



Invitation for Partnering with
Andhra Pradesh Technology Services,
On behalf of
Government of Andhra Pradesh

Technology Partnership is the APTS's vehicle for action on Digital India. It gives us a unique opportunity to bring cohesion and to scale up those activities that can really make a difference to the way Government of AP works.

In this regard, APTS was authorized by Government vide Go MS 19 dated 19.09.2016 of ITE&C department to "Establish MOUs, JVs and SPVs with Technology Companies including start-ups with the objective of introducing new and innovative technologies in Government to improve efficiency, transparency and cost effectiveness" and established guidelines for selection of partners by Andhra Pradesh Technology Services Limited vide Go MS No.6 dated 05.06.2017.

I. APTS would like to achieve this by

- a) Adopting new and innovative technologies within Government departments
- b) Reducing lead times for the introduction of Innovative Products/ Technologies
- c) To promote and market the technologies which have been implemented in Govt of AP, in other State Govts

II. In this regard the Proposals are requested from the Technology Partners. For fast track and associations, technology partners are requested to give proposals in brief and a detailed presentation of the same.

III. The Selection Process for the Proposals submitted by the Technology Companies are as per GO Ms No. 6 dated 05.06.2017. (Enclosed as annexure to this document)

IV. Desired and Indicative Technologies but not limited to:

- a) Artificial Intelligence(AI)
- b) Green IT
- c) IOT (Internet of Things)
- d) Machine Learning
- e) Semiconductor (Chip/device/System) design
- f) SMAC (Social Media, Mobility, Analytics and Cloud Computing)

V. Indicative Subjects but not limited to

- a) Agriculture
- b) Cloud Services
- c) Digital Literacy

- d) Disaster Management
- e) Education
- f) e-Service Delivery
- g) GIS-based applications in the areas of Urban Development, Agriculture & Rural Development, Water Resources Management, Mines & Minerals, Forest & Environment, Disaster Management, Tourism Development, Traffic Management, Management various assets through the use of GIS, Government/ Community lands Management.
 - i. Localization Products and Tools namely, content development in Telugu and thereby bridging the digital divide, development of language technologies for text-to-speech and speech-to-text, voice recognition, machine translation, voice web, to enable language-independent delivery of services
 - ii. Use of Social Media by Government agencies
- h) Healthcare
- i) Identity and Access Management
- j) Integrated Water Management
- k) Knowledge Management
- l) Location Based services
- m) Logistics Management
- n) Project Portfolio Management
- o) Rural Development
- p) Smart Cities
- q) Social Benefits Management Systems
- r) Software Defined Networks

VI. The MOU/JV's process shall consist of the following stages

- A. Proposal Stage
- B. Pilot for the Prototypes, POC, Site Visit (if required)
- C. Implementation/Rollout Stage
- D. Operations and Promotions Stage

VII. Proposal submission procedure

- (i) The Proposal shall be submitted in the formats enclosed in the document as part of Annexure I.
- (ii) However any additional information which is not covered under these forms can be given as additional attachment.
- (iii) The Proposal shall be indexed and page numbered and submitted at the address given below:

**Managing Director,
AP Technology Services Ltd,
Flat 302, Bhannu Krishna Nilayam,
Vellanki Rammohan Rao Street,**

**Ashok Nagar, Near Siddhartha Academy,
Moghalraj puram,
Vijayawada-520010, Andhra Pradesh**

VIII. Proposal Stage:

Technology Interventions to be proposed which may address the challenges and bottlenecks that impede effective implementation, particularly for delivery of Government Services.

- a) Propose innovative technologies to address the Bottlenecks in the G2C service Delivery and also G2B and G2G service delivery
- b) Propose the Entire end to end cycle of the proposed technology and also clearly articulate the Key Performance Indicators that shall be improved upon on the successful implementation of the proposed technology.
- c) Present a clear business plan to implement the technology at appropriate levels/ departments.
- d) Proposal Clearly determine the economy's/firm's needs from the partnership
- e) Proposal shall have clear provisions for a framework for technology transfer
- f) Proposal shall have the design of organization structure that could achieve the desired outcomes.
- g) Sign MoU/ JV/ SPV as the case may be with the clear objective of the speedy introduction of the proposed Technology Intervention.
- h) Once the agreement is signed, Firm should start implementing and monitoring the project with a clear and precise communication plan and work plan.

IX. Pilot for the Prototypes

This stage is particularly applicable in case the proposed Technology/Innovation is at Prototypage stage but yet to be tested in the field especially for the Technology Partnerships with Start Ups/ Universities etc and shall involve following activities:

- a) APTS will facilitate the technology partner to test the prototype of the proposed concept particularly the support to get the requisite data from departments.
- b) Firm shall establish proper platform including all underlying Bill of Material of the concept development into prototype.
- c) Firm shall develop relevant test cases to demonstrate the usability of the prototype.
- d) Firm shall perform multiple design iterations until the desired objectives and performance of the proto type is achieved.
- e) Firm shall develop the prototype and come with pilot ready solution to be tested on real scenarios as applicable
- f) Pilot shall undergo User Acceptance and other performance testing at the selected departments for the selected use cases.
- g) Detailed Bill of materials including all dependencies and integrations required at the GoAP level shall be clearly articulated and implemented during the pilot stage.

- h) Firm shall also perform Load testing with real time scenarios to clearly replicate the real time experience and once the Pilot achieves the desired KPIs as per the initially agreed service levels, shall go for roll out stage.

X. Implementation / Rollout Stage

- a) Firm shall clearly define rollout methodology and timelines for the rollout stage.
- b) Firm shall implement the technology as per the roll out and implementation plan
- c) Project management team shall be deployed to communicate the status to APTS at regular intervals.
- d) KPIs shall always be monitored and corrective actions shall be taken by both APTS and the Firm to achieve the desired KPIs.

XI. Operations and Promotions Stage

- a) The partner shall propose implementable revenue model linked with KPI to encourage departments adopt this technology
- b) The partner shall implement Management modules to enable regularly monitor agreement KPIs / revenue.
- c) Firm shall deploy proper Operations and Management Team to support the GoAP departments at regular intervals as per the Terms and Conditions of the agreement.
- d) Promoting the successful product is essential to reap the benefits of the implementation. In this regard Firm shall perform the following activities.
 - i. Prepare proper campaign plan to take the solution forward to wider reach.
 - ii. Firm shall propose to APTS the Business and Implementation model to implement the technology across the Country.
 - iii. Build alliance group with other technology enablers to implement the proposed technology in other states.
 - iv. Marketing and Campaign teams shall be jointly established with APTS to promote the technology.
 - v. Necessary investments shall be done by the Firm as per the agreement for the campaign activities.

Annexure I: Technical - Forms

Form T1: Application Form for Submission of Proposal (On Letter Head)

Application for Innovation /Technology Partner

Date:

Place:

To

**The Managing Director,
AP Technology Services,
Flat 302, Bhannu Krishna Nilayam,
Vellanki Rammohan Rao Street,
Ashok Nagar, Near Siddhartha Academy,
Moghalraj Puram,
Vijayawada-520010, Andhra Pradesh**

Details of Application

S.No		
1	Name of Organization / Firms	
2	Category(Please "✓" mark at appropriate place)	
	A) Individual	
	B) Partnership	
	C) Private Limited	
	D)Others(Please specify)	
3	Address(postal)	
	Pin code	
	Telephone/s(with STD code)	
	Fax No	
	Email ID	
4	Name of the CEO/ MD/COO	
	Contact Details- Tele/Fax/Email	
5	Name of the Contact person & Designation	
	Mobile No. & email	
6	Certificates of OEM/CMM4/ISO	
7	Details of Innovation/Technology Category	

Name & Designation of the Authorized signatory :
(Signature) (Seal of Organization)

Date:

Form T2: Brief description of Innovation/Technology

- (i) Whether the Proposal is of Innovation / new Concept / Emerging Technology, Specialization
- (ii) Level of innovation, uniqueness and technological merits
- (iii) Technical feasibility, Operational Feasibility and Commercial Feasibility
- (iv) Feasibility of Technology Innovation in Government Scenarios and Business model with Opportunities/ Potential for replication,.

(A Brief description on the above points not exceeding four pages)

Name & Designation of the Authorized signatory :
(Signature) (seal of Organization)

Date:

Form T3: Spectrum of Services and Delivery Mechanism

- (i) Spectrum of services and their Population coverage in the State and Country to ensure the scalability to make an impact on the Government / Public Organizations
- (ii) Advantages/Disadvantages of the proposed technology

(A Brief description on above points not exceeding 1 page)

Name & Designation of the Authorized signatory :
(Signature) (seal of Organization)

Date:

Form T4: Service Level Agreement

- (i) Service Level Agreement (SLA) and Key Performance Indicator (KPI) for the solution / technology

(A Brief description on above points not exceeding 1 or 2 pages)

Name & Designation of the Authorized signatory :
(Signature) (Seal of Organization)

Date:

Form T5: Certification/Awards (if any)

S.No	Certificate/Award	Issuing Authority	Date of Issue	Date of Expiry (if applicable)

Name & Designation of the Authorized signatory :
(Signature) (Seal of Organization)

Date:

Form T6: Manpower Details, Experience

S. No	Name & Designation	Qualification	Experience (years)	Sector of Expertise	Proposal Certifications
1.					
2.					
3.....					

Name & Designation of the Authorized signatory :
(Signature) (Seal of Organization)

Date:

Form T7 : Proposed Innovation/Technology Projects / POCs/ Pilots undertaken during last two years:

S. No	Name of the Project	Category	Start Date	End Date	Contact Person	
					Contact Person Name, Designation	Mail- id and Phone Number
1.						
2.						
3.						

*-Development/Consultancy/Both/System Integration/AMC (Use separate Sheet, if required)

Name & Designation of the Authorized signatory :
(Signature) (Seal of Organization)

Date:

Form T8: Declaration Form

The information provided in this form is accurate and true to the best of my knowledge
We agree to abide by the terms & condition prescribed by APTS/GoAP from time to time

Name & Designation of the Authorized signatory :
(Signature) (Seal of Organization)
Date:

Annexure II :

Go Ms No. 6 dated 05.06.2017

GOVERNMENT OF ANDHRA PRADESH

ABSTRACT

ITE&C Department - Role of APTS - Guidelines for selection of partners for Joint Ventures (JV) / Special Purpose Vehicles (SPV) with Technology Companies for innovative projects - Orders Issued.

**INFORMATION TECHNOLOGY, ELECTRONICS AND COMMUNICATIONS
(ADMIN) DEPARTMENT**

G.O Ms. No. 6

Dated: 05-06-2017

Read the following:

1. Memorandum & Articles of Association of APTSL
2. G.O.Ms.No. 71, Fin. & Plg. (Plg. Wing: PS) Dept., dt: 20.12.1985
3. G.O.Ms.No. 45, Fin. & Plg. (Plg. Wing: 20) Dept., dt: 09.07.1990
4. G.O.Ms.No. 43, ITE&C Department dated 15.06.1998
5. G.O.Ms.No. 12, ITE&C Department dated:08.06.2015
6. G.O.Ms.No. 19, ITE&C Department dated 19.09.2016

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ORDER:

The Government established Andhra Pradesh Technology Services Limited (APTSL) as a centralized agency for procurement and consultancy in Information Technology related services for all the State Government departments vide GO third read above. As per the Memorandum & Articles of Association of Andhra Pradesh Technology Services Limited and as per the G.O second read above, Andhra Pradesh Technology Services Limited was established with a mandate (i) to provide Consultancy to Government Departments and Corporations in purchasing computer hardware (ii) to provide consultancy to upgrade the computers and other electronic systems (iii) Maintenance of hardware (iv) Development of software and other IT services etc.

2. The country is moving towards the digital world and Technology Partnership(s) is the APTSL's vehicle for action on Digital India. It gives a unique opportunity to bring cohesion and to scale up those activities that can really make a difference to the way Government of Andhra Pradesh works. In this regard, Andhra Pradesh Technology Services Limited was authorized vide GO sixth read above to "establish Joint Ventures (JVs) and Special Purpose Vehicles (SPVs) with Technology Companies including start-ups with the objective of introducing new and innovative technologies in Government to improve efficiency, transparency and cost effectiveness". While undertaking the above functions, Andhra Pradesh Technology Services Limited will be guided by the twin objectives of financial viability of the organization and customer satisfaction and will function as a professional organization".

P.T.O

3. As per the above G.O.Ms.No. 19, Andhra Pradesh Technology Services Limited has proposed the draft guidelines and submitted to Government on the process of identification of the suitable partner firms / companies such as startups, technology partners, and innovative firms. The Government after careful examination of the matter, hereby issue the following orders.

4. Managing Director, Andhra Pradesh Technology Services Limited shall engage Legal Advisory Services, Financial Advisory Services firms from the open market on suitable terms and conditions to assist in the selection process.

5. The guidelines for selection of partners by Andhra Pradesh Technology Services Limited shall be of two stage methodology as detailed below and not through Request For Proposal/Bidding process.

6. Stage I: Technical Evaluation Committee (TEC)

(a) **Technical Evaluation Committee** shall examine the proposals of the firms and evaluate the solutions. The Technical Evaluation Committee is constituted with the following members:

- (i) The MD, APTS, Chairperson
- (ii) The Director, MeeSeva
- (iii) The CEO, e-Gov Authority
- (iv) Representative of IT, E& C Department
- (v) Representative of RTGC
- (vi) Representative from concerned Department
- (vii) The President / Secretary, ITAAP
- (viii) Representative from one of the Universities / Technical Education Institutions
- (ix) The ED/GM APTS – Convener
- (x) Any other expert / resource based on requirement may be co-opted by MD, APTS

(b) The Technical committee may examine the proposals submitted from the perspective of:

- (i) Whether the Proposal is of Innovation / new Concept / Emerging Technology, Specialization
- (ii) Level of innovation, uniqueness and technological merits
- (iii) Technical feasibility, Operational Feasibility and Commercial Feasibility
- (iv) Feasibility of Technology Innovation in Government Scenarios and Business model with Opportunities/ Potential for replication,.

P.T.O

- (v) Spectrum of services and their Population coverage in the State and Country to ensure the scalability to make an impact on the Government / Public Organizations
- (vi) Advantages/Disadvantages of the proposed technology
- (vii) The evaluation may include one or more of the following:
 - (a) Presentation/ Demo of the Proposal or Concept by the entrepreneur
 - (b) Discussions with the Technical committee
 - (c) Pilot Implementation / Proof of Concept (PoC) On-site visits
- (viii) Service Level Agreement (SLA) and Key Performance Indicator (KPI) for the solution / technology
- (ix) In case of established Technology firms / SME :
 - (a) The Certifications/ Awards /Patents
 - (b) The Technology stack
 - (c) Team strength & previous projects
 - (d) Customer reference

7. Stage II: Financial Evaluation Committee (FEC)

(a) The commercial proposals of the firms whose proposals have been recommended by the Technical Evaluation Committee shall be considered for Stage II evaluation by the Financial Evaluation Committee. At this stage, the business model, investments, sharing of revenues, respective rights and obligations would be initially discussed by Andhra Pradesh Technology Services Limited and the same would be placed before the Financial Evaluation Committee for consideration. The Financial Evaluation Committee is constituted with the following members:

- (i) The Managing Director, Andhra Pradesh Technology Services Limited-, Chairperson
 - (ii) The Secretary, Finance Department or representative
 - (iii) Representative of Information Technology Electronics & Communications Department
 - (iv) Representative from concerned Department
 - (v) Financial Expert identified by Managing Director, Andhra Pradesh Technology Services Limited
 - (vi) The Executive Director/General Manager Andhra Pradesh Technology Services Limited – Convener
 - (vii) Any other expert / resource based on requirement may be co-opted by Managing Director, Andhra Pradesh Technology Services Limited
- (b) *The committee would be assisted by Financial Advisory Services agency engaged by Andhra Pradesh Technology Services Limited.*

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(c) Some of the following criteria may be examined in the Financial Evaluation Committee:

- (i) Business Model proposed
- (ii) Commercial Feasibility / Viability
- (iii) Business proposition to Andhra Pradesh Technology Services Limited
- (iv) Implementable revenue model linked with Key Performance Indicators to encourage the departments in adopting the technology
- (v) Opportunity to tap External funding (GoI, GoAP, NGO, International) available under different schemes - Funding pattern, conditions and time lines
- (vi) Justification of the Proposed Cost, Capital Expenditure, Operating / Recurring Expenditure, Capacity building etc.
- (vii) Proposed long-term growth and financial viability
- (viii) Balance between quality to cost with likelihood of success
- (ix) Addressing a clearly defined technical resources required for implementing & maintaining the solution
- (x) Time lines
- (xi) Service Level Agreement and Key Performance Indicators for the Solution / Technology
- (xii) Period of contract
- (xiii) Terms such as Exit management, Termination, Intellectual Property Rights, Escrow arrangement etc.

8. In case of Startups, Financial Evaluation Committee will give suitable leverage for Financial Strength of the company, in view of their uniqueness of the solution and also give support to Startup ecosystem.

9. In the G.O sixth read above, Government authorized to Establish Joint Ventures (JVs) and Special Purpose Vehicles (SPVs) with Technology Companies. Where ever it is not feasible/ advisable, APTS may with the approval of the Government enter into legal agreements with the selected partners/ firms.

10. This order issued with the concurrence of Finance department vide U.O.No.36022/59/2017 dated 02.05.2017 and will come into force with immediate effect.

(BY ORDER AND IN THE NAME OF THE GOVERNOR OF ANDHRA PRADESH)

K.VIJAYANAND

Principal Secretary to Government (FAC)

To
The Managing Director, AP Technology Services Ltd., Hyderabad
All Departments of the Secretariat
All Heads of departments

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All District Collectors
The Pay and Accounts Officer / The Director Treasuries and Accounts
The Accountant General, A.P., Hyderabad.
Law (B) Dept.
Copy to:
The P.S. to Chief Secretary to Government
The P.S. to Prl. Secretary, IT

//FORWARDED::BY ORDER//

Joint Secretary to Government (HRD) i/c