



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

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

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

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

## **DISCLAIMER**

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

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

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

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

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

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

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

**NOTICE INVITING EXPRESSION OF INTEREST (EOI) FROM POTENTIAL APPLICANTS FOR EMPANELMENT OF DRONE SERVICE VENDORS IN ANDHRA PRADESH**

|   |   |                        |
|---|---|------------------------|
|  | <p>The Chairman &amp; Managing Director,<br/>Andhra Pradesh Drones Corporation, 3rd Floor, NTR<br/>Administrative Block,<br/>Pandit Nehru Bus Station, NH 65, Vijayawada-520001, Andhra Pradesh, India.<br/><a href="mailto:ap-drones@ap.gov.in">ap-drones@ap.gov.in</a></p>  |                        |
| <p><b>Queries</b></p>   | <p>Applicants shall post queries by email to <a href="mailto:ap-drones@ap.gov.in">ap-drones@ap.gov.in</a> with a copy (cc) to <a href="mailto:md.apsfl@ap.gov.in">md.apsfl@ap.gov.in</a><br/>Note: Please mention the subject of the email as:<br/>Query on <b>"Expression of Interest (EoI) For Empanelment of Agencies for providing Drone-as-a-Service (Daas)"</b></p> |                        |
| <p><b>EOI Schedule</b></p>  | <p><b>Activities</b></p>  | <p><b>Deadline</b></p> |
|   | <p>Issue of EOI Document</p>  | <p>28-08-2025</p>      |
|   | <p>Last Date for sending queries or clarifications regarding EOI</p>  | <p>10-09-2025</p>      |
|   | <p>Last date for EOI Submission</p>   | <p>30-09-2025</p>      |
| <p><b>Point of Contact</b></p>  | <p>Chairman &amp; Managing Director, APDC</p>   |                        |
| <p><b>Website to download EOI</b></p>   | <p><a href="https://www.apsfl.in">https://www.apsfl.in</a></p>  |                        |

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

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## 1. Introduction and background

AP Drones Corporation Pvt Ltd (APDC), a fully owned entity of the Govt. of Andhra Pradesh (AP), having its Registered Office at 3<sup>rd</sup> Floor, NTR Administrative Block, Pandit Nehru Bus Station, NH – 65, Vijayawada – 520001, Andhra Pradesh, India, invites responses to this Expression of Interest from interested agencies for empanelment of agencies for providing Drone as a service.

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.apsfl.in](http://www.apsfl.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 beyond the aforesaid date and time shall summarily be rejected for evaluation.

## 2. About AP Drone Corporation

Drones in Andhra Pradesh serve multiple purposes, enhancing efficiency across various sectors. They assist in crop monitoring and precision farming in agriculture, provide aerial assessments during disasters, and support infrastructure surveying. Additionally, drones facilitate last-mile delivery in remote areas, contribute to environmental monitoring, aid in law enforcement surveillance, and help with cultural preservation. Their diverse applications significantly improve accessibility and operational effectiveness throughout the state.

Furthermore, many potential users remain unaware of the benefits of drone technology, highlighting the need for awareness campaigns. Limited collaboration among government, industry, and academia also hinders innovation, while access to funding for startups remains insufficient. Addressing these gaps is essential for developing a sustainable drone ecosystem in the state.

The Government of Andhra Pradesh is striving to establish itself as a leader in Drone System Design and Manufacturing (DSDM) and Drone Enabled Technology and Services (DeTS). By leveraging both central government initiatives and its own

investor-friendly policies, Andhra Pradesh aims to create a conducive ecosystem for stakeholders in the drone industry. The formation of the Andhra Pradesh Drones Corporation Limited (APDC) as the nodal agency for all drone-related activities further underscores the state's commitment to fostering innovation and facilitating growth. This strategic approach not only enhances local capabilities but also attracts innovations and investments, positioning Andhra Pradesh as a potential hub for drone technology in India.

### 3. Instructions to applicants

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

**Address:**

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

**Mark for:** The envelop shall be marked as “**Expression of Interest (EoI) for Empanelment of Agencies for providing Drone-as-a-Service (Daas), Ref. No- APDC/EOI/DaaS-02/2025, Dt: 28.08.2025**”

**Key Dates and Events**

| S. No | Information            | Details   |
|-------|------------------------|---|
| 1     | Name of the Authority  | The Chairman and Managing Director,<br>AP Drones Corporation Pvt Ltd (APDC) |
| 2     | Name of the Assignment | Empanelment of Agencies for providing<br>Drone-as-a-Service (Daas)          |
| 3     | EOI Number             | APDC/EOI/DaaS-02/2025, Dt: 28.08.2025                                       |
| 4     | Tender Document (EOI)  | Expression of Interest  |

|    |   |  |
|----|---|--|
| 5  | EOI Publishing Date   | 28-08-2025   |
| 6  | Last date and time for submission of proposal (Proposal Due Date) | On or before 30-09-2025, 5:00PM  |
| 7  | EOI participation Fees  | <p>INR 11,800/- (including taxes) (Rupees Eleven thousand eight hundred only)</p> <p>The participation fee can be paid in the form of Demand Draft issued by one of the Nationalized / Scheduled Banks in India drawn in favor of 'AP Drones Corporation Private Limited', payable at Vijayawada. Original DD must be submitted in APDC office at Vijayawada before bid submission date.</p> |
| 8  | One-time Registration Fee (Non- refundable)                       | <p>INR 50,000/- (Rupees Fifty Thousand Only) + 18% GST</p> <p>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>                             |
| 9  | For any enquiries and clarifications, please contact:             | <p>AP Drones Corporation Pvt Ltd,<br/>NTR Administrative Block, 3rd Floor, Pandit Nehru Bus Station, Vijayawada – 520001.</p> <p>Email: <a href="mailto:ap-drones@ap.gov.in">ap-drones@ap.gov.in</a></p>   |
| 10 | Validity of the Empanelment                                       | The Empanelment shall be valid for a period of 3 years   |



## 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:

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

|   |                           |  |
|---|---------------------------|--|
|   |                           | Freight transport  |
| 5 | Environmental Monitoring  | Real-time Inspection of Environmental Violations             |
|   |                           | Water and Soil Conservation Monitoring Data Extraction       |
|   |                           | Wildlife Survey and Population Monitoring                    |
|   |                           | Wildlife Conservation Efforts                                |
|   |                           | Sewage Outlet Investigation                                  |
|   |                           | Water Quality Parameter Inversion                            |
|   |                           | Air quality and Climate change monitoring                    |
|   |                           | Forest fire detection  |
|   |                           | Real-time Monitoring of Atmospheric Component Concentration  |
|   |                           | Remote Sensing Monitoring Platform for Ecological Conditions |
|   |                           | Garbage management   |
| 6 | Security and Surveillance | Continuous Site Surveillance                                 |
|   |                           | Event Security   |
|   |                           | Rapid Incident Detection                                     |
|   |                           | Intrusion Prevention   |
|   |                           | Monitoring Crowded Events                                    |
|   |                           | Crime fighting   |
|   |                           | Traffic management   |
|   |                           | Anti-poaching  |
|   |                           | Perimeter guarding   |
|   |                           | Border Patrol  |
| 7 | Mining and exploration    | Stockpile management   |
|   |                           | Automatic surveying and mapping                              |
|   |                           | Mining exploration and Inspection                            |
|   |                           | Haulage Road Optimization                                    |
|   |                           | Hazard identification and mitigation                         |
|   |                           | Water and sediment flow monitoring                           |
|   |                           | Geological mapping   |
|   |                           | Explosives delivery  |
|   |                           | Aerial thermal imaging for search operations                 |
|   |                           | Reclamation  |
| 8 | Military and defense      | Reconnaissance   |
|   |                           | Intelligence gathering                                       |

|    |                        |  |
|----|------------------------|--|
|    |                        | Surveillance                               |
|    |                        | Maritime Surveillance                      |
|    |                        | Arms & Ammunitions Monitoring              |
|    |                        | Border Patrol                              |
|    |                        | Nuclear Facility Monitoring                |
| 9  | Entertainment sports   | Aerial photography and videography         |
|    |                        | Virtual reality and 360-degree video       |
|    |                        | Live streaming and broadcasting            |
|    |                        | Drone light shows and art                  |
|    |                        | Advertising and marketing                  |
|    |                        | Drone racing and gaming                    |
| 10 | Education and Research | Agricultural research                      |
|    |                        | Surveying/Mapping                          |
|    |                        | Environmental studies                      |
|    |                        | Marine research                            |
| 11 | Construction           | Site surveying and mapping                 |
|    |                        | Progress monitoring                        |
|    |                        | Inspection of buildings and infrastructure |
|    |                        | Material transport and delivery            |
|    |                        | Safety monitoring                          |
| 12 | Energy                 | Power line inspection                      |
|    |                        | Solar panel inspection                     |
|    |                        | Wind turbine inspection                    |
|    |                        | Pipeline monitoring                        |
|    |                        | Leak detection                             |
| 13 | Health care            | Medical supply delivery                    |
|    |                        | Blood/Organ transport                      |
|    |                        | Disaster response                          |
|    |                        | Remote health monitoring                   |
| 14 | Public Safety          | Law enforcement surveillance               |
|    |                        | Search and rescue operations               |
|    |                        | Firefighting support                       |
|    |                        | Emergency response                         |
|    |                        | Border patrol                              |
|    |                        | Crowd monitoring                           |
| 15 | Surveying and Mapping  | Land surveying                             |
|    |                        | Topographic mapping                        |
|    |                        | Geographic information systems (GIS)       |
|    |                        | 3D modelling                               |
|    |                        | Urban planning                             |
|    |                        | Disaster response mapping                  |
| 16 | Transportation         | Traffic monitoring                         |
|    |                        | Road inspection                            |

|    |                            |   |
|----|----------------------------|---|
| 17 | Water Resources Department | Bridge inspection                               |
|    |                            | Railroad inspection                             |
|    |                            | Port management                                 |
|    |                            | Drone Taxi                                      |
|    |                            | Autonomous vehicle testing                      |
|    |                            | Water Body Monitoring                           |
|    |                            | Dam and Reservoir Inspections                   |
|    |                            | Flood Risk Assessment and Management            |
|    |                            | Reservoir Storage Capacity Assessment           |
|    |                            | Water Infrastructure Mapping                    |
|    |                            | Soil Erosion and Watershed Monitoring           |
|    |                            | Catchment Area Surveillance                     |
|    |                            | Water Source Identification and Exploration     |
|    |                            | Post-Disaster Assessment                        |
|    |                            | Sediment and Debris Monitoring                  |
|    |                            | Floodplain Mapping and Land Use Analysis        |
|    |                            | Water Distribution Network Inspection           |
|    |                            | Riverbank Erosion Monitoring                    |
|    |                            | Riverbank Encroachment Monitoring               |
|    |                            | River Flow Monitoring                           |
|    |                            | River Pollution Monitoring                      |
|    |                            | Riverbed Mapping                                |
|    |                            | Monitoring River Ecosystems                     |
|    |                            | Assessing River Crossings (Bridges, Dams, etc.) |

Note: The above list of services are open for inclusions. Hence, the applicants may apply for empanelment beyond the above-mentioned list. The Startup companies may also participate in this EOI and submit their proposal for empanelment.

## 4. Eligibility Criteria for the Applicants

The following eligibility criteria will be applicable: -

### 4.1. General Eligibility for All Applicants

- Applicants should be either startups or have been in operations. Applicants must be registered as a legal entity (e.g., company, LLP, partnership, or sole proprietorship) under the applicable laws of India or their respective country.
- Applicants must comply with all relevant national and state-level regulations, including DGCA (Directorate General of Civil Aviation)

guidelines, airworthiness standards, and safety protocols for drone operations.

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

#### **4. 2. Technical and Operational Expertise**

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

#### **4.3. Evaluation Criteria**

All applicants are requested to forward their tariff for various services. All eligible applicants will then be catered for empanelment, for such a separate EOI will be floated.

#### **Evaluation Criteria and Weightage**

| <b>Sub-Criteria</b>                                  | <b>Weightage</b> | <b>Scoring Guidelines</b>   | <b>Revised Scoring Guidelines</b>  |
|--|------------------|---|--|
| Experience in drone operations and service delivery. | 20%              | 0-5: No experience;<br>6-10: 1 to 3 years experience ;<br>11-15: 4 to 6 years experience; | Marks will be proportionate to the number of years.<br>0 – No experience |

| Sub-Criteria   | Weightage   | Scoring Guidelines   | Revised Scoring Guidelines  |
|--|-------------|--|---|
|  |             | 16-20:more than 6 years exp  | 2 Marks for each additional 1 year, subject to a maximum of 20 marks  |
| Access to advanced drone technology and software.      | 10%         | 0-2: Basic technology;<br>3-5: Moderate technology;<br>6-8: Advanced technology;<br>9-10: Cutting-edge technology.                   | 1 mark = Basic technology<br>5 marks = Moderate technology<br>10 Marks = Advanced technology  |
| Certifications (DGCA approvals, pilot licenses, etc.). | 10%         | 0-2: No certifications;<br>3-5: Partial certifications;<br>6-8: Full certifications;<br>9-10: Additional specialized certifications. | 0 Mark = No certifications;<br>5 Marks = Partial certifications<br>10 marks = Full certifications   |
| Experience in various sectors.                         | 50%         | 0-5: No experience;<br>6-10: 1 to 3 years experience ;<br>11-15: 4 to 6 years experience;<br>16-20:more than 6 years exp             | Marks will be proportionate to the number of years.<br>5 Marks for 1 year,<br>10 marks for 2 to 5 years exp.<br>20 Marks for 6 to 8 years exp.<br>30 Marks for 9 and 10 years for exp<br>50 marks for above 10 years exp. |
| Adherence to DGCA guidelines and safety protocols.     | 5%          | 0-1: Non-compliant;<br>2-3: Partially compliant;<br>4-5: Fully compliant.  | 0 Marks = Non-compliant;<br>3Marks = Partially compliant;<br>5Marks = Fully Complaint   |
| Safety record and incident history.                    | 5%          | 0-1: Poor safety record;<br>2-3: Moderate safety record;<br>4-5: Excellent safety record.  | 0 Marks = Poor safety record;<br>3 Marks = Moderate safety record;<br>5 Marks = Excellent safety record.  |
|  | <b>100%</b> |  |   |

Based on the weightage, the Authority finalize the service providers and assign the ranks for Drone based service providers for empanelment. (For example, the less weightage Service provider will be given the lower rank).

#### **4.4 Important Notes**

- a. Applicants are encouraged to propose services that align with the broader objectives of the Drones as Services (DaaS) initiative, even if they extend beyond the specific areas mentioned above.
- b. The selection process will be transparent and merit-based, with no binding obligation on the part of the organizing authority to accept any proposal.
- c. Applicants must bear all costs associated with the preparation and submission of their proposals.
- d. This eligibility criteria framework ensures that only qualified and capable participants are selected for providing Drones as Services (DaaS) in Andhra Pradesh. Let me know if you need further adjustments or additional details.

#### **4.5 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 bidder shall present their respective drone solution to APDC and shall conduct PoC, if required. The process of empanelment is as given below:

#### **4.6 Evaluation Process**

- a. Scrutiny of eligibility criteria mentioned above 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. Based on the commercials submitted by participated bidders, the evaluation committee shortlisted the bidders by comparing with the tariff rates of APDC.
- c. 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 empaneling them also for the specific service.

- d. 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 50,000/- (Rupees 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). Beneficiary details shall be provided for the selected bidders for payment.

#### **4.7 Applicant's presentation**

The bidder is required to present their proposed solution to APDC. 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

#### **4.8 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 the agreement, no variation or modification in the terms of the agreement shall be made except by a written amendment signed by both the parties. APDC will provide the bank details at the time of agreement and the empanelled agency shall pay 5% administrative charge to APDC on every work order.
- b. The agreement 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.



#### **4.9 Allocation of Work**

- a. Through the empanelment process, APDC will conclude agreement with drone service providers based on their technical expertise, capabilities, and experience.
- b. 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.
- c. The End-user department shall issue a work order to the empaneled agency, along with the tariff rates. APDC shall collect a 5% administrative charge from the empaneled agency for every work order received from all govt departments/End user Department. The empaneled service provider shall submit a copy of the work order received from any govt dept and execute the work with prior intimation to the APDC for effective coordination and communication between all line depts on ground. Failure to comply with this requisite may be viewed seriously, which may lead to cancellation of empanelment of such defaulted service provider.
- d. The finalized agency shall mandatorily submit one copy of the raw data captured and final deliverables to APDC. This raw and processed data and report become proprietary of the GoAP through APDC, which will be posted into a sandbox environment to benefit all stakeholders including researchers, developers, and other stakeholders to explore innovative ways of utilizing drone data for various applications.
- e. APDC will conduct a price rationalization process for empanelled agencies for every six months. This process involves reviewing the tariff rates offered by the agencies, considering factors such as market trends, cost changes, and service quality.

### **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 EOI for Drones as Services |  |                                  |
|---|--|----------------------------------|
| Details of the query seeker                   | Name and Address of the Company                      |                                  |
|   | Name and Position of the Person submitting the query |                                  |
|   | Contact details                                      | Mobile:<br>Email id:             |
| S. No   | EOI Reference (Page/ Section)                        | Points of Clarification required |
| 1   |  |                                  |
| 2   |  |                                  |
| 3   |  |                                  |

## 5.5. Amendment of EOI Document

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

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

#### **5.6. APDC's Right to Terminate the EOI Process**

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

#### **5.7. Documents Establishing Applicants Qualification**

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

#### **5.8. Format and Signing of EOI**

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

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

#### **5.9. Late Submission of EOI**

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

#### **5.10. Language of EOI**

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

## 6. Formats for EOI Submission

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     | Application Form   | Annexure A       |                 |                              |
| 2     | Applicant's Profile  | Annexure B       |                 |                              |
| 3     | Declaration of Acceptance of Terms and Conditions in the EOI | Annexure C       |                 |                              |
| 4     | Undertaking on SoW Compliance and Unconditional Acceptance   | Annexure D       |                 |                              |
| 5     | Declaration regarding Clean Track Record                     | Annexure E       |                 |                              |
| 6     | Power of attorney  | Annexure F       |                 |                              |
| 7     | Broad Resolution   | Annexure G       |                 |                              |
| 8     | Declaration regarding DGCA Compliance                        | Annexure H       |                 |                              |
| 9     | Declaration on availability of Equipment and Software        | Annexure I       |                 |                              |

## **Annexure 1: 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 Agencies for providing Drone as a Service

Ref:

Dear Sir,

1. With reference to your EOI Document dated 14-03-25, I/We, having examined all relevant documents and understood their contents, hereby submit our Proposal towards Empanelment of Drone Companies.
2. 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.
3. I/We shall make available to the Authority any additional information it may deem necessary or require for supplementing or authenticating the Proposal.
4. 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.
5. 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 applicant, 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.

6. 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 applicant.
7. 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.
8. 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.
9. 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.
10. 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.
11. I/We agree to keep this contract valid for 3 years from the Date of Receipt of the LOA.
12. I/We agree and undertake to abide by all the terms and conditions of the EOI Document.
13. 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)



### **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 in 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     | Banker's Name, Address and Account         |         |
| 19     | No. of Technical staff employed            |         |
| 20     | Solutions Offered (either drone based,     |         |

Yours faithfully,

(Signature, name and designation of the authorized signatory)

(Name and seal of the firm)

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

(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: Acceptance of terms and conditions of the EOI- -----

Ref:

It is to certify that the Expression of Interest EOI No----- 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)

**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. -----

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 SoW, as per the requirements  
defined in 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

### **Annexure E: 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: -----

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.*

## **Annexure F: Power of Attorney**

(On INR 100.00 Non judicial Stamp Paper and duly notarized)

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. ----- Dated -----, 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. 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 reason, 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 \_\_\_\_\_ (Authorized Signatory of the company) (Signature, Name, Designation, Address and emblem of the office seal)

Accepted (Authorized 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 proposal. 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 applicant should submit for verification the extract of the charter documents and documents such as a board or shareholders' resolution/ power of attorney in favor 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.

## **Annexure G: 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 EOI ----- for "Empanelment of agencies for  
Drone Services in Andhra Pradesh". The acts done and documents shall be binding  
on the company, until the same is withdrawn by giving written notice thereof.

Specimen Signatures of Authorized Signatory:

(Signature)

RESOLVED FURTHER THAT, a copy of the above resolution duly certified as true by  
designated director/ authorized 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.*



## **Annexure H: 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: -----

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.*

## **Annexure I: Declaration on availability of Equipment and Software**

(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 Equipment and Software available with M/s.\_\_\_\_\_

Ref: -----

Sir,

We hereby declare that our company M/s.\_\_\_\_has the following capabilities in terms of Equipment and Software.

### **1. Drones**

| <b>S. No</b> | <b>Drone Type</b> | <b>Qty</b> | <b>Model Name</b> | <b>Model Number</b> | <b>DAN</b> | <b>OAN</b> | <b>UIN</b> |
|--------------|-------------------|------------|-------------------|---------------------|------------|------------|------------|
|              |                   |            |                   |                     |            |            |            |
|              |                   |            |                   |                     |            |            |            |

### **2. Software**

| <b>S. NO</b> | <b>Software</b> | <b>Type (Open / Licensed)</b> | <b>Application (Photogrammetry/ GIS)</b> | <b>Quantity</b> | <b>Serial Number (For Licensed Only)</b> |
|--------------|-----------------|-------------------------------|--|-----------------|--|
|              |                 |                               |  |                 |  |
|              |                 |                               |  |                 |  |

### 3. Processing Workstations

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

### 4. Manpower:

| S. NO | Name of the<br>Resource | Designation | Qualification | Total Experience |
|-------|-------------------------|-------------|---------------|------------------|
|       |                         |             |               |                  |
|       |                         |             |               |                  |

Yours faithfully,

(Signature, name and designation of the authorized signatory) (Name and seal of the firm)

### **Annexure J : Commercial Proposal**

(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: Submission of commercial proposal

Ref: -----

Sir,

We, M/s.\_\_\_\_hereby declare that the following prices are accurate, and the financial proposal complies with the terms and conditions of the EOI

| S. NO | Type of Service offered | Unit | Minimum order Qty | Unit price | Total Price (Rs.) | Remarks |
|-------|-------------------------|------|-------------------|------------|-------------------|---------|
| 1.    |                         |      |                   |            |                   |         |
| 2.    |                         |      |                   |            |                   |         |
| 3.    |                         |      |                   |            |                   |         |

Note:

- a) Each line item shall include only one Drone based or enabled service
- b) The type of service offered shall be described with a complete description.

- c) The "unit" column should indicate the measurement for the drone service, such as per flight, per kilometer, per acre, per gigabyte, per square foot, etc., depending on the specific drone service being offered
- d) The Applicant may offer as many lines as possible, but one line for each service in the above table.
- e) Prices shall be of all inclusive except GST.

Yours faithfully,

(Signature, name and designation of the authorized signatory) (Name and seal of the firm)