drone services proposed to be offered under this EOI.)

2. Proposed Tariff Charges

(Provide the pricing structure for the drone services, including per-hour or per-project costs.)

Service Category	Unit of Service [Per flight/per hour/per acre/ per service]	Base Rate (INR)	Additional Charges (if any)
[Service 1]			
[Service 2]			
[Service 3]			

3. Proposed Discount Structure for Bulk Orders

(Specify discount slabs for bulk service requests.)

Order Volume	Discount (%)
Orders above ___ units	___%

4. Support Required by the Firm from the State

(Specify any support required from the Government of Andhra Pradesh)

5. Any Additional Suggestions or Specific Views

Authorized Signatory

Name: _____

Designation: _____

Company Name: _____

Date: _____

Place: _____