



Reference: APDC/Empanelment/03/2020, Date: 30-10-2020

Expression of Interest for Empanelment of Drone Companies



AP Drones Corporation Private Limited
NTR Administrative Block, 3rd Floor, Pandit Nehru Bus Station,
Vijayawada – 520013
Web address: www.apdrones.ap.gov.in
Email address: ap-drones@ap.gov.in

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1 Introduction

1.1 Invitation to Bidders

AP Drones Corporation Pvt Ltd (APDC), an undertaking of GoAP, having its registered office at 3rd Floor, NTR Administrative Block, Pandit Nehru Bus Station, NH – 65, Vijayawada – 520001, Andhra Pradesh, India, invites responses (Bids) to this Expression of Interest (EOI) for Empanelment of Drone Companies.

Interested bidders are advised to study this EOI carefully before submitting the bids in response to the EOI. Submission of a proposal in response to this EOI shall be deemed to have been done after careful study and examination of this document with full understanding of its terms, conditions and implications.

Interested bidders may download the EOI from www.apdrones.ap.gov.in. Any subsequent corrigenda/clarifications shall also be made available on the same portal. Bid proposals must be received not later than time and date mentioned in the key events and dates. Bid proposals received, in part or full, after the deadline WILL NOT be considered in this procurement process.

1.2 About AP Drones Corporation

AP Drones Corporation (APDC), An Undertaking of Govt. of AP 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 to enable efficient and productive governance.

The corporation acts as a nodal agency and coordinate among the stake holders of Drone Technology to cater Drone based solutions / services to various government departments of Andhra Pradesh, create awareness on Drone Technology to empower the Drone operators and to develop an ecosystem for R&D, Manufacturing, Start- Ups and Innovation in the state. The corporation will oversee the implementation of DGCA guidelines, enforcement and regulatory activities for safe and secure drone operation within the state.

1.3 Procedure for Bid Submission

The bidder(s) shall submit the hardcopy(s) of the bid(s) in a sealed cover at the office of AP Drones Corporation in the following address before the deadline:

AP Drones Corporation Pvt Ltd,
3rd Floor, NTR Administrative Block,
PN Bus station, NH 65,
Vijayawada, Andhra Pradesh- 520001

1.4 Key Dates and Events

S. No	Information	Details
1	Name of the Authority	Chairman and Managing Director AP Drones Corporation Pvt Ltd (APDC)
2	Name of the Assignment	Empanelment of Drone Companies
3	EOI Number	APDC/Empanelment/03/2020
4	Tender Document (EOI)	Expression of Interest
5	Tender Type (Open/Limited/EOI/Auction/Single)	Open
6	Tender Category (Services/Goods/Works)	Services
7	Type/Form of Contract (Work/Supply/Auction/Service/Buy/ Empanelment/Sell)	Empanelment
8	Mode of Bid Submission (Online/ Offline)	Offline
9	EOI Publishing Date	30-10-2020
10	Last date and time for submission of proposal (Proposal Due Date)	On or before 18-11-2020, 11.00 AM
11	Date and time of opening of Prequalification cum Technical Bids	18-11-2020, 2.00 PM Location: AP Drones Corporation Pvt Ltd (APDC), NTR Administrative Block, 3 rd Floor, Pandit Nehru Bus Station, Vijayawada – 520013
12	Bid Processing Fee (Non- refundable)	INR 10,000/- (Ten Thousand Rupees Only) + 18% GST The tender processing fee can be paid in the form of Demand Draft issued by one of the Nationalized / Scheduled Banks in India drawn in favour of ' AP Drones Corporation Private Limited ', payable at Vijayawada. Original DD must be submitted in APDC office at Vijayawada before bid submission date.

13	One-time Registration Fee (Non-refundable)	<p>INR 1,50,000/- (Rupees One Lakh Fifty Thousand Only) + 18% GST</p> <p>The successful bidder(s) shall have to submit a one-time registration fee through online payment mode (NEFT/ RTGS) only.</p> <p>Please note that payments submitted through cheque or demand draft shall not be accepted.</p> <p>Details of the Bank: Name of the Beneficiary: AP Drones Corporation Pvt Ltd Bank Name: Andhra Bank Bank Account Number: 052311100004544 IFSC code: ANDB0000523 MICR Code: 520011025 Branch Code: 000523 Branch Name: Main Branch, Suryaraopet, Vijayawada, Andhra Pradesh.</p>
14	For any enquiries and clarifications, please contact:	<p>AP Drones Corporation Pvt Ltd, NTR Administrative Block, 3rd Floor, Pandit Nehru Bus Station, Vijayawada – 520001. Email: ap-drones@ap.gov.in</p>
15	Validity of the contract	The Empanelment shall be valid for a period of 3 years

Note: Proposals/Bids submitted without Bid Processing Fee shall be summarily rejected.

2 Instructions to Bidders

2.1 General

- The LOA will be issued only to the Bidder(s) who are qualified as per the requirements of this EOI.
- The applicant should submit all the necessary documents/ proofs/ declarations as per the requirement of this EOI in prescribed formats to record their participation and facilitate the evaluation process.

- c. Proposals without necessary supporting documents or without meeting the prescribed qualification criteria will be treated as non-responsive and will not be considered for further evaluation.
- d. The Tender committee reserves the right to cancel the EOI without assigning any reason to the applicant(s)
- e. Tender committee reserves the right to request for any document/ clarification from the applicant(s) which the authority feels that it is required to facilitate the evaluation process.
- f. The successful bidder should nominate a Single Point of Contact (SPOC) for all the transactions to be executed with APDC.
- g. APDC shall not be held responsible in the event of unforeseen circumstances such as where EOI/ Empanelment is cancelled due to various Governmental decisions.
- h. All the Bidder(s) must adhere to the RPA Regulations of DGCA.

2.2 Documents Comprising the Bids

The bids prepared by the Bidder shall comprise the following documents:

2.2.1 Documents to be submitted as “PQ cum TQ” Bid in a sealed cover.

All the below mentioned documents shall be submitted to APDC in a sealed cover before the bid submission deadline.

Annexure A – Application Form

Annexure B – Profile of Bidder/ Partners

Annexure C – Declaration of Acceptance of Terms and Conditions in the EOI

Annexure D – Undertaking on SoW Compliance and Unconditional Acceptance

Annexure E – Financial Turnover and Net worth of the Bidder

Annexure F – Format for Past Experience of the Bidder

Annexure G – Declaration regarding Clean Track Record

Annexure H – Power of Attorney

Annexure I – Board Resolution

Annexure J – Declaration regarding DGCA Compliance

Annexure K – Declaration on availability of Equipment and Software

Annexure L – Declaration regarding Human Resource

Note 1: All General Conditions of Contract (GCC) and Special Conditions of Contract (SCC) as per Department of Roads and Buildings, GoAP are applicable to this EOI.

Note 2: All the existing empanelled service providers of AP Drones Corporation must comply with the Terms and Conditions / Framework of this fresh EOI.

3 Background

The Govt. of Andhra Pradesh has been leveraging various technology for real-time governance to enable effective and efficient service delivery to the citizens. Various technological products and solutions are being deployed in various government departments of AP in order improve the quality to foster agile governance.

Keeping in view of the potential of drones, AP Drones Corporation intends to expand the utilization of drones in various sectors such as Police, Mining, Municipal Administration & Urban Development, Disaster Management, Agriculture & Allied Sectors, Land Survey, Inspection etc.,

As the DGCA RPA Regulation, effective since 1st December 2018 has made the flying of drones legal in Indian territory, being the nodal agency for the Govt. of Andhra Pradesh for Drones, APDC intends to empanel service providers for providing various drone-based services to cater various needs of the govt. departments of AP.

APDC in this regard invites proposals for the empanelment of service providers for drone-based services from reputed firms/ consortiums who are experienced in discharging similar Drone related services.

3.1 Objective

AP Drones Corporation through this Expression of Interest would like to invite and partner with various Industrialists/ Entrepreneurs/ Technologists of global expertise in the Drone Industry in order to accomplish the following objectives:

- a. Cater Drone services to various govt. departments of Andhra Pradesh
- b. Build problem specific drone solutions for various domains whenever need arises
- c. Introduce new/ special drone powered technologies to provide effective and transparent governance
- d. To transform Andhra Pradesh into the HUB OF DRONE TECHNOLOGY in India

4 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.,

The scope of services can be broadly categorized as follows:

- a. Aerial Photography and Videography
- b. Aerial Mapping using RGB and Multispectral sensors

- c. Aerial Surveillance and Reconnaissance using RGB & Thermal Sensors
- d. Drone based spraying
- e. Video Analytics
- f. Generation of Photogrammetric outputs like
 - a. Orthomosaic
 - b. Surface Models (DSM, DTM, DEM)
 - c. 3D and Virtual Models
 - d. Contour Maps
 - e. Cadastral Maps and other applications specific outputs
- g. Drone powered Watershed Management applications
- h. Applications covering Geographical Information System (GIS)
- i. Drone powered Artificial Intelligence (AI) applications
- j. LiDAR powered applications and solutions
- k. Training programs on Drone Technology
- l. Supply of Drones

In addition to the aforementioned scope, the successful bidder shall also assist the corporation in the following areas:

- i. Performing need-based Market Research on Drone and its allied technologies
- ii. Preparation of Detailed Project Reports/ Technical Proposals

5 Bid Processing and Evaluation

5.1 Pre- Qualification cum Technical Eligibility Criteria

The bidder should satisfy the following Pre-qualification cum Technical criteria to be eligible for empanelment under this EOI. The bidder should enclose documentary evidence for fulfilling the Eligibility in the Pre-qualification cum Technical Bid. If a bidder fails to enclose the documentary proof for eligibility, their bid is liable to be rejected.

The applicant can either be a single entity or consortium. The maximum number of agencies allowed in a consortium is two only. The Lead member of the consortium shall be specified by the consortium and all the correspondence shall be done through Lead member only.

The consortium members will have to submit an agreement specifying their strengths and respective roles & responsibilities of each of the member.

An agency can be a member for a maximum of one consortium only.

S. No.	Eligibility Criteria	Documents Required
1	The Bidder should be a Sole Proprietorship firm or a company registered in India under the Companies Act, 1956 / 2013 /LLP Act 2008 /Indian Partnership Act 1932, as amended from time to time, and should be	For Sole Proprietorship firm, following documents are required. <ul style="list-style-type: none"> a. Copy of PAN b. Proof of address and contact details For other, following documents are required:

S. No.	Eligibility Criteria	Documents Required
	in operation for at least the last 3 years as on the date of bid submission.	a. Copy of valid Certificate of Incorporation from Registrar of Companies b. Copy of Corporate Identification Number (CIN) c. Copy of GST registration certificate d. Copy of PAN
2	The Prime bidder has option of partnering with a maximum of one (1) consortium member. The consortium members should be a Company registered in India under the Indian Companies Act 1956/2013 or a Registered Partnership Firm or a Sole Proprietary Firm or LLP.	<p>In case the Consortium member is a Registered Company in India, they should produce the copy of the Certificate of Incorporation.</p> <p>In case, the Consortium member is Registered Partnership Company/Firm, they should produce the copy of Registered Partnership Deed.</p> <p>In case the Consortium member is a Sole Proprietary Firm, they should produce the copy of valid Tax Registration Certificate(s) [Registration certificate under equivalent law abroad for foreign company should be provided].</p> <p>A notarized or registered agreement between all the Consortium members mentioning the details of Prime bidder and other consortium members along with an outline of the financial strengths, technical strengths and the roles and responsibilities of each member of the consortium.</p> <p>Bidder is required to submit the consortium agreement as per the format enclosed as Annexure – J in Section 6.1</p>
3	The applicant/ lead bidder in terms of consortium should have at least 3 years of experience in executing a minimum of 10 or more Drone / GIS assignments as of October 2020 which constitutes a total value of INR 1 Cr.	<p>Copy of Work orders/ Experience Certificates</p> <p>Bidder is required to submit details as per the format enclosed as Annexure – F in Section 6.1</p>
4	The cumulative annual turnover of the Bidder (including its consortium members, if applicable) in the financial years, FY 2017-18, FY 2018-19, FY 2019-20 and current	<p>Certificate from the Statutory Auditor of the Company mentioning year-wise annual turnover.</p> <p>And,</p>

S. No.	Eligibility Criteria	Documents Required
	financial year should be at least INR 5 Crores.	Copy of audited profit and loss statement showing the year-wise turnover. (As per the format enclosed as Annexure – E in Section 6.1)
5	Average Net Worth of the Bidder (including its consortium members, if applicable), for the financial years FY 2017-18, FY 2018-19, FY 2019-20 and current financial year should be at least INR 1 Crore as per the audited financial results.	Certificate from Statutory Auditor clearly stating the Net worth of the Bidder. (As per the format enclosed as Annexure – E in Section 6.1)
6	The Bidder/ Prime Bidder of the Consortium members should not have been blacklisted by any central or state Govt. department or PSU on the date of bid submission.	Bidder should submit an undertaking as mentioned in Annexure – G in section 6.1 of the EOI, that it has not been blacklisted/debarred by any Govt. department or any PSU in India as on bid submission date. In case of consortium, Prime bidder should submit an undertaking that prime bidder and the consortium member(s) have not been blacklisted/debarred by any Govt. department or any PSU in India as on bid submission date
7	All documents in the proposed bid, shall be signed by an authorized signatory, in whose name the Power of Attorney/ Board Resolution, should be duly issued.	For Pvt Ltd. Firms, a Board Resolution, as mentioned in Annexure – I , in Section 6.1 of the EOI to be submitted. For others, the Power of Attorney, as mentioned in Annexure – H , in Section 6.1 of the EOI to be submitted.
8	Compliance with DGCA RPA Regulations	Bidder should submit an undertaking as mentioned in Annexure – K , in section 6.1 of the EOI, that it will comply with all the regulations of RPAs under DGCA. In addition to the above, the bidder should enclose a summary on the current status of the company on the processes regarding UIN, UAOP, Pilot Licenses etc., in their letterhead attested by the authorized signatory. The proposer shall also enclose any certificates/ orders/ letters or any other statutory clearances / approvals issued by DGCA.

S. No.	Eligibility Criteria	Documents Required
9	Total Number of Drones, Processing Stations and Various Software available with the firm as of October 2020.	The Bidder should submit an undertaking as mentioned in Annexure – L , in section 6.1 of the EOI, indicating the details regarding Number of Drones, Processing Stations and Various Software Used.
10	The Proposer should have a minimum of 20 resources including Pilots, Photogrammetry and GIS Engineers fully conversant with Drone Technology	The Proposer should submit an undertaking as mentioned in Annexure – M , in section of the EOI, indicating the Name, Qualification and Designation of the Resources along with their Curriculum Vitae.

Note 1: Consortium criteria

- a. In case of consortium, the Lead Bidder must be specified by the bidder.
- b. The Lead bidder and the consortium member(s) cannot participate in more than one bid as lead bidder/ consortium member.
- c. In case of a consortium, applicant consortia shall have a valid Memorandum of Understanding (MoU)/ Consortium Agreement among all the members signed by the CEO/ Country Head/Authorized Signatories of the companies dated prior to the submission of the bid. The MoU/ Consortium Agreement shall clearly state the composition of the consortium who shall be the Lead bidder, the complete description of the partner and roles and responsibilities of the partners.
- d. The consortium bid submitted without valid MoU/ Consortium Agreement shall be treated as non-responsive.
- e. By submitting the Bid, the prime bidder shall also be deemed to have acknowledged and agreed that in the event of a change in control of a Consortium Member or an Associate whose Technical Capacity and/ or Financial Capacity was taken into consideration for the purposes of short-listing and technically qualified under and in accordance with this EOI, the Bidder shall be deemed to have knowledge of the same and shall be required to inform the competent authority forthwith along with all relevant particulars about the same and the competent authority may, in its sole discretion, disqualify the Bidder, as the case may be. In the event such change in control occurs after signing of the Agreement, it would, notwithstanding anything to the contrary contained in the Agreement, be deemed to be a breach of the Agreement, and the same shall be liable to be terminated without the competent authority being liable in any manner whatsoever to the Bidder.
- f. In such an event, notwithstanding anything to the contrary contained in the Agreement, the competent authority shall be entitled to forfeit and appropriate the Bid Security and Performance Security (in terms of any assignment/ project awarded after empanelment), as the case may be, as damages, without prejudice to any other right or remedy that may be available to the competent authority under the Bidding Documents and/ or the Agreement or otherwise.

- g. The bidder (each member of the consortium) shall have company registration certificate, registration under labour laws and contract act, valid GST registration certificate and Permanent Account Number (PAN) issued by Income Tax department, Memorandum of Association and Article of Association (copy of the same should be provided).
- h. Prime bidder should submit an undertaking that prime bidder and the consortium member(s) have not been blacklisted/debarred by any Govt. department or any PSU in India as on bid submission date.
- i. The award of contract shall be signed with the Lead Bidder only and the Lead Bidder or the personnel nominated by the Lead Bidder shall be single Point of Contact for this Empanelment.
- j. The payments for the projects to be executed under this empanelment shall be released only in the name of Lead Bidder.
- k. Lead Bidder shall be solely responsible for any failure liable to the Government for the execution of any project under this empanelment in accordance with the terms and conditions of the bid document and a statement of this effect shall be included in the MoU/ Consortium Agreement.

5.2 Evaluation and Empanelment Procedure

In order to evaluate and empanel agencies, APDC will constitute an Evaluation Committee to evaluate the proposals submitted. During evaluation of proposals, APDC may, at its discretion, ask the bidders for clarification on their applications. The process of empanelment is as given below:

5.2.1 Evaluation Process

- a. Scrutiny of eligibility criteria mentioned in the Section 5.1 for responsiveness to the EOI will be done by the Evaluation Committee to determine whether the documents have been properly signed, qualification criteria fulfilled, all relevant papers submitted and whether the response to EOI is generally in order. The Evaluation Committee can seek additional information from the bidders, if needed. The response to the EOI not conforming to requirements will be rejected.
- b. The shortlisted bidders will be notified through Email. For completing the empanelment process, the successful bidders will have to submit a One-time Registration Fee of **INR 1,50,000/- (Rupees One Lakh Fifty Thousand Only)** within a period of 7 days from the date of receipt of confirmation on empanelment. The One-time registration fee shall be paid to APDC via any of the online payment methods. (NEFT/RTGS).

5.2.2 Empanelment

- a. The agencies shortlisted for empanelment will be required to sign an Agreement with APDC, accepting the terms and conditions laid down by APDC. After signing of the agreement, no variation or modification in the terms of the agreement shall be made except by written amendment signed by both the parties.

- b. The empanelment shall be initially for a period of 3 years from the date of issuance of LOA to the shortlisted agency(s). It can be extended through mutual consent based on the requirement of APDC. APDC shall be free to cancel the empanelment at any time during the period of engagement between APDC and the shortlisted agency, without assigning any reason.

5.2.3 Allocation of Work

- a. The present EOI is exclusively for empanelment of Drone agencies only. For allocation of work, APDC will circulate work specific RFQ / Service Request with defined scope and expected deliverables among the empanelled agencies and invite quotations to award the work based on the Least Total Cost(L1) received.
- b. The selected agency shall not assign the project / work to any other agency, in whole or in part, to perform its obligation under the agreement.
- c. Mere empanelment with APDC does not guarantee allocation of work.
- d. In case, when the time period is too short to complete the work or in case of any ad-hoc requirement, the work may be entrusted to any of the empanelled agencies or any other agency which APDC deems to meet the deadline.
- e. The payment terms and commercial conditions for each work will be as per the service request floated by APDC for the specific work.

6 Bid Submission Forms

6.1 Pre-Qualification cum Technical Evaluation Forms

6.1.1 Annexure A: Application Form

(To be submitted on Bidder's Letterhead)

To,

[Date]

The Chairman and Managing Director,
AP Drones Corporation Pvt Ltd,
3rd Floor, NTR Admin Block, Pandit Nehru Bus Station, NH-65, Vijayawada- 520001

Sub: Empanelment of Drone Companies

Ref: APDC/Empanelment/03/2020, Dated: 30-10-2020

Dear Sir,

With reference to your EOI Document dated 30/10/2020, I/We, having examined all relevant documents and understood their contents, hereby submit our Proposal towards Empanelment of Drone Companies.

- 1) All information provided in the Proposal and in the Appendices is true and correct and all documents accompanying such Proposal are true copies of their respective originals.
- 2) I/We shall make available to the Authority any additional information it may deem necessary or require for supplementing or authenticating the Proposal.
- 3) I/We acknowledge the right of the Authority to reject our Proposal without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.
- 4) I/We to the best of our knowledge certify that in the last three years, we or any of our Associates have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Bidder, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.
- 5) I/We understand that you may cancel the Selection Process at any time and that you are neither bound to accept any Proposal that you may receive nor to select the selected service provider, without incurring any liability to the Bidders.

- 6) I/We to the best of our knowledge certify that in regard to matters other than security and integrity of the country, we or any of our Associates have not been convicted by a Court of Law or indicted or adverse orders passed by a regulatory authority which would cast a doubt on our ability to undertake the Consultancy for the Project or which relates to a grave offence that outrages the moral sense of the community.
- 7) I/We to the best of our knowledge further certify that in regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a Court of Law for any offence committed by us or by any of our Associates.
- 8) I/We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by the Authority and/ or the Government of AP in connection with the selection of Service Providers or in connection with the Selection Process itself in respect of the Empanelment.
- 9) I/We agree and understand that the Proposal is subject to the provisions of the EOI document. In no case, shall I/We have any claim or right of whatsoever nature if our Proposal is not opened or rejected.
- 10) I/We agree to keep this contract valid for 3 years from the Date of Receipt of the LOA.
- 11) I/We agree and undertake to abide by all the terms and conditions of the EOI Document. In witness thereof, I/We submit this Proposal under and in accordance with the terms of the EOI Document.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

6.1.2 Annexure B: Bidder Profile / Partners

(To be submitted on Bidder's Letterhead)

S. No.	Particulars	Details
1	Name of the Company	
2	Year of incorporation	
3	Nature of the Company (Registered Company)	
4	Registered Office Address	
5	Office Telephone Number	
6	Fax Number	
7	Contact Person	
8	Name	
9	Telephone Number	
10	Email Address	
11	Local presence at Andhra Pradesh, if any	
12	Office Address	
13	Office Telephone Number	
14	Fax Number	
15	Registration Details	
16	Permanent Account Number	
17	GST Registration Number	
18	Service Tax Registration Number	
19	Banker's Name, Address and Account Number	
20	No. of Technical staff employed	

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

6.1.3 Annexure C: Declaration of Acceptance of Terms and Conditions in the EOI

(To be submitted on the Bidder's Letterhead)

To,

[Date]

The Chairman and Managing Director,
AP Drones Corporation Pvt Ltd,
3rd Floor, NTR Admin Block, Pandit Nehru Bus Station, NH-65, Vijayawada- 520001

Sub: Acceptance of terms and conditions of the EOI- Empanelment of Drones Companies

Ref: APDC/Empanelment/03/ 2020, Dated: 30-10-2020

Sir,

It is to certify that the Expression of Interest – APDC/Empanelment/03/2020, Dated: 30/10/2020 is carefully read & understood and all the sections and clauses are COMPLIED UNCONDITIONALLY AND UNEQUIVOCALLY. There is no deviation from the terms and conditions of the EOI.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

6.1.4 Annexure D : Undertaking on SoW Compliance and Unconditional Acceptance

(To be submitted on the Bidder's Letterhead)

To

The Chairman and Managing Director,
AP Drones Corporation Pvt Ltd,
3rd Floor, NTR Admin Block, Pandit Nehru Bus Station, NH-65, Vijayawada- 520001

Subject: Undertaking on SoW Compliance and Unconditional Acceptance with
reference to the EOI No. APDC/Empanelment/03/2020, Dated: 30/10/2020

We, M/s _____, based at _____ hereby confirm our compliance to the requirements outlined in Section 4 – Scope of Work (SoW) of the above referenced EOI. By way of this compliance undertaking, we confirm that we have adequate capability and experience to perform the services outlined in the SoW, as per the requirements defined in the EOI.

We confirm our unconditional acceptance of full responsibility of providing services in accordance with the Terms and Conditions and Scope of work of this EOI.

For M/s _____

Authorized Signatory (duly signed and stamped)

Name

Designation

6.1.5 Annexure E : Financial Turnover and Net worth of the Bidder

(To be Submitted on the Bidder's Letterhead)

Criteria	Sub Criteria	FY	Total Financials
Financial Capability	Turnover from business activities	FY 2017-18	
		FY 2018-19	
		FY 2019-20	
		Current Financial year	
Net worth	Measured as paid-up capital plus free reserves	FY 2017-18	
		FY 2018-19	
		FY 2019-20	
		Current Financial year	

Documentary Proof Required:

- Statutory Auditor / CA Certificate clearly specifying the turnover for the specified years.
- Audited P&L and Balance Sheets

6.1.6 Annexure F : Format for Past Experience of the Bidder

Please provide citations as per the Qualification / Criteria in the format provided below. The relevant documentary proofs need to be attached.

(To be Submitted on the Bidder's Letterhead)

Project Title (Attach separate sheet for each Project)			
Name of Client		Address	
Type of Client (Govt./PSU/Others)		Order Value of the Project (in Crores)	
Duration of the Assignment		Start Date (month/year):	
		End Date (month/year):	
Referrals (Client side): Provide one referral only	Name		
	Designation		
	Contact Number		
	E mail Id		
Brief Description of the Project			

Documentary Proof Required:

- Copy of Work order(s)
- Certificate of successful operation by the client

6.1.7 Annexure G : Declaration regarding Clean Track Record

(To be submitted on the Bidder's Letterhead)

[Date]

To

The Chairman and Managing Director,
AP Drones Corporation Pvt Ltd,
3rd Floor, NTR Admin Block, Pandit Nehru Bus Station, NH-65, Vijayawada- 520001

Sub: Empanelment of Drone Companies

Ref: APDC/Empanelment/03/2020, Dt:

Sir,

I/We hereby declare that my company has not been debarred / black listed as on Bid submission date by any State Government, Central Government, Central & State Govt. Undertakings / Organizations and by any other Quasi Government bodies / Organizations, and any other major Enterprise / Organizations in India for non-satisfactory past performance, corrupt, fraudulent or any other unethical business practices.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

Note: Submission of this Annexure is mandatory along with the bid. Failure to submit this Annexure may lead to disqualification.

6.1.8 Annexure H : Power of Attorney

Form for Power of Attorney for signing the Application & Bid

(On INR 100.00 Non-Judicial Stamp Paper and Duly Notarized and Stamped)

KNOW ALL MEN BY THESE PRESENTS,

We _____ (name of the firm and address of the registered office) do hereby irrevocably constitute, nominate, appoint and authorize Mr. / Ms. (name), _____ son/daughter/wife of and presently residing at _____, who is presently employed with us and holding the position of _____, as our true and lawful attorney (hereinafter referred to as the "Attorney") to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our application for qualification and submission of our bid for the EOI vide EOI No. APDC/Empanelment/03/2020 Dated: 30-10-2020, proposed by M/s AP Drones Corporation Pvt Ltd (APDC), including but not limited to signing and submission of all applications, bids and other documents and writings, participate in pre-applications and other conferences and providing information/ responses to the APDC, representing us in all matters before the APDC, signing and execution of all contracts including the Agreement and undertakings consequent to acceptance of our bid, and generally dealing with the APDC in all matters in connection with or relating to or arising out of our bid for the said EOI and/ or upon award thereof to us and/ or till the entering into of the Agreement with the APDC.

AND we hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

The power of attorney shall be effective from _____ and will continue to be valid binding and unforgettable till the attorney Mr./Ms. _____ ceases to be in the employment of the company unless otherwise withdrawn earlier by the company. This power of attorney will supersede any power of attorney issued earlier prior to the date of execution. In case this Power of Attorney is withdrawn for any reasons, APDC shall be pre intimated.

IN WITNESS WHEREOFF for and on behalf of M/s _____ Mr./Ms.

_____ Managing director of the company has set his hands with company seal on the day of _____ Month of _____ year _____ and at _____.

For _____ (Authorised Signatory of the company)

(Signature, Name, Designation, Address and emblem of the office seal)

Accepted (Authorised Attorney for the company)

1. _____ 2. _____

(Signature in duplicate, Name, Title and Address of the Attorney)

Witnesses:

1. (Notarized)

2. _____

Notes:

- **“Submission of this Annexure is mandatory along with the bid. Failure to submit this Annexure may lead to disqualification”.**
- The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.
- Wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a board or shareholders’ resolution/ power of attorney in favour of the person executing this Power of Attorney for the delegation of power here-under on behalf of the Bidder.
- In case the Application is signed by an authorized signatory / Partner, a certified copy in the regard should be enclosed in lieu of the Power of Attorney.

6.1.9 Annexure I : Board resolution

Board Resolution (Suggested format)

(To be printed on organization letter head)

CERTIFIED TRUE COPY OF THE RESOLUTION PASSED AT THE MEETING OF THE BOARD OF DIRECTORS of (Company Name) HELD ON (Date) AT (Address)

RESOLVED THAT the company has decided to authorize, Mr. / Ms. to sign and submit all the necessary applications, annexure, and other documents to be submitted by the company in connection with EO/ APDC/Empanelment/03/2020, dated: 30/10/2020 for “Empanelment of Drone Companies”. The acts done and documents shall be binding on the company, until the same is withdrawn by giving written notice thereof.

Specimen Signatures of Authorised Signatory:

(Signature)

RESOLVED FURTHER THAT, a copy of the above resolution duly certified as true by designated director/ authorised signatory of the company be furnished to APDC as may be required from time to time in connection with the above matter.

For the Organization,

(Seal & Signature)

Name:

Designation:

Note: Submission of this Annexure is mandatory along with the bid. Failure to submit this Annexure may lead to disqualification.

6.1.10 Annexure J : Consortium Agreement Format

DRAFT MEMORANDUM OF UNDERSTANDING EXECUTED BY MEMBERS OF THE CONSORTIUM

[On Non-judicial stamp paper of Indian Rupees 100 duly attested and stamped by notary public]

This Memorandum of Understanding (MoU) entered into this day of [Date] [Month] [Year] at [Place] among _____ (hereinafter referred to as " ") and having office at [Address], India, as Party of the First Part and _____ (hereinafter referred to as " ") and having office at [Address], as Party of the Second Part.

The parties are individually referred to as Party and collectively as Parties.

WHEREAS AP Drones Corporation Private Limited has issued an Expression of Interest APDC/Empanelment/03/2020 dated: 30/10/2020, from the Drone Service Providers interested in **Empanelment with AP Drones Corporation Pvt Ltd**

AND WHEREAS the parties have had discussions for formation of a consortium for bidding for the said project and have reached an understanding on the following points with respect to the parties' rights and obligations towards each other and their working relationship.

AS MUTUAL UNDERSTANDING OF THE PARTIES, IT IS HERE BY AGREED AND DECLARED AS FOLLOWS:

- i. The purpose of this
- ii. is to define the principles of collaboration among the parties to: Submit a response jointly to bid for the tender "**Empanelment of Drone Companies**" as a consortium.
 - a. Sign contract in case of award.
 - b. Provide and perform the supplies and services, which would be ordered by the authority pursuant to the contract.
- iii. This agreement shall not be construed as establishing or giving effect to any legal entity such as, but not limited to, a company, a partnership, etc. It shall relate solely towards the authority for "**Empanelment of Drone Companies**" for and related execution works to be performed pursuant to the contract and shall not extend to any other activities.
- iv. The parties shall be jointly and severally responsible and bound towards the authority for the performance of the works in accordance with the terms and conditions of the tender document, and contract.
- v. _____ (Name of party) shall act as Lead Partner of the consortium. As such, it shall act as the coordinator of the party's combined

activities and shall carry out the following functions:

- a. To ensure the technical, commercial and administrative co-ordination contract.
 - b. To lead the contract negotiations of various work package with the authority under this contract.
 - c. The lead partner is authorized to receive instructions and incur liabilities for and on behalf of all parties.
 - d. In case of an award, act as channel of communication between the authority and the parties to execute the Contract
- vi. That the parties shall carry out all the responsibilities of the project agreement.
- vii. That the broad roles and the responsibilities of each party at each stage of the bidding shall be as below:
- Party A: _____
- Party B: _____
- viii. That the parties affirm that they shall implement the contract in good faith and shall take all necessary steps to see the p through expeditiously.
- ix. That this MoU shall be governed in accordance with the laws of India and courts in Andhra Pradesh shall have exclusive jurisdiction to adjudicate disputes arising from the terms herein.

In witness whereof, the parties affirm that the information provided is accurate and true and have caused this MoU duly executed on the date and year abovementioned.

(Party of the first part)

(Party of the second part)

Witness:

i. _____

ii. _____

Note: *Submission of this Annexure is mandatory along with the bid, in case of any consortium is formed. Failure to submit this Annexure may lead to disqualification.*

6.1.11 Annexure K : Declaration regarding DGCA Compliance

(To be submitted on the Bidder's Letterhead)

[Date]

To

The Chairman and Managing Director,
AP Drones Corporation Pvt Ltd,
3rd Floor, NTR Admin Block, Pandit Nehru Bus Station, NH-65, Vijayawada- 520001

Sub: Declaration on DGCA Compliance

Ref: APDC/Empanelment/03/ 2020, Dated: 30-10-2020

Sir,

We, hereby declare that our company M/s. _____ operates under the norms of DGCA and will comply with all the RPA Regulations published by DGCA. By way of this compliance, we confirm that all the approvals/ permissions/ licenses as per the RPA Regulations will be renewed and the copy(s) of the same shall be submitted to APDC whenever updated.

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

Note: Submission of this Annexure is mandatory along with the bid. Failure to submit this Annexure may lead to disqualification.

6.1.12 Annexure L : Declaration on availability of Equipment and Software

(To be submitted on the Bidder's Letterhead)

To

Date:

The Chairman and Managing Director,
AP Drones Corporation Pvt Ltd,
3rd Floor, NTR Admin Block, Pandit Nehru Bus Station, NH-65, Vijayawada- 520001

Sub: Declaration on Equipment and Software available with M/s. _____

Ref: APDC/Empanelment/03/ 2020, Dated: 30-10-2020

Sir,

We, hereby declare that our company M/s. _____ has the following capabilities in terms of Equipment and Software.

1. Drones

S. No	Drone Type	Qty	Model Name	Model Number	DAN	OAN	UIN

2. Software

S. NO	Software	Type (Open/ Licensed)	Application (Photogrammetry/ GIS)	Quantity	Serial Number (For Licensed Only)

3. Processing Workstations

S. NO	Workstation	Type (Assembled/ Market Ready)	Application (Photogrammetry/ GIS)	Qty	Processing capacity (Photogrammetry)	Model Number (If any)

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

6.1.13 Annexure M : Declaration regarding Human Resource

(To be submitted on the Bidder's Letterhead)

To

Date:

The Chairman and Managing Director,
AP Drones Corporation Pvt Ltd,
3rd Floor, NTR Admin Block, Pandit Nehru Bus Station, NH-65, Vijayawada- 520001

Sub: Declaration on Equipment and Software available with M/s. _____

Ref: APDC/Empanelment/03/ 2020, Dated: 30-10-2020

Sir,

We, M/s. _____ hereby declare that we have minimum of 15 Technical staffs employed in our company. The details of the staffs are listed below:

S. NO	Name of the Resource	Designation	Qualification	Total Experience

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

Note: *The CVs of the employees to be listed must be attached as documentary proof along with this declaration.*