

EXPRESSION OF INTEREST (EOI)

ONBOARDING AGENCIES FOR THE DECENTRALISATION & CURATION OF INNOVATIVE IDEAS AT LOCAL LEVEL FOR THE IDEA GRANT



KERALA STARTUP MISSION
CDAC 5th FLOOR , TECHNOPARK PHASE I
KARIYAVATTOM P.O, THIRUVANATHAPURAM
KERALA - 695 581

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1. NOTICE INVITING EXPRESSION OF INTEREST (EOI)

Kerala Startup Mission invites Expression of Interest (EOI)s for the engagement of Agencies for sourcing curated innovative ideas from students and innovators at local and regional levels for availing the Idea Grant.

The bidders who wish to participate in the EOI shall view the document from the website www.startupmission.kerala.gov.in. There is no cost involved for participating in the EOI. KSUM reserves the right to cancel the EOI as a whole or in part without assigning any reason.

2. INTRODUCTION

KSUM is the nodal agency of Government of Kerala to implement the Innovation Grant schemes. From this year onwards, KSUM is implementing Innovation Grant as a year long programme and is planning to scout curated innovations at local and regional levels. This will be implemented through agencies selected by KSUM. The agencies will call out applications and scout curated innovative ideas from the students and Innovators at a local or regional level. After being reviewed by domain experts these ideas will be appropriately submitted to KSUM. The ideas so selected will be finally pitched before the Grant Expert Committee and the winners will be eligible for an Idea Grant up-to Rs.2 Lakhs.

The Agency will also be given a management fee of maximum 4% of the sanctioned grant amount for the selected ideas for the purpose of monitoring and successful implementation of the project.

Objectives

1. To encourage local agencies working on innovation and start-up ecosystem to come up with new innovations augmenting technology
2. To create opportunities for local people to try out their new ideas and transform it into business solution by accessing funds without further delay
3. To establish an entrepreneurship culture at micro levels and regional levels, under the expert guidance of this agency
4. To create a continuous pipeline for innovations and start-ups, towards the mission of KSUM in creating startups

Duration

The total duration of the assignment will be 1 year, which can be extended based on performance.

3. PRE-QUALIFICATION CRITERIA

The Pre-qualification criteria are as follows:

1. The agency should be active in ideation curation or working with innovations and startup ecosystem for at least 3 years
2. The agency should be entities aligning with entrepreneurship activities having an active legal registration of being a **Society / Trust / Non-Profit or Section 8 company / DST TBI /Registered Alumni Association / KSUM accredited IEDC / KSUM accredited TBI.**
3. The agency should not have any legal issues or non-compliance of any nature.

4. PRE-EOI MEETING

In order to clarify any queries and discuss the issues with respect to the Eoi a pre Eoi meeting as part of the process is scheduled at **11.00 am on 20.07.2023** via video conferencing. Prospective agencies/consultants are requested to submit the queries and doubts in advance to the email id **iedckerala@startupmission.in** by 5.00pm on or before 18-07-2023.

Enquiries Concerning the Eoi

All enquiries should be submitted to the following address in writing by e- mail:

Head
Innovation & Entrepreneurship Development Centres
Kerala Startup Mission
iedckerala@startupmission.in

Note: All communication from KSUM will be through email only. Any corrigendum/addendum/clarification to the EOI will be published and notified in KSUM's website www.startupmission.kerala.gov.in

5. SUBMISSION OF EOI

Please note that only entries submitted through the form provided below will be considered for evaluation. Any documents or Eois submitted through other means will not be taken into account. The EOI can be submitted via the KSUM website.

<https://forms.gle/i4Z39NkFXChwQJ5r8>

Last date for submission: July 30, 2023

Agencies who are submitting the application need to send the hard copy of all the supporting documents on or before **2 August 2023** to the below mentioned address.

Kerala Startup Mission
Thejaswini, G3B, Technopark Rd,
Karyavattom, Thiruvananthapuram, Kerala 695581

6. FORMAT FOR SUBMITTING EOI

The EOI shall include:

Cover letter: The EOI should start with a cover letter that introduces the agency, its experience in developing similar projects and activities, and its interest in the proposed emerging technologies hub.

Agency profile: The agency should provide a brief profile that outlines its background, legal status, expertise, and resources.

Project team: The agency should provide details about the project team that will work for the project implementation, including the team structure, key personnel, and their roles and responsibilities.

Methodology: The agency should provide a brief overview of the methodology it plans for scouting and reviewing curated innovative ideas, including the key steps, timelines, and deliverables.

Experience: The agency should provide a list of similar projects it has completed in the past, along with relevant details such as project scope, budget, and outcomes.

Proposal: The agency should provide a detailed proposal of the project implementation plan, schedule, and milestones

Declaration: The agency should provide a declaration that it has read and understood the terms and conditions of the EOI and is willing to comply with them.

Supporting documents: The agency should provide any additional documents that may support its EOI, such as certificates of incorporation, tax registration, and relevant licenses.

Undertaking certified by the Authorized Signatory/Company Secretary about the legal status of the firm and that has not been blacklisted or debarred by any Central/State Governments/Govt Departments/ Govt Bodies/PSU

7. SELECTION

1. The Agency who meet all eligibility criteria, should apply for the Expression of Interest, in the KSUM Website
2. There will be initial scrutiny in terms of eligibility and the activeness in the ecosystem
3. There will be a selection committee, chaired by Planning group, KSUM

8. TENURE

1 year and shall be eligible for extension based on performance.

9. PERFORMANCE EVALUATION

The performance of the agency shall be evaluated based on the following parameters

Sl. No.	Parameter	Points	Weightage
1	Sourcing of ideas <ul style="list-style-type: none">● Programmes run for sourcing of ideas● Number of ideas sourced	5	15
		5	
2	Curation of ideas <ul style="list-style-type: none">● Hand holding of ideas for presentation readiness● Steps taken for curation of ideas	5	15
		5	
3	Hand holding of idea grant awardees <ul style="list-style-type: none">● Hand holding of curated ideas for grant● Hand holding the ideas not selected for grant● Number of idea grant awardees● Seeing through the ideas to completion	5	30
		5	
		5	
		5	
4	Conversion of ideas to startups <ul style="list-style-type: none">● Idea grant Awardees● Non idea grant awardees	5	40
		5	
Total		50	100

ANNEXURE A

DECENTRALISATION OF AGGREGATION & CURATION OF IDEAS

KSUM's project on Scouting of Local Innovations from students & Innovators

BACKGROUND

KSUM is the nodal agency of Government of Kerala to implement the Innovation Grant schemes. Innovation Grant has been an annual scheme, where KSUM used to call out applications once in a year and process them in bulk. This has been voluminous, unmanageable and a prolonged activity for KSUM, and start-ups while holding back for this grant, lose their momentum on the entrepreneurship journey.

This process predominantly affects the student category, as the delay leads to lost opportunities in building prototypes during their academic calendar, or time demands them moving on with new ideas or a choice of a career; and thus eventually lose track on starting up any ventures.

To resolve this, KSUM proposes to decentralise the aggregation and curation of innovative ideas, by agencies who are active in the startup ecosystem and communities. Such agencies are able to create a sound pipeline of curated innovative ideas from the students and Innovators at a local or regional level. These ideas will be properly fed into KSUM for review and approval of idea grants.

PURPOSE

The purpose of onboarding agencies is to create and develop a decentralised, curated and collaborative open innovation cluster ecosystem for innovators, entrepreneurs, entrepreneurship aspirants including students at a regional level. Any innovator (student or innovator) can submit their innovations through such local agencies.

OBJECTIVES

- To encourage local agencies working on innovation and start-up ecosystem to come up with new innovations augmenting technology
- To create opportunities for local people to try out their new ideas and transform it into business solution by accessing funds without further delay
- To establish an entrepreneurship culture at macro levels and regional levels, under the expert guidance of this agency
- To create a continuous pipeline for innovations and start-ups, towards the mission of KSUM in creating startups

ELIGIBILITY

- The agency should be active in ideation curation or working with innovations and startup ecosystem for at least 6 months

- The agency should have an active legal registration of being an NGO, Trust or a Non-Profit or Section 8 company, DST TBI, a Alumni Association approved by KSUM IEDC or a KSUM accredited IEDC, KSUM accredited TBI or entities aligning with entrepreneurship activities.
- The agency should not have any legal issues or non-compliance of any nature

SCOPE OF ASSOCIATION

- A CONNECTOR for innovators, entrepreneurs, and startup aspirants at regional levels to their various stakeholders and specifically for KSUM
- An EVANGELIZER, who will identify curated innovations and a FEEDER for KSUM to potential innovations or startups for KSUM for Innovation Grants or similar programs/schemes. The ideas are curated, scouted, and validated for innovations as well as commerciality by the clusters and the potential ones will be inbounded to the Kerala Startup Mission
- An INNOVATOR, who will manage various innovation and entrepreneurship initiatives at regional level
- A CLUSTER PARTNER, who will create and mobilize a continuous pipeline of innovations and startups for KSUM

ABOUT PROGRAMME

KSUM is re-designing Innovation Grant as a yearlong programme. KSUM is planning to pool in innovative ideas of technology in nature at a local or regional level. For this KSUM will identify an approved agency to roll out the task of scouting local innovations through calling out applications through KSUM Portal and evaluating them with domain technical experts through the portal. This can be done at multiple levels or as per the selection criteria approved by KSUM. The ideas which are finally shortlisted -after their pitching -should be forwarded to KSUM. KSUM will conduct a final pitch and approve the meritorious ideas for idea grants. The final pitch will be based on the Innovation Grant Guidelines of KSUM and will be approved by CEO-KSUM. The no.of ideas are not limited to the agencies.

The agency should closely work with IEDCs and the grant will be released only as per the Innovation Grant Guidelines of KSUM.

The agency will be given an administrative cost of 4% of the sanctioned grant and it will be released against the actual release of grant to the students. The agency must execute a separate NDA and Terms with the grantees(students or innovators), in a format approved by KSUM. Any violation of the terms and conditions may lead to the cancellation of membership of the agency with KSUM.

The agencies can also perform the below activities out of their interest:

- a. The Agency will do evangelization for pooling curated innovations and ideas at a local level. They will also evangelise on KSUM activities & schemes for starting up in Kerala, which can lead to a community development.

- b. The agency can run specific programmes for establishing and bolstering up the entrepreneurship ecosystem, as per their technology & industry domains /expert areas.
- c. The agency can leverage mentors, consultants and advisory members from their networks. This will help the student startups to translate their ideas into prototypes or as commercialisable products by mentoring or co- development.
- d. Can extend funding supports to these innovations, if they wish to do so

SELECTION

1. The Agency who meet all eligibility criteria, should apply for the Expression of Interest, in the KSUM Website
2. There will be initial scrutiny in terms of eligibility and the activeness in the ecosystem
3. There will be a selection committee, chaired by CEO- KSUM.
4. The selected agencies will execute MoU with KSUM

FUND DISBURSAL

1. The Funds for startups will be released through IEDC's and the agency should not charge any amount from the applicants or IEDCs
2. The funds for the agency will be 4% of the sanctioned grant amount will be credited in their Bank Accounts and their amount will be released at actuals as per the concurrent release to the students/innovators
3. The agencies should ensure the progress of the sanctioned project(s) before successive installments and completion of the project, while drawing the second tranche and update it with KSUM in every quarter.

CLOSURE OF THE PROGRAMME

KSUM owns the rights to the whole programme and can take decisions on the closure of the programme. This will be officially intimated to agencies in 15 days from the formal closure. The engagement is for one year only.