

**Clarifications – I Dated: 29-03-2025**

**Expression of Interest (Eoi) For Empanelment of Agencies for providing Drone-as-a- Service (DaaS)**

**Ref. No - APDC/Empanelment of Agencies for providing Drone-as-a- Service (DaaS)/03/2025, Dated: 14-03-2025**

S No.	Section No.	Page No.	Relevant Content from Document	Queries/ Recommendations/ Suggestions	APDC Response
2			EOI participation Fees : INR11,800/- (including taxes)(Rupees Eleven thousand eight hundred only)	Exemption for the EOI participation fee for MSMEs or startups	No
3			EOI participation Fee.	Will we get refund of participation fee?	No
4			Applicants must outline a clear plan to create local employment opportunities, with a focus on training and upskilling the local work force in drone operations, maintenance, and data analysis.	Is training also required along with the drone services?	No
5	4.3	13	Access to advanced drone technology and software.	What type of document is needed to be furnished as proof?	The following documents are required: <ul style="list-style-type: none"> <li>• DGCA type certification,</li> <li>• drone technical sheet,</li> <li>• photograph with serial number,</li> <li>• sensors specification sheet,</li> <li>• flight mission report,</li> <li>• license proof for software tools,</li> <li>• BVLOS trial approval if applicable.</li> </ul>
6	4.3	13	Adherence to DGCA guidelines and safety protocols	What type of document is needed to be furnished as proof?	Applicants must also provide the following documentation: <ul style="list-style-type: none"> <li>• Remote Pilot Certification,</li> <li>• UDAN Registration Number,</li> <li>• DGCA-issued Type Certification,</li> <li>• SOP approvals for each use case,</li> <li>• a minimum of six months of flight logs,</li> <li>• maintenance records,</li> <li>• valid insurance policy,</li> <li>• incident reports submitted to DGCA (if any),</li> <li>• the latest DGCA audit report. Additionally, a self-certification or notarized affidavit declaring that no prior accidents have occurred is mandatory.</li> </ul>
7	4.3	13	Safety record and incident history.	What type of document is needed to be furnished as proof?	All applicants must submit a Self-Certification or Affidavit confirming their safety record, specifically

					addressing any previous accidents or incidents.
8	4.3	13	Safety record and incident history. 0 Marks = Poor safety record; 3 Marks = Moderate safety record; 5Marks = Excellent safety record.	What is the definition and parameters of Poor safety, Moderate safety record; & Excellent safety record. And how will you ensure the parameters are as per your requirements.	Performance will be classified into the following three categories based on incident history and regulatory compliance:  Poor: <ul style="list-style-type: none"> <li>• Incident rate exceeding 3%</li> <li>• Less than 85% compliance with DGCA norms</li> <li>• History of two or more crashes</li> </ul> Moderate: <ul style="list-style-type: none"> <li>• Incident rate between 1% and 3%</li> <li>• Greater than 85% compliance with DGCA norms</li> <li>• History of no more than one crash</li> </ul> Excellent: <ul style="list-style-type: none"> <li>• Incident rate below 1%</li> <li>• Full (100%) compliance with DGCA regulations.</li> <li>• Zero crash history</li> </ul>
9			This presentation would typically include an overview of the drone technology they are offering, how it functions, its features, and how it meets the specific needs or requirements of the APDC. The presentation might also cover technical specifications, cost, support and maintenance plans, timelines for deployment, and any other relevant details. The bidder shall also conduct PoC to understand the Drone service offered, if required	Since the EOI is for Drone-as-a-Service rather than drone supply, Clarification needed regarding the necessity of support and maintenance plans.	This will come under purview of Drone-as-a-Service
10			This presentation would typically include an overview of the drone technology they are offering, how it functions, its features, and how it meets the specific needs or requirements of the APDC. The presentation might also cover technical specifications, cost, support and maintenance plans, timelines for deployment, and any other relevant details. The bidder shall also conduct PoC to understand the Drone service offered, if required	Clarification needed regarding the requirement of only a comprehensive plan of the solution or only the information of products mentioning the deliverables for each sector.	Solution only

11	5.8.c	18	Proposal submission	Proposal submission in physical form only or both physical form and via email(or tender portal).	Both forms of submission - Physical and virtual
12			Empanelment for various sectors	Is the empanelment done for the particular sector where the bidders are having expertise in particular domain or the empanelment open for all sectors? Recommendation: Only the bidders with experience in the particular sector should considered for empanelment and for considering their quotation for establishing a benchmark for standardisation of pricing.	Participation is limited to experienced agencies. However, startups presenting innovative and value-driven solutions may be considered under special provisions, as outlined in Corrigendum – I to the EoI for Empanelment of Agencies for providing Drone-as-a-Service (DaaS), dated 28-03-2025.
13			The tender documents for the EoI for Empanelment of Agencies for Providing Drone-as-a-Service (DaaS) and the EoI for Standardization of Tariff Rates for Providing Drone-as-a-Service (DaaS) are the same	As per the tender conditions, if we submit the rates under the Empanelment of Agencies for Providing Drone-as-a-Service (DaaS), do we still need to submit the tender and rates for the EOI for Standardization of Tariff Rates for Providing Drone-as-a-Service (DaaS)?	Yes, both
14	4.9.b	16	Initiation of limited tender process for requirement for drone-based services from the end-user department	If there is a requirement for drone-based services from the end-user department, whether government or private, APDC or the concerned Government Department will initiate a limited tender process for the empanelled agencies and select the agency for the required work.	APDC will facilitate the initiation of a limited tender process for government departments to enable the utilization of drone services in accordance with the upcoming guidelines document.

15	4.9.b	16	Initiation of limited tender process for requirement for drone-based services from the end-user department	If a limited tender is conducted for empanelled agencies, do we need to submit a commercial proposal at this stage, as per the given tender document format?	This will enable us to benchmark pricing and service standards for government procurement.
17		8	There are 17 different sectors in the scope of services.	Is it compulsory to empanel for every sector, or is it acceptable to participate only in the sectors where we have expertise?	Participation should be limited to sectors where the agency possesses demonstrated expertise.
18	4.3	13	In Certifications (DGCA approvals, pilot licenses, etc.)	Request you to kindly consider full certification, since partial certification is not there.	Applications with partial certifications that are currently under process shall be deemed eligible for consideration.
19	4.3	13	In Certifications (DGCA approvals, pilot licenses, etc.)	Explanation need on No certification, Partial certification, and Full certification	<p>To ensure clarity in evaluation, certifications submitted by applicants will be categorized into three levels:</p> <p><b>No Certification:</b> The applicant has not obtained any of the required DGCA approvals or licenses at the time of submission. This will include absence of:</p> <ul style="list-style-type: none"> <li>• DGCA Type Certification for drones</li> <li>• Remote Pilot Certification</li> <li>• SOP approvals for specific use cases</li> <li>• UDAN registration (if applicable)</li> </ul> <p><b>Partial Certification:</b> The applicant should have obtained some of the required certifications, while others are Under process with DGCA or relevant authorities.</p> <p><b>Full Certification:</b> The applicant possesses all required certifications and approvals at the time of submission, including:</p> <ul style="list-style-type: none"> <li>• DGCA Type Certification</li> <li>• Remote Pilot Certificates</li> <li>• SOP approvals for each use case</li> <li>• UDAN registration (where applicable)</li> <li>• BVLOS approvals (if applicable)</li> </ul>

20	4.3	13	Access to advanced drone technology and software section	Explanation needed on Basic technology, Moderate Technology, Advanced Technology & Cutting edge technology	<p>Basic Tier</p> <ul style="list-style-type: none"> <li>• Maximum range of less than 2 Kms</li> <li>• No autopilot functionality.</li> <li>• Offline data storage requiring manual post-processing.</li> <li>• No integration with UTM (Unmanned Traffic Management) systems.</li> <li>• Equipped only with standard RGB color sensors.</li> </ul> <p>Moderate Tier</p> <ul style="list-style-type: none"> <li>• Operational range between 5 to 10 Kms.</li> <li>• Basic auto-navigation or auto-return capability.</li> <li>• Equipped with both RGB and thermal sensors.</li> <li>• Integrated with a GIS-enabled platform for spatial analysis.</li> </ul> <p>Advanced Tier</p> <ul style="list-style-type: none"> <li>• Operational range of 10 Kms or more.</li> <li>• High-precision GPS with multispectral imaging capability.</li> <li>• Real-time data transmission and on-site data updates.</li> </ul> <p>Cutting-Edge Tier</p> <ul style="list-style-type: none"> <li>• BVLOS (Beyond Visual Line of Sight) certified fleet.</li> <li>• Equipped with advanced sensors including LiDAR and hyperspectral cameras.</li> <li>• Integrated machine learning interface.</li> <li>• Custom-built AI stack for automated object detection and decision-making.</li> </ul>
21	4.1(d)	12	Sharing financial details of the company	Our startup (individual entity) is backed by larger publicly listed firm. Can financial credentials of our parent company be shared instead of ours(startup)?	Yes, but doing so may result in the forfeiture of startup-specific privileges, as outlined in Corrigendum – I to the EoI for Empanelment of Agencies for providing Drone-as-a-Service (DaaS), dated 28-03-2025.

23		<p>One-time Registration Fee (Non-refundable): INR 50,000/- (Rupees Fifty Thousand Only) + 18% GST The qualified participants shall have to submit a one-time registration fee through online payment mode (NEFT/ RTGS) only. Beneficiary details should be provided to those selected for empanelment. Please note that payments submitted through cheque or demand draft shall not be accepted.</p>	<p>Exemption of One-time Registration Fee for MSMEs</p>	<p>No</p>
24		<p>Validity of the Empanelment: The Empanelment shall be valid for a period of 3 years</p>	<p>After 3 years, will same empanelment be renewed or need to participate again for the same?</p>	<p>Will be decided as per the guidelines.</p>
25		<p>Scoring Guidelines  0-5: No experience;  6-10: 1 to 3 years experience ;  11-15: 4 to 6 years experience;  16-20:more than 6 years exp  Revised Scoring Guidelines  Marks will be proportionate to the number of years. 0 – No experience  1.2 Marks for each additional 1 year, subject to a maximum of 20 marks</p>	<p>Will the evaluation be done according to revised scoring guidelines?</p>	<p>Yes. Startups may be exempted (Refer to <b>Corrigendum – I - EoI for Empanelment of Agencies for providing Drone-as-a- Service (DaaS) Dated: 28-03-2025</b>)</p>
26		<p>Scoring Guidelines  0-5: No experience;  6-10: 1 to 3 years experience ;  11-15: 4 to 6 years experience;  16-20:more than 6 years exp  Revised Scoring Guidelines  Marks will be proportionate to the number of years. 0 – No experience  1.2 Marks for each additional 1 year, subject to a maximum of 20 marks</p>	<p>Kindly consider completions till 2017 and distribute marks accordingly</p>	<p>May be considered.</p>
27		<p>Revised Scoring Guidelines  Experience in various sectors.</p>	<p>Kindly define various sectors.</p>	<p>Currently, 17 sectors are listed. However, applicants are free to propose and apply for additional use cases not explicitly mentioned in the EoI.</p>
28		<p>The L1 bidder shall be primarily selected for the empanelment for the specific service. However, all bidders quote for same and similar service shall be given a right to refusal to match the specifications and price of L1 bidder for empanelling them also for the specific service.</p>	<p>How is L1 Bidder identified? On what basis, empanelled agencies are going to be selected?</p>	<p>The L1 bidder, offering the lowest competitive price, will be determined through the tender process conducted for each specific use case.</p>

29			Total Weightage= 100 %	Need clarity on what weightage percentage is required to qualify.	The total weightage for evaluation is 100%. To qualify, an applicant must secure a minimum of 60% of the total weightage. Additionally, certain critical criteria (such as certifications, safety records, and technical capability) will carry mandatory minimum thresholds that must also be met, irrespective of the overall score.
30			Multiple companies empanelment under one sector	For one Sector/Service, only one company would get empanelled or more than one. In case more than one, any upper limit earmarked.	While more than one agency may be selected, the upper limit will be determined by the committee on a case-by-case basis.
31			Power of Attorney (PoA) submission requirement, which needs to be executed on a Rs. 100 Stamp Paper. Since the Stamp Paper does not have predefined fields for the First Party (Principal) and Second Party (Attorney)	We seek guidance on the correct format to ensure compliance.	A Power of Attorney (POA) issued by the Board of Directors, authorizing the individual signing the bid documents on behalf of the company, must be submitted.
32		35, 8-11	<p>It is challenging to provide a clear pricing structure as the units mentioned vary significantly.</p> <ol style="list-style-type: none"> <li>1. Each type of work requires a different rate based on factors such as distance, time, and project complexity.</li> <li>2. Additionally, the absence of specific information about the volume of work to be allotted makes it difficult to estimate accurate costs.</li> <li>3. For instance, if a task involves a distance of only 2 km Liner/1 Acer Area, we cannot appropriately account for logistical and travel expenses.</li> </ol>	Kindly clarify how we should approach pricing under these conditions.	Vendors are required to quote prices for each use case based on the specified unit of measurement. For each use case, comparable bids will be evaluated to identify the L1 (lowest price) bidder.