

Clarifications – I Dated: 29-03-2025

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

Ref. No -APDC/Standardization of Tariff rates 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
1	4	11	Eligibility Criteria for the Applicants	Is a Joint Venture or Consortium allowed for the scope of services?	Yes
2		8 to 11	List/definition of services to be offered	This will help in apple-to-apple comparison of organizations as currently it is left open for organizations to list/define the services and their scope.	The services and use cases are outlined in the Eoi; however, applicants are encouraged to propose additional use cases of interest for consideration.
3	Point 7	7		'EOI Participation Fees' for the 'EOI for Standardization of Tariff rates for DaaS' tender?	One fee covering both Eois
4			Drone-as-a-Service applications—ranging from precision agriculture to defence, infrastructure inspection, and environmental monitoring—each requires different technologies, expertise, and operational complexities	Given the diverse scope, what is the rationale behind standardizing tariff rates?	<p>The pricing framework is structured based on the following parameters:</p> <ul style="list-style-type: none"> • Categorized common use cases. • Baseline cost structure for standard operations. • Tier-based pricing model determined by payload type, technical specifications, and applicable units of measurement
5			Fixed tariff structure	Will APDC consider a more flexible pricing model that accounts for variations in talent pool, UAV technology, payload capacity, regulatory compliance, and mission-specific requirements, rather than a fixed tariff structure?	The process will be facilitated by APDC. You are requested to kindly submit your proposal for consideration.
6	4(d)			Our startup(individual entity) is backed by larger publicly listed firm. Can financial credentials of our parent company is shared instead of ours(startup)?	Yes, however, availing this option will result in forfeiting the startup-specific privileges, as outlined in Corrigendum II to the Eoi for Standardization of Tariff Rates for providing Drone-as-a-Service (DaaS), dated 27-03-2025.

7	3	21, 8-11	<p>It is challenging to provide a clear pricing structure as the units mentioned vary significantly.</p> <p>1. Each type of work requires a different rate based on factors such as distance, time, and project complexity.</p> <p>2. Additionally, the absence of specific information about the volume of work to be allotted makes it difficult to estimate accurate costs.</p> <p>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.</p>	Kindly clarify how we should approach pricing under these conditions.	Vendors are required to submit price quotes for each use case based on the specified unit of measurement. For every use case, comparable bids will be evaluated to identify the L1 (lowest) bidder.
8			Contact number provided on the Andhra Pradesh Drone Corporation website (866252316) is currently out of service.	Kindly provide us with an alternative contact number for any further clarifications.	<p>Alternate Contact No: 9963577699/ 9652742511</p> <p>However, you are requested to send your queries to the email ID – cgmbd-apsfl@ap.gov.in. All queries will be responded to at the earliest.</p>