

## **ATAL BIHARI VAJPAYEE INNOVATION LAB**

**(An SPV under Department of Information Technology & e-Gov., Govt. of Jharkhand)**

Reg. Office: Old Jharcraft Building, DIC Campus, Ratu Road, Ranchi-834001

CIN: U85300JH2018NPL012321; Contact: 0651-2282690

**Notice no.: ABVIL/Ltr. no. 31**

**Date: 03 July, 2019**

### **NOTICE**

**(INVITING APPLICATIONS FOR ASSOCIATION WITH ABVIL FOR “PROVIDING FREE CLOUD BASED/  
WEB-BASED/ CRM/ MENTORSHIP/ ANGEL AND VC SERVICES TO STARTUPS” IN JHARKHAND)**

Atal Bihari Vajpayee Innovation Lab (ABVIL) invites applicants to submit proposals who intends to associate with ABVIL to provide free of cost cloud based/ web-based/ CRM/ mentorship/ Angel and VC services to startups in Jharkhand.

Interested applicants are requested to submit the applications in the prescribed proforma along with the detailed proposal. Detailed application notice, format of application and annexures are available on the website <http://jharkhandinnovationlab.org>. The application should reach the following address through Registered/Speed post:

**CEO, ATAL BIHARI VAJPAYEE INNOVATION LAB, 2ND FLOOR, ROOM NO. 213, NEW POLICE LINE,  
NEW EXCISE BUILDING, KANKE ROAD, RANCHI, JHARKHAND-834001**

Application forms complete in all respects with all the annexures can also be emailed to [abvil2018@gmail.com](mailto:abvil2018@gmail.com).

All the pages of the duly filled application format should be appended with the signatures of the applicant and “**Application For Association with ABVIL for “Providing Free Cloud Based/ Web-based/ Crm/ Mentorship/ Angel And Vc Services to Startups In Jharkhand”**”, should be clearly super-scribed on the envelope.

The presentation will be held on date and time as intimated separately on receiving proposal at the office.

**Sd/-**

**(Umesh Prasad Sah)**

CEO - ABVIL

**ATAL BIHARI VAJPAYEE INNOVATION LAB**

(An SPV under Department of Information Technology & e-Gov., Govt. of Jharkhand)

Reg. Office: Old Jharcraft Building, DIC Campus, Ratu Road, Ranchi-834001

CIN: U85300JH2018NPL012321; Contact: 0651-2282690

Letter no.: 32

Date: 3/07/19

From,

**Umesh Prasad Sah,**  
CEO, ABVIL

To:

All industry / corporate organizations in India

**Sub: Letter of Invitation for association with ABVIL for providing free cloud based/ web-based/ CRM/ mentorship/ Angel and VC services to the startups in Jharkhand**

Sir,

Atal Bihari Vajpayee Incubation Lab (ABVIL) invites the applicants (Govt. Institutes & Universities) to submit their proposals who intends to associate with ABVIL provide free of cost cloud based/ web-based/ CRM/ mentorship/ Angel and VC services to the startups in Jharkhand. The detailed proposals shall be submitted online and offline.

The Presentation will be held on date and time as intimated separately on receiving proposal at the Office of Director, DoIT & e-Gov. also CEO-ABVIL, 3<sup>rd</sup> Floor, Project Building, Dhurwa, Ranchi, Jharkhand - 834004.

For any other clarifications related to proposal submission, corporated may contact ABVIL on telephone no. 0651-2282690/ +91-9905679258 during office working hours. All communications including the submission of proposals should be addressed to:

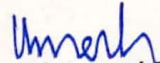
**CEO,**

**Atal Bihari Vajpayee Innovation Lab,**

Room No. 213, 2nd Floor, New Excise Building, New Police Line  
Ranchi, Jharkhand-834008.

**E-mail Address:** [abvil2018@gmail.com](mailto:abvil2018@gmail.com)

Yours faithfully

  
(Umesh Prasad Sah)  
CEO – ABVIL

**Notice to corporate entities for their association with ABVIL to  
provide cloud based/ web-based/ Customer Relationship  
Management(CRM)/ Mentorship/ Angel and VC services to startups  
in Jharkhand**



issued by:

**Atal Bihari Vajpayee Innovation Lab (ABVIL), Government of Jharkhand**

**Atal Bihari Vajpayee Innovation Lab, Govt. of Jharkhand  
DIC campus, Ratu Road, Ranchi 834001, JHARKHAND  
Tel: 0651-2282690**

**ATAL BIHARI VAJPAYEE INNOVATION LAB**  
**(An SPV under Department of Information Technology & e-Gov., Govt. of Jharkhand)**  
Reg. Office: Old Jharcraft Building, DIC Campus, Ratu Road, Ranchi-834001  
CIN: U85300JH2018NPL01232  
Contact: 0651-2282690

Letter No: \_\_\_\_\_

Dated: \_\_\_\_\_

From:

**CEO,**  
Atal Bihari Vajpayee Innovation Lab (ABVIL)  
Ranchi, Government of Jharkhand

To: **All industry / corporate organizations in India**

**Sub: Letter of Invitation for association with ABVIL for providing free cloud based/ web-based/ CRM/ mentorship/ Angel and VC services to the startups in Jharkhand.**

**Sir,**

Atal Bihari Vajpayee Innovation Lab(ABVIL) invites applicants to submit their proposals who intends to associate with ABVIL to provide free of cost cloud based/ web-based/ CRM/ mentorship/ Angel and VC services to startups in Jharkhand. The detailed proposals shall be submitted online and offline.

The presentation will be held on date and time as intimated separately on receiving proposal at the Office of Director- DoIT and e-Governance. also, the CEO, Atal Bihari Vajpayee Innovation Lab(ABVIL), 3<sup>rd</sup> Floor, Department of IT and e-Governance, Dhurwa, Ranchi-834004

For any other clarifications related to proposal submission, corporated may contact ABVIL on telephone no. 0651-2282690 during working hours. All communications including the submission of proposals should be addressed to:

**CEO,**  
**Atal Bihari Vajpayee Innovation Lab, Ranchi**  
**2nd Floor, New Excise Building, New Police Line,**  
**Kanke Road, Ranchi – 834008.**  
**Phone: 0651-2282690**  
**Email: [abvil2018@gmail.com](mailto:abvil2018@gmail.com)**

Yours faithfully,

**CEO**

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## 1. Introduction

As per the Jharkhand Startup policy- 2016, Government of Jharkhand has one of the objectives “to collaborate with ecosystem partners” and launch the offering of these corporate services through Startup Jharkhand portal for startups in the State. In this context, with this Government of Jharkhand aims to create opportunities for every strata of the society by providing equitable ecosystem for the development of entrepreneurship and innovation specially Startups of Jharkhand. In view of the same, State has developed a dedicated incubation space of 15,000 sq. ft. in Atal Bihari Vajpayee Incubation Lab (ABVIL) at “Old Jharcraft Building, DIC campus, Ratu Road, Ranchi” in association with IIM Ahmedabad, for which an MoU has already been signed by DoIT & e-Gov. with IIM Ahmedabad.

ABVIL will be the hub incubator in the State with other incubators/ incubation centers acting as spokes in a Hub and spoke (HAS) model for incubation as prescribed by Jharkhand Startup policy 2016 and its amendments/ addendums.

## 2. General

### 2.1 Scope

The authority wishes to receive applications for on-boarding experienced and capable applicants for providing free of cost cloud based/ web-based/ CRM/ Mentorship/ Angel and VC services to the startups in Jharkhand for a fixed tenure of twelve months. The interested applicants post discussion on mutual terms & conditions, shall sign a non-financial implication agreement with Atal Bihari Vajpayee Innovation Lab; ABVIL (1<sup>st</sup> party- ABVIL, Govt. of Jharkhand and 2<sup>nd</sup> party- Industry/ Corporate entity).

The entity shall extend free services to startups in Jharkhand for a minimum tenure of 12 months post which the entity and startup may extend the tenure of services on mutually agreed terms & conditions amongst themselves, which would not be governed by Atal Bihari Vajpayee Innovation Lab(ABVIL). All the fiscal & non-fiscal supports will be as per the Jharkhand Startup Policy 2016 and its addendum & amendment.

### 2.2 Eligibility Criteria of Applicants

For determining the eligibility of applicants for their eligibility hereunder, the following shall apply: -

- a) The industry/ corporate entity shall be Private Limited Company (under The Companies Act, 2013) or a Registered Partnership Firm (under The Indian Partnership Act, 1932) or Limited Liability Partnership (under The Limited Liability Partnership Act, 2008).
- b) The industry/ corporate entity must be in India or have its branch in Jharkhand hereby referred as “entity”, shall be eligible to submit their proposals termed as “Applicants” for this EoI.

### 2.3 Evaluation for association

- a) Submission of proposal would first be checked for responsiveness with the requirements.
- b) In case the Proposal is found to be responsive, the Proposal would be evaluated.
- c) Proposal would be evaluated on the various aspects.
- d) Corporates found to be eligible as per the eligibility criteria would be called for delivering Technical presentation.

### 2.4 Right to accept or reject any or all Applications

- a) Notwithstanding anything contained in this Notice, the Authority reserves the right to accept or reject any Application and to annul the association process and reject all applications, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reason therefore.
- b) In case it is found during the evaluation or at any time before signing of the performance contract or after its execution and during the period of subsistence thereof, that one or more of the eligibility conditions have not been met by the Applicant, or the Applicant has made a material misrepresentation or has given any materially incorrect or false information, the Applicant shall be disqualified forthwith, as the case may be, the same shall, notwithstanding anything to the contrary contained therein or in this Notice, be liable to be terminated, by a communication in writing by the Authority to the Applicant, without the Authority being liable in any manner whatsoever to the Applicant and without prejudice to any other right or remedy which the Authority may have under this Notice.

- c) The Authority reserves the right to verify all statements, information and documents submitted by the Applicant in response to the Notice. Any such verification or lack of such verification by the Authority shall not relieve the Applicant of its obligations or liabilities hereunder nor will it affect any rights of the Authority there under.

### **3. Details of partnership services to be provided to Jharkhand Startups**

#### **3.1 Any of the following or all list of services(suggestive) may be provided to the startups by the entity**

- a) Ensure participants are trained on the basics of accounting to help them get their business financial foundations right.
- b) Product development support to startups to help build product integrations and offer their application to entity's customer base in India.
- c) Free credits for suite of integrated business and productivity applications with complementary mobile and native versions for the entire startup organization. These applications shall help grow sales, market business, accounting, communicate with teammates and external customers.
- d) Mentorship workshops to engage with the startups - to understand the difficulties/roadblocks they face in terms of technology, increase their productivity and collaboration during their different stages of growth
- e) Offer cloud based telephony services at zero rentals for a fixed tenure wherein the startups would be entitled to toll free number, live dashboard, call tracking & recording, push reports, live call transfer, remarketing, data Security and real-time notifications
- f) Startups shall receive free promotional credits for using cloud services and other benefits like: business & technical essentials' online training and self-paced labs
- g) Angel funding and Venture Capital (VC) support services to the startups in Jharkhand

#### **3.2 Support from Atal Bihari Vajpayee Incubation Lab (ABVIL) to the corporate entity**

- a) Share a list of startups functioning in the state and support the entity in garnering participation from startups in the state
- b) Access to Government infrastructure, workshop space and logistical support (including broadband access) for training sessions
- c) Help in reaching out to startups in the state and shortlisting them against predetermined eligibility criteria
- d) Personnel from ABVIL may be deployed full/ part time on need basis for facilitating the interactions between entity and Startups/ Entrepreneurs at different locations in Jharkhand
- e) Mentorship support and knowledge sharing sessions will be provided by ABVIL time to time.
- f) Announce and publicize the partnership through press releases and launch events and provide logistical support for co-marketing activities
- g) Atal Bihari Vajpayee Incubation Lab (ABVIL), Government of Jharkhand will extend continual support (non-financial implications) to the entity in extending the benefits to reach maximum startup beneficiaries.

### **4. Preparation and Submission of Proposals**

#### **4.1 Language**

The proposal and all related correspondence and documents shall be in English language. Supporting documents and printed literature furnished by the Applicant with the Application may be in any other language, provided that they are accompanied by translations of all the pertinent passages in the English language, duly authenticated and certified by the Applicant. Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation of the Application, the English language translation shall prevail.

#### **4.2 Submission of Proposal**

- a) The application shall be addressed to:

**CEO,**  
**Atal Bihari Vajpayee Innovation Lab, Ranchi**  
**2nd Floor, New Excise Building, New Police Line,**  
**Kanke Road, Ranchi – 834008.**  
**Phone: 0651-2282690**  
**E-mail Address: [abvil2018@gmail.com](mailto:abvil2018@gmail.com)**

- b) The proposal shall be submitted along with the Letter Comprising the Application for Association (as per Annexure-I) and Particulars of the Applicant (as per Annexure-II)
- c) Applications submitted by fax, telex, telegram shall not be entertained and shall be rejected.

#### **4.3 Application Due Date**

Proposals should be submitted at the office of ABVIL physically and at the e-mail address provided in clause 4.2 of this Notice in the manner and form as detailed in this Notice.

#### **5. Confidentiality**

Information relating to the examination, clarification, evaluation, and recommendation for the eligible Applicants shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional advisor advising the Authority in relation to or matters arising out of or concerning the Selection Process. The Authority will treat all information submitted as part of Application, in confidence and will require all those who have access to such material to treat the same in confidence. The Authority may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory entity and/ or the Authority or as may be required by law or in connection with any legal process.



**Annexure- I: Letter Comprising Application for Association**

Dated: \_\_\_\_\_

To,

**CEO,**  
Atal Bihari Vajpayee Innovation Lab (ABVIL)  
Ranchi, Government of Jharkhand

**Sub.: Association with ABVIL for providing free cloud based/ web-based/ CRM/ mentorship/ Angel and VC services to the startups in Jharkhand**

**Ref:** Notice no. \_\_\_\_\_, issued by ABVIL, Govt. of Jharkhand, Dated:

Dear Sir,

With reference to your Notice document, I/ we, having examined the Notice document and understood its contents, hereby submit my/ our expression of interest for the aforesaid project. The Application is unconditional and unqualified.

1. I/ We acknowledge that the Authority will be relying on the information provided in the Application and the documents accompanying such Application for eligibility of the Applicants for the aforesaid project, and we certify that all information provided in the Application and in Annexes is true and correct; nothing has been omitted which renders such information misleading; and all documents accompanying such Application are true copies of their respective originals.
2. This statement is made for the express purpose of association with Atal Bihari Vajpayee Innovation Lab(ABVIL). as an applicant for the development, operation and maintenance of the aforesaid Project.
3. I/ We shall make available to the Authority any additional information it may find necessary or required to supplement or authenticate the Application statement.
4. I/ We acknowledge the right of the Authority to reject our Application without assigning any reason or otherwise and hereby waive, to the fullest extent permitted by applicable law, our right to challenge the same on any account whatsoever.
5. I/ We declare that:
  - a. I/ We have examined and have no reservations to the Notice document, including any Addendum issued by the Authority;
  - b. I/ We do not have any conflict of interest in accordance with Clauses of this Notice document; and
  - c. I/ We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as defined in the Notice document, in respect of any tender or request for proposal issued by or any agreement entered into with the Authority or any other public-sector enterprise or any Government, Central or State;
6. I/ We understand that you may cancel the Notice issued at any time and that you are neither bound to accept any Application that you may receive nor to invite Applicants to apply for the Project, without incurring any liability to the applicant, in accordance with the Notice document.
8. I/ We hereby irrevocably waive any right or remedy which we may have at any stage at law or however otherwise arising to challenge or question any decision taken by the Authority in connection with the association of Applicants, or in connection with the association process itself, in respect of the above-mentioned Project and the terms and implementation thereof.
9. I/ We agree and undertake to abide by all the terms and conditions of the Notice document.

In witness thereof, I/ we submit this Application and Proposal under and in accordance with the terms of the Notice document.

Yours faithfully,

Date:

Place:

(Name & Designation of the authorized signatory)  
(Signature with seal of the Institute)

## **Annexure-II: Particulars of the Applicant**

1.
  - (a) Name:
  - (b) Address:
  - (c) Date of incorporation and/ or commencement:
2. Brief description of the Institute including details of its proposed role and responsibilities in this Project:
3. Particulars of individual(s) who will serve as the point of contact/ communication for the Applicant:
  - (a) Name:
  - (b) Designation:
  - (c) Company:
  - (d) Address:
  - (e) Telephone Number:
  - (f) E-Mail Address:
4. Particulars of the Authorised Signatory of the Applicant:
  - (a) Name:
  - (b) Designation:
  - (c) Address:
  - (d) Phone Number:
5. Separate sheet attached to provide views in the form of **proposal** on:
  - Deliverable timelines
  - Any other terms & conditions

## Annexure-III: Draft Performa- Non-financial Agreement

-----  
This agreement is entered on \_\_\_ day of \_\_\_\_\_ 20\_\_ at Ranchi, Jharkhand.

Between

Atal Bihari Vajpayee Incubation Lab (ABVIL), Ranchi, an SPV of Department of IT & e-Gov., Government of Jharkhand having its head office at DIC campus, Ratu Road, Ranchi 834001, (hereafter referred to as 'First Party')

And

\_\_\_\_\_ an organisation established/ incorporated under Act \_\_\_\_\_ having its Head office at \_\_\_\_\_ ( hereafter referred to as 'Second Party').

### A. General

- a) This Agreement is made to facilitate \_\_\_\_\_ (*Name of the Organisation*) for the establishment of the aforesaid project/activities in Jharkhand in a time bound manner.
- b) This Agreement shall be non-financial agreement and shall not be binding monetarily in any form, to the parties signing this agreement.
- c) This agreement indicates the intention of the organisation in brief about the proposed industry and the possible facilitation to be extended by ABVIL and shall remain valid only for a maximum period of 12 (twelve) months from the date of entering into this Agreement.
- d) This agreement will automatically expire after one year from the date of signing of agreement if the second stage of agreement is not signed with the ABVIL. This initial first stage agreement will expire on \_\_\_\_\_ 20\_\_\_. No separate notice will be required to be issued for this.
- e) All the fiscal & non-fiscal supports will be as per the Jharkhand Startup Policy 2016 and its addendum & amendment.

**B. Any of the following or all list of services may be provided to the startups by the entity**

- a) Ensure participants are trained on the basics of accounting to help them get their business financial foundations right.
- b) Product development support to startups to help build product integrations and offer their application to entity's customer base in India.
- c) Free credits for suite of integrated business and productivity applications with complementary mobile and native versions for the entire startup organization. These applications shall help grow sales, market business, accounting, communicate with teammates and external customers.
- d) Mentorship workshops to engage with the startups - to understand the difficulties/roadblocks they face in terms of technology, increase their productivity and collaboration during their different stages of growth Offer
- e) Cloud based telephony services at zero rentals for a fixed tenure wherein the startups would be entitled to toll free number, live dashboard, call tracking & recording, push reports, live call transfer, remarketing, data Security and real-time notifications
- f) Startups shall receive free promotional credits for using cloud services and other benefits like: business & technical essentials' online training and self-paced labs
- g) Angel funding and Venture Capital (VC) support services to the startups in Jharkhand
- h) Other List of services (If any) is attached as **annexure 1**

**C. Support from Atal Bihari Vajpayee Incubation Lab (ABVIL) to the corporate entity**

- a) Share a list of startups functioning in the state and support the entity in garnering participation from startups in the state
- b) Access to Government infrastructure, workshop space and logistical support (including broadband access) for training sessions
- c) Help in reaching out to startups in the state and shortlisting them against predetermined eligibility criteria
- d) Personnel from ABVIL may be deployed full/ part time on need basis for facilitating the interactions between entity and Startups/ Entrepreneurs at different locations in Jharkhand
- e) Mentorship support and knowledge sharing sessions will be provided by ABVIL time to time.
- f) Announce and publicize the partnership through press releases and launch events and provide logistical support for co-marketing activities
- g) Atal Bihari Vajpayee Incubation Lab (ABVIL), Government of Jharkhand will extend continual support (non- financial implications) to the entity in extending the benefits to reach maximum startup beneficiaries.

**D. Miscellaneous**

- a) The validity and interpretation of this agreement shall be governed by the High Court of Jharkhand. If any dispute arises out of this agreement between the parties, then the Parties shall resolve that dispute by negotiations in good faith. If the dispute cannot be resolved within sixty (60) days of commencement of negotiations, then the same will be referred to arbitration. The arbitration tribunal shall comprise of three arbitrators, one to be appointed by each party and the third arbitrator to be appointed by the two arbitrators so appointed. Such arbitration shall be governed by "The Arbitration and Conciliation (Amendment) Act, 2015". The arbitration proceedings shall be in English language. The venue of arbitration shall be Ranchi, Jharkhand. The arbitral award shall be final and binding upon the parties, and each party agrees to bear its own costs of arbitration and to equally share the fees of the arbitration tribunal, unless the arbitration tribunal decides otherwise.
- b) This agreement is subjected to usual force majeure clause. Institute shall not be liable for penalty for any delay in establishment of Innovation & Incubation Center due to any reason beyond its control or because of any natural calamity like flood, earthquake etc., and other reasons covered under usual force majeure clause.
- c) This Agreement may only be amended or modified by a written agreement signed by the representatives of each party. The parties may disclose certain confidential information to the other in relation to any future proposal made under this agreement.
- d) Each party therefore agrees that the contents of this agreement and the negotiations in relation to any future proposal remain strictly confidential and each party hereby undertakes not to disclose the same to any third party, save for its professional advisers, without the prior written consent of the other party except where such disclosure is required by law (including, without limitation, under applicable freedom of information legislation).
- e) Should there be a dispute relating to any aspect of academic cooperation the Secretary, DoIT & e-Gov., Government of Jharkhand, his/her nominee and \_\_\_\_\_ of Institute, his/ her nominee will jointly resolve the dispute in a spirit of independence, mutual respect, and shared responsibility.

IN WITNESS WHEREOF THE Parties have executed this MoU on the day and year mentioned below:

**For and on behalf of**

Atal Bihari Vajpayee Incubation Lab (ABVIL),  
RANCHI, Government of Jharkhand

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(Authorised Signatory)

Name: Mr. \_\_\_\_\_

Designation: \_\_\_\_\_

Contact No.: \_\_\_\_\_

Email: \_\_\_\_\_

Address: \_\_\_\_\_

WITNESS:

1.

2.

**For and on behalf of**

---

(Authorised Signatory)

Name: Mr. \_\_\_\_\_

Designation: \_\_\_\_\_

Contact No.: \_\_\_\_\_

Email: \_\_\_\_\_

Address: \_\_\_\_\_

WITNESS:

1.

2.