Andhra Pradesh Drone Corporation,

Government of Andhra Pradesh, India

EOI-cum-RFP for Development of Manufacturing Facilities for Defence and Civilian Drone Application in Drone City, Andhra Pradesh

The Chairman & Managing Director,

Andhra Pradesh Drones Corporation,

3rd Floor, NTR Administrative Block,

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The information contained in this Request for Proposal 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.

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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 regardless of the conduct or outcome of the process.

<table>
<tr><th colspan="3">NOTICE INVITING EOI-CUM-RFP FOR DEVELOPMENT OF MANUFACTURING FACILITIES FOR DEFENCE SECTOR DRONES IN DRONE CITY, ANDHRA PRADESH</th></tr>
<tr><td></td><td colspan="2">The Chairman & Managing Director,
Andhra Pradesh Drones Corporation, 3rd Floor, NTR Administrative Block,
Pandit Nehru Bus Station, NH 65, Vijayawada-520001, Andhra Pradesh, India.
www.Apsfl.in</td></tr>
<tr><td>Queries</td><td colspan="2">Applicants shall post queries by email to ap-drones@ap.gov.in with a copy (cc) to md.apsfl@ap.gov.in
Note: Please mention the subject of the email as:
Query on “EOI-cum-RFP for Development of Manufacturing Facilities for Defence and Civilian Drone Application in Drone City, Andhra Pradesh ”</td></tr>
<tr><td rowspan="5">RFP Schedule</td><td>Activities</td><td>Deadline</td></tr>
<tr><td>Issue of EOI Document</td><td>08 – 08- 2025</td></tr>
<tr><td>Last Date for sending queries or
clarifications regarding EOI</td><td>13-08-2025</td></tr>
<tr><td>Response to queries or clarifications, to be posted on the website</td><td>17-08-2025</td></tr>
<tr><td>Last date for EOI Submission</td><td>22-08-2025</td></tr>
<tr><td>Point of Contact</td><td colspan="2">Chairman and Managing Director, APDC</td></tr>
<tr><td>Website to download RFP</td><td colspan="2">https://www.apsfl.in</td></tr>
<tr><td colspan="3">The right to accept/reject any or all RFP(s) received is reserved with Andhra Pradesh Drone Corporation, Government of Andhra Pradesh without assigning any reason thereof.</td></tr>
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1.Introduction and background

1.1 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 both civil and defence drone technologies.

1.2 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 design, manufacturing, and deployment to address the increasing domestic and global demand.

Building India's Next-Gen Defence Drone Hub

1.3 In line with the national security imperatives and "Atmanirbhar Bharat" mission, Andhra Pradesh is deepening its focus on defence drone manufacturing, offering integrated infrastructure, policy support, and partnerships for dual-use and defence-specific drone systems. The state's evolving drone ecosystem is being augmented with dedicated facilities and strategic incentives to enable:

a. Design and Co-development Hubs for Tactical UAVs - Encouraging indigenous R&D and joint ventures with Indian and global defence OEMs to co-develop long-range, high-endurance UAV platforms for surveillance, target acquisition, border patrol, and strategic payload delivery.

b. Precision Component and Subsystem Manufacturing Clusters - Including propulsion systems, ISR sensors, EO/IR payloads, navigation systems, ruggedized communication units, anti-jamming modules, and AI-enabled onboard processing units.

c. Testing and Certification Facilities - The upcoming Integrated Drone Testing Facility at Orvakal, Kurnool is being designed to serve as a one-stop destination for performance validation, reliability checks, and simulation-based trials for both civil and defence drones.

d. Drone MRO (Maintenance, Repair & Overhaul) Centres - To support lifecycle management of tactical and surveillance drones, with capabilities for upgrade, retrofitting, and export servicing.

e. Weaponisation Readiness & Combat Drone Integration Zones - In collaboration with DRDO and private defence players, designated zones are being developed for prototype testing and integration of weapon payloads, swarm capabilities, and electronic warfare modules.

1.4 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 drone technology in India.

1.5 The Government of Andhra Pradesh has approved and adopted the Andhra Pradesh Drone Policy 4.0 for the policy period 2024–29, offering generous capital subsidies, land allotment support, skill development incentives, and a single-window clearance mechanism to accelerate ecosystem growth.

1.6 Through this integrated civil-defence approach, Andhra Pradesh is poised to emerge not only as India’s leading drone innovation and production centre, but also as a trusted partner in the global security and aerospace supply chain.

2. Development of “Common facilities for defence drones manufacturing”

2.1 The Defence Manufacturing Facilities is a visionary initiative by the Government of Andhra Pradesh aimed at creating India’s first integrated ecosystem dedicated to unmanned aerial systems (UAS).

2.2 The proposed site is strategically located in close proximity to Kurnool Airport, offering excellent regional and national connectivity that makes it highly suitable for industrial development. Situated near NH40 and easily

accessible via MDR180 and MDR176, the site enjoys robust transport infrastructure. This land parcel, covering approximately 300 acres on the southern side, forms part of the Orvakal Node's Phase1 Activation Area. It is earmarked to become the hub of the planned Defence Manufacturing Facilities, positioning it as a futureready industrial and innovation zone with significant growth potential.

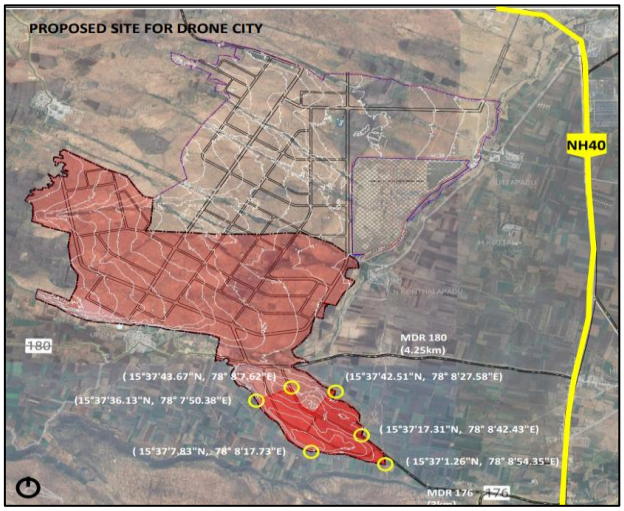

Figure No 1. Proposed 300-acres site, located in the southern part of Guttapadu

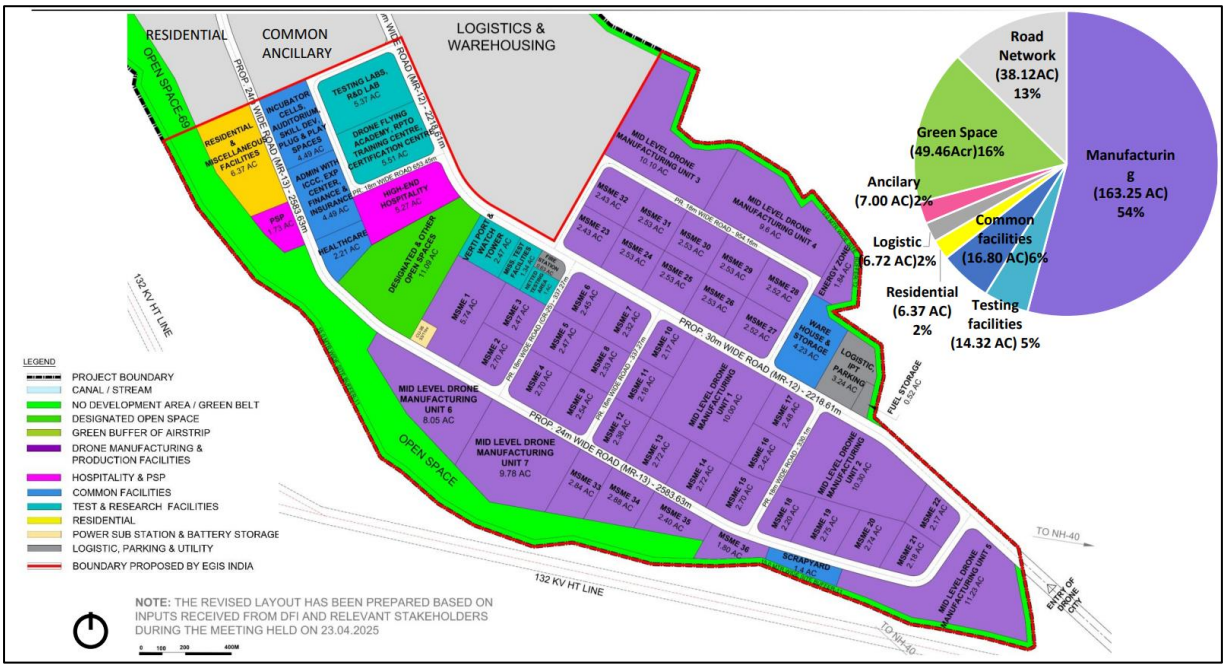

Figure No.2 – Drone City masterplan

2.3 In addition to the Drone City land parcel, the following alternative land parcels are available in and around Kurnool:-

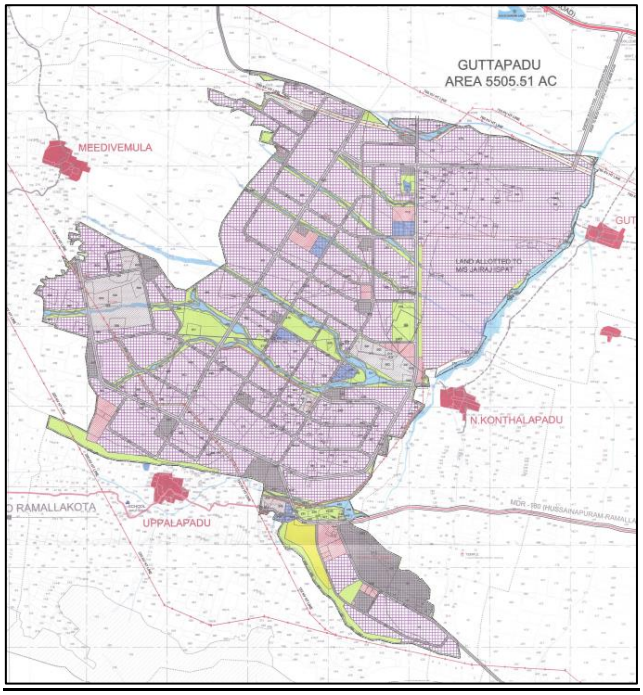

Figure 3 : Guttapadu land parcel

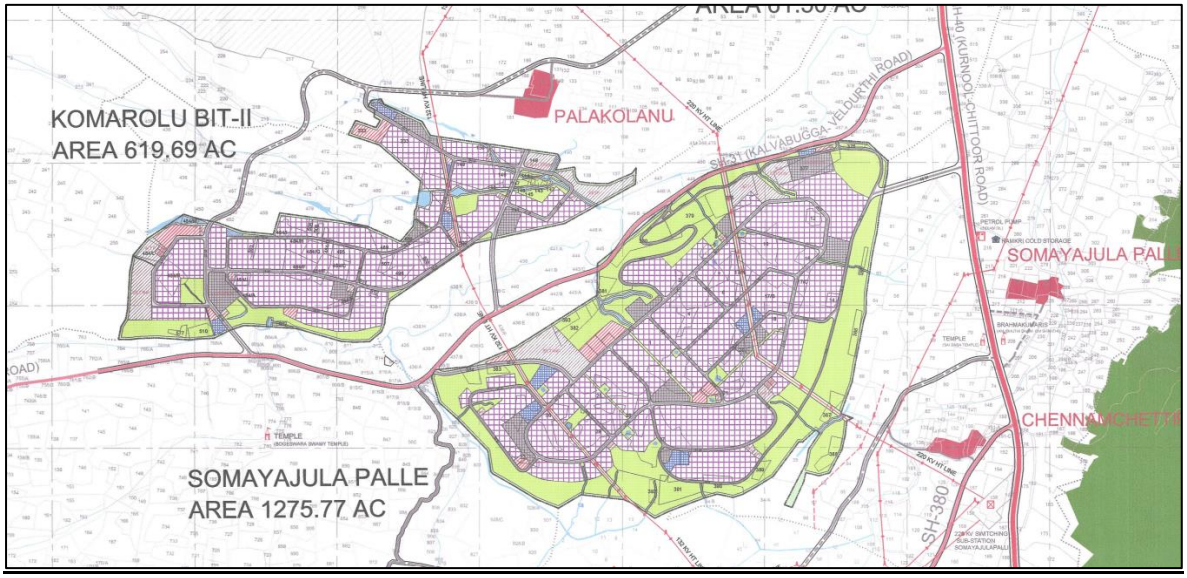

Figure 4 – Komarolu Bit -II and Somayajula Palle land parcel

2.4 **Key Features of drone city:**

a. **Manufacturing Zones:** Plug-and-play industrial sheds and assembly lines tailored for UAV production and components.

b. **Testing & Certification Infrastructure:** Shared flight testing corridors, endurance tracks, compliance labs, and simulation chambers.

c. **R&D and Innovation Hubs:** Collaborative spaces for prototyping, AI/analytics development, and payload integration.

d. **Skill Development Centres:** Training academies and certification programs to build a future-ready workforce.

e. **Support Services:** Warehousing, maintenance, logistics hubs, accommodation, and green energy solutions.

2.5 A key strategic advantage is the proximity of the underutilized Kurnool Airport to the proposed Drone City site. The airport already has a functional runway and airside infrastructure, which can be repurposed or adapted for:

a. Drone flight testing, including BVLOS operations

b. Pilot training programs

c. Demonstration and validation trials

This creates a unique locational synergy, significantly reducing the time and investment required to build standalone test facilities. The airport's complementary potential enhances Kurnool's positioning as a holistic drone development and testing hub.

2.6 As drone technologies continue to disrupt sectors such as agriculture, surveillance, logistics, and disaster management, there is a pressing need for shared facilities—such as testing labs, prototyping centres, component warehouses, droneports, and certification zones—that reduce entry barriers for manufacturers and service providers. Instead of each player investing in capital-intensive infrastructure, a well-designed common ecosystem unlocks economies of scale and accelerates the pace of innovation and commercialization.

2.7 **Strategic Opportunity for Andhra Pradesh**

Andhra Pradesh's strategic location, access to major defence corridors, ports, and coastal security assets, combined with a progressive policy framework, offer the ideal base for building India's most robust drone ecosystem. However, without investment in shared utilities, such as reliable power, high-bandwidth communication networks, modular industrial sheds, and purpose-built defence-grade testing zones, the state risks under-leveraging its competitive advantages.

A forward-looking approach would be to design scalable and flexible infrastructure that serves both civil and defence drone developers, spanning

early-stage start-ups to large Original Equipment Manufacturers (OEMs). This includes dual-use zones where drones intended for both civilian and defence applications can be rapidly tested, certified, and deployed.

2.8 Common Infrastructure as a Force Multiplier

Investing in common drone infrastructure, especially with defence-readiness built into the design, generates transformational socio-economic impact. It accelerates the formation of R&D clusters, attracts private and strategic sector investments, and reduces time-to-market for indigenous platforms. Critically, it enables rapid prototyping, tactical trials, and modular production setups—all crucial for the agile nature of defence manufacturing. Such infrastructure supports:

- Secure and classified testing corridors for surveillance, strike, and tactical drones.
- EMI/EMC test labs, wind tunnels, and aerodynamic performance validation centres for combat UAVs.
- Hardened facilities for integrating ISR payloads, communication jammers, or weaponized modules.
- Shared MRO hubs for lifecycle support of deployed drones, especially for homeland security and armed forces.

3.Instructions to applicants

3.1 The Government of Andhra Pradesh invites innovative and mission-aligned proposals exclusively from defence drone manufacturers to establish integrated common infrastructure facilities that will serve as the foundation of a robust defence UAV ecosystem. These facilities should support the entire value chain—from design, prototyping, subsystem integration, and weapons payload testing, to certification, maintenance, and operator training. This initiative is strategically aligned with India's Atmanirbhar Bharat vision and seeks to empower domestic players to develop combat-grade UAV platforms, ISR drones, logistics carriers, and swarm-capable unmanned systems for tri-services and paramilitary use. The goal is to position Andhra Pradesh as the preferred defence drone manufacturing hub for India and a competitive player globally.

3.2 Proposals must focus on creating shared, secure, and defence-grade multi-user infrastructure that reduces duplication, enhances interoperability, and accelerates product readiness for field deployment.

3.3 Potential Application for Manufacturing Testing and ancillary units may cover civilian defence application at Drone City as well. The state seeks to enable infrastructure that will:

a. Facilitate low-risk entry for Tier-2 and Tier-3 suppliers through plug-and-play modules
b. Reduce R&D and integration costs by providing common EMI/EMC labs, wind tunnels, and simulation zones
c. Provide classified testing corridors and payload integration bays with advanced telemetry and jamming-resilient networks
d. Host secure data and communications infrastructure to meet MoD and DRDO compliance standards.

3.4 At the core of this initiative is a firm commitment to national security, indigenisation, and dual-use innovation. The government encourages defence manufacturers to reimagine infrastructure not just as physical assets, but as strategic enablers for rapid mission readiness. Proposals should focus on addressing:

a. Gaps in testing and validation infrastructure for long-endurance, high-altitude UAVs
b. Delays in certification and deployment caused by fragmented trial facilities
c. Absence of secure prototyping zones for sensitive payload integration (e.g., EO/IR systems, loitering munitions, SIGINT)
d. Workforce skilling in specialised areas like drone warfare tactics, AI-based target acquisition, and real-time data exploitation

The Government of Andhra Pradesh is committed to supporting such proposals through favorable land allotment, capital incentives, and strategic facilitation with defence agencies, with the vision of building a nationally critical node for UAV-based force multipliers.

3.5 **Indicative Core Areas for Proposals**

a. Testing, Certification, and Compliance Facilities - Proposals are invited for the establishment of advanced defence-grade drone testing and compliance ecosystems, critical to meeting armed forces' procurement standards and national security protocols:

   I. Tactical Drone Flight Testing Zones - High-security, segregated airspace with advanced instrumentation for manoeuvrability, endurance, fail-safe mode verification, and payload deployment accuracy under simulated combat conditions.

   II. Defence Certification and Compliance Laboratories - DGCA and MoD-aligned certification labs to support faster induction of indigenous platforms through pre-compliance readiness, STQC standards, and export certification.

   III. Battlefield Simulation & Environmental Test Chambers - Wind tunnels, thermal chambers, EMI/EMC environments, and altitude simulators to replicate extreme battlefield environments—high altitudes, maritime humidity, desert heat, etc.

   IV. Electromagnetic & RF Spectrum Testing - Shielded labs for electromagnetic compatibility (EMC), spectrum agility validation, and hardened communications testing under jamming/spoofing scenarios.

   V. Propulsion and Energy Systems Testing - Secure test rigs for evaluating battery and hybrid propulsion systems under high-speed, long-endurance military mission profiles.

   VI. Autonomous Navigation in GPS-denied Zones - AI validation corridors with obscured-GPS conditions, radar reflectors, urban canyons, and electronic warfare (EW) simulation environments.

   VII. Crash and Resilience Testing Tracks - Enclosed tracks to assess crashworthiness, redundancy in control systems, and emergency protocols for hostile area deployment.

   VIII. Sensor & Weapon Payload Integration Facilities - Secure, defence-cleared payload bays to test ISR modules, thermal optics, target designators, LIDAR, and modular weapon platforms.

IX. Cybersecurity & Encrypted Data Handling Testbeds - Evaluation zones for vulnerability testing, data encryption, anti-hacking measures, and secure command/control protocols per defence data protection norms.

X. Defence Airworthiness Documentation Support Centres - Expert-led hubs to assist startups/MSMEs in defence-specific type certification, AoN (Acceptance of Necessity) compliance, and export control documentation (SCOMET, MTCR).

XI. Field-Ready Proving Grounds for BVLOS & Reconnaissance Missions - Geo-fenced corridors with terrain mapping for long-range, stealth, and low-altitude trials for ISR and kinetic missions.

XII. Acoustic Signature and Emission Control Zones - Measurement of noise and IR/RF emissions to align with stealth and urban operation doctrines of military drone deployment.

b. Common Manufacturing Infrastructure for Defence-Grade Drones - Proposals are sought for shared-use, high-precision defence drone manufacturing infrastructure to be set up in Kurnool or any other suitable location in Andhra Pradesh:

I. Aerospace-Grade Precision Machining Clusters - Multi-axis CNC machining cells, wire-EDM setups, and aerospace tooling for defence-grade structures, rotors, and undercarriage systems.

II. Composite Fabrication for Stealth Platforms - Controlled-environment facilities with autoclaves, fiber-layup stations, and radar-absorbing material (RAM) handling for UAV skins and control surfaces.

III. Defence-Standard Avionics Manufacturing Lines - ESD-safe SMT lines, soldering robots, and MIL-grade quality systems for mission computers, flight controllers, and secure comms modules.

IV. Battery & Energy Systems Assembly for Military Specs - Safe battery pack fabrication and BMS testing facilities for ruggedized, field-serviceable, and swappable power units.

V. Propulsion & Thrust Testing Zones - Enclosed and sound-suppressed areas to test ducted fans, electric/IC hybrid propulsion under long-duty cycles and tactical loads.

VI. Weapon & Sensor Payload Integration Labs - Secure labs to integrate and calibrate electro-optical payloads, SAR modules, micro-munitions, and drone-mounted EW tools.

VII. Surface Finishing & Stealth Coating Booths - Specialized coating zones for radar absorption, anti-glint finishes, heat-resistant paint, and corrosion protection per military standards.

VIII. Defence Quality Assurance & Metrology Hubs - ISO and MIL-STD calibrated inspection units, CMMs, non-contact scanners, and high-accuracy gauges for component validation.

IX. MSME Modular Manufacturing Bays - Plug-and-play modules for defence drone MSMEs with shared clean rooms, ESD protection, and dual-use equipment access.

X. Digital Engineering & Reverse Design Hubs - CAD/CAM workstations with licensed defence design suites, drone-specific simulation software, and reverse engineering tools.

XI. Hazardous Material Safety & Worker Compliance Zones -Safety-certified infrastructure for handling composite dust, Li-ion storage, static discharge control, and PPE enforcement.

XII. Integrated Supply Chain & Defence Logistics Zones - Shared hubs for managing drone-grade metals, avionics connectors, encrypted modules, and defence logistics packaging.

Note: Proposals may also be submitted for common amenities and support services within the upcoming Drone City or at any other defence-focused location in Andhra Pradesh. Participants interested in establishing facilities at alternative locations within the state are also encouraged to apply

3.6 Integrated Framework Expectations - Proposals are expected to present a holistic framework that interlinks:

- Manufacturing facilities
- R&D and innovation centres

- Testing and certification laboratories
- Skill development and training programs
- Social infrastructure to support workforce in Kurnool.

Important Note

This is an openended EOI. Applicants are welcome to present proposals that align with the broader vision of common infrastructure development, even if they go beyond the indicative areas listed above. We encourage forward thinking solutions that challenge existing models and help Andhra Pradesh set a benchmark for industrial clusters nationwide.

4. Eligibility Criteria for the Applicants

The following eligibility criteria will be applicable:-

Mandatory for All Applicants

All applicants intending to participant must meet the following mandatory conditions. These are non-negotiable prerequisites to ensure sustainability, regulatory integrity, and measurable impact:

a. Comprehensive Long-Term Business Plan - Applicants shall submit a detailed, defence-oriented business plan that clearly outlines:

I. Scope of Proposed Infrastructure:

- Establishment of specialised drone testing zones for surveillance and high-payload drones (including ISR, SIGINT, and EO/IR sensors).
- Development of military-grade certification labs, payload integration facilities, EMI/EMC testing rigs, and secure command-and-control emulation setups.
- Common facilities - tactical droneports, telemetry bunkers, data fusion labs, and launch-recovery pads.

II. Phased Investment Commitment:

- Clearly defined investment phases (pilot, scale-up, MRO inclusion) along with funding sources—equity, debt, or defence offset channels.

b. **Regulatory Compliance and Approvals -** Applicants must demonstrate full compliance with all relevant national defence and civil aviation regulations:

   I. DGCA and MoD Compliance:

      - Adherence to DGCA norms for drone testing and RPAS operations.
      - Conformance with Ministry of Defence guidelines on handling sensitive systems and security protocols.

   II. Defence Industrial License (DIL):

      - Possession of a valid Defence Industrial License (DIL) issued by the Department for Promotion of Industry and Internal Trade (DPIIT) for manufacturing or testing of defence-category drones, including dual-use technologies.
      - If not yet obtained, applicants must present proof of application and a timeline for securing the license.

   III. Statutory Clearances:

      - Submission of all necessary NOCs and permits (e.g., AAI, MoD, MHA, environment, fire, explosives) before commissioning the facilities.

c. Integration with the Broader Defence Ecosystem

   I. Collaborative Infrastructure - Design facilities that serve OEMs, Tier-1 suppliers, academic labs, and armed forces R&D with secure but open frameworks.

d. **Relevant for domains specific applicants (Common Testing Facilities) -** For the development of Common Testing and Certification Facilities for defence drones, applicants must meet the following domain-specific requirements:

   I. Proven Industry Experience - Applicants should demonstrate a track record of at least 1 to 3 years in drone manufacturing, aerospace, or closely related industries. This experience must reflect tangible expertise in design, production, deployment, or operational integration of drones and associated technologies.

   II. Access to Advanced Technology and Processes - Applicants must provide evidence of access to state-of-the-art technology, specialized tools, and robust processes, including but not limited to automation systems,

advanced materials, testing equipment, and innovative software solutions that support drone operations, data analytics, and compliance testing.

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 NOTICE INVITING EOI-CUM-RFP FOR DEVELOPMENT OF MANUFACTURING FACILITIES FOR DEFENCE SECTOR DRONES IN DRONE CITY, ANDHRA PRADESH		
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	RFP 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 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" : "Inviting EOI-Cum-RFP For Development Of Manufacturing Facilities For Defence Sector Drones In Andhra Pradesh". 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.EOI Evaluation Methodology

The evaluation methodology will include the following stages:-

6. 1. Stage 1 – Preliminary Screening (Eligibility & Completeness Check) - All proposals will first be screened to confirm:

   a. Submission of all required documents as per EOI.

   b. Compliance with mandatory requirements:

      - A 10-year business plan with defined scope.
      - Proof of registration and financial soundness (CA certified balance sheet and P&L statement).
      - Demonstrated experience in drones, aerospace, or defence.
      - Commitment to local employment and skill development
      - Adherence to national/state regulations (DGCA, safety, environmental norms for test facilities).

   Proposals not meeting these baseline criteria will not move to detailed evaluation.

6. 2. Stage 2 – Detailed Technical and Financial Evaluation - Eligible proposals will undergo an in-depth evaluation by an Evaluation Committee. The committee will assess proposals against the following key criteria:

   a. Scope and Innovation in Common Infrastructure - Depth, quality, and range of proposed shared facilities (testing zones, certification labs, R&D spaces, training centres, and amenities).

   b. Investment Commitment and Financial Strength - Total proposed investment (capital), clear phasing over time, and demonstrated ability to mobilize resources.

   c. Employment Generation - Plans to generate direct and indirect jobs, particularly for the local workforce.

   d. Skill Development (applicable to training institutes) - Structured training, upskilling, and certification initiatives tied to industry needs.

   e. Relevant Industry Experience and Track Record - Demonstrated expertise in executing similar projects in drones, aerospace, or allied sectors.

6. 3. Tie-Breaker for Land Parcel Requests - If more than one applicant requests the same parcel of land, the evaluation committee will:

   a. Compare the above criteria in detail across the applicants.

   b. Give preference to the proposal that demonstrates:

      - Higher overall investment commitments,

- Greater employment generation potential, and
- Stronger proposal merit in scope, innovation, and ecosystem impact.

c. If required, APDC will conduct a second-round presentation/Q&A to finalize selection.

6. 4. Presentation and Clarification Stage - Shortlisted applicants will be invited to present their proposals before the evaluation committee. Presentations should cover:

a. Vision and implementation roadmap.

b. Technical and operational details of proposed facilities.

c. Investment schedules.

d. Employment generation strategies.

e. Revenue generation plan.

f. Request for incentives and facilitation from the state (aligned with AP Drone Policy 4.0, AP IDP 4.0, AP MSME & EDP 4.0).

g. Proposed modality of land allotment (lease, sale or PPP).

h. Risk management and compliance approach (applicable to drone test facilities).

The committee may request additional documentation or third-party validations during this stage.

6. 5. Final Recommendation and Approval - After technical and financial evaluation, the committee will:-

a. Document its assessment with detailed justification,

b. Submit recommendations for final approval and land allotment as per relevant guidelines.

7. 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 II		
2	Details of the Applicants	Annexure III		
3	Company Experience - Documentary Evidence for Relevant experience	Annexure IV		
4	Financial Capability of the applicant through a statutory Auditors Certification	Annexure V		
5	Project Proposal consisting of the Implementation Structure and Broad Financials	Annexure VI		

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: DEVELOPMENT OF MANUFACTURING FACILITIES FOR DEFENCE SECTOR DRONES IN DRONE CITY, ANDHRA PRADESH

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 "Development Of Manufacturing Facilities For Defence Sector Drones In Drone City, Andhra Pradesh– [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 RFP)
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)	
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 Charted Accountant (Currency Conversion Certificate required only for firms registered outside India)

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

Annexure VI – Project Proposal

The Applicant shall submit the detailed proposal duly incorporating the following details:-

(a) Nature of the Project
(b) Name of the Project
(c) Proposed investment
(d) Extent of land required (SFT/SQM/ACRES).
(e) Land developmental cost
(f) Employment planned
(g) Proposed land allotment (on lease, sale, PPP).
(h) Proposed Revenue share/ Annual Premium/ Upfront fee etc, to the Authority
(i) Proposed Concession Period
(j) Approximate Time frame required for commencement
(k) Benefits of the Project
(l) Direct and Indirect Employment generated from the Project
(m) Support required from the Authority
(n) Demands and facilitation from the state (aligned with AP Drone policy 4.0, AP MSME & EDP 4.0 policy, AP IDP 4.0 Policy, AP Innovation and startup policy.)
(o) Any additional suggestion or specific views

The applicant shall submit different Annexure for each of the Proposal submitted.