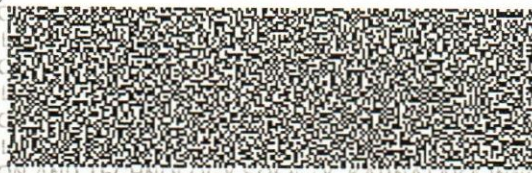


Government of Karnataka

Rs. 20/-

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Description of Document	: Article 37 Note or Memorandum
Description	: MOA
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Second Party	: STPI BANGALORE
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Please write or type below this line

Memorandum of Agreement

This Memorandum of Agreement ("**MoA**") is entered into on the 22nd day of July, 2021 ("**Effective Date**") at Bengaluru.

BY AND BETWEEN

KARNATAKA INNOVATION AND TECHNOLOGY SOCIETY, (formerly known as Karnataka Biotechnology and Information Technology Services) a society duly registered under the Karnataka Societies Registration Act, 1960, having its registered office at BMTC Building, 4th Floor (TTMC 'B' Block), B.T.S Road, off K.H. Road, Shanthinagar, Bengaluru - 560 027 and represented by the Managing Director, **Smt. Meena Nagaraj C.N.** (hereinafter referred to as "**KITS**") which expression shall, unless repugnant to or excluded by the context hereof, be deemed to mean and include its successors in interest and permitted assigns) of the **FIRST PARTY**:

Statutory Alert:

1. The authenticity of this Stamp certificate should be verified at 'www.shcilestamp.com/' or using e-Stamp Mobile App of Stock Holding Corporation of India.
Any discrepancy in the details on this Certificate and as available on the website of Mobile App of Stock Holding Corporation of India.

2. The onus of checking the legitimacy is on the users of the certificate.

3. In case of any discrepancy, please inform the Competent Authority.

Managing Director

ilestamp.com' or using e-Stamp Mobile App of Stock Holding
e website / Mobile App renders it invalid.

Department of Electronics, IT, Bt and S&T

Govt. of Karnataka

AND

Software Technology Parks of India (STPI), an autonomous society under the Ministry of Electronics & Information Technology, Govt. of India and having its HQ at New Delhi and its Bengaluru Directorate office at No.76 & 77, 6th Floor, Cyber Park, Electronics City, Hosur Road, Bengaluru-560100, represented by **Shri Shailendra Kumar Tyagi, Director, STPI-Bengaluru** hereinafter referred to as "**STPI**" which expression shall, unless repugnant to or excluded by the context hereof, be deemed to mean and include its successors in interest) of the **SECOND PARTY**.

For the purposes of this MoA, **KITS** and **STPI** shall be individually referred to as "**Party**" and collectively as "**Parties**".

All the Annexures and their contents shall be binding on the parties and form a part of this MoA.

Whereas:

- A. The Government of Karnataka (hereinafter referred to as "Government/GOK") has approved the proposal for setting up of the **Centre of Excellence for Efficiency Augmentation (CoE for EA)** through **KITS** vide G.O. No. **ITBT 43 ADM 2020** dated **30th November 2020**. The Government Order is enclosed herewith as **Annexure A**.
- B. As per the Government Order dated 30th November 2020, KITS shall transfer the required grants to STPI-Bengaluru for setting up and operationalizing the Centre of Excellence for Efficiency Augmentation.
- C. A separate bank account shall be opened in the name of Centre of Excellence for Efficiency Augmentation (COE-EA)
- D. The proposal received from STPI- Bengaluru to establish the Centre of Excellence for Efficiency Augmentation, dated 25th June 2020 and revised on 23rd Sept 2020, is attached to this MoA as Annexure B and shall be referred to as 'Project' hereinafter for the purpose of this MoA.

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- E. A Governing Council (GC) has been proposed to be constituted to advice on overall strategic guidance, review & monitoring of the CoE-EA, and the details are annexed as **Annexure C**.
- F. A Project Management Group (PMG) shall be formed, for management & implementation of the CoE-EA. The PMG shall be empowered with all administrative & financial powers required for creation & operation of CoE -EA (including changes & modifications, if any,) in order to meet the intended objectives as per its mandate within the approved budgetary provisions. The details of the PMG are annexed as **Annexure C**.
- G. In view of the above said Orders and the pursuant deliberations, the Parties to this Agreement have entered into this MoA for utilisation of funds provided by GOK to CoE – EA as per the terms of this Agreement.

This Memorandum of Agreement (MOA) defines the roles and responsibilities of the participating agencies for operationalization of CoE – EA and other matters related to it.

1.0 Role of KITS, DEPARTMENT OF ELECTRONICS, IT, Bt and S&T (FIRST PARTY):

- 1.1. To provide Grants for over a period of 5 years from the Effective Date of signing the MOA.
- 1.2. KITS shall draw the Grants under IT Policy Head of Account and transfer the required grants to STPI, Bengaluru to operationalize the CoE – EA.
- 1.3. KITS shall not be responsible for any claims of third parties in the setting up and operationalization of CoE – EA.
- 1.4. Budgetary Details of COE-EA are as given in **Annexure D**.
- 1.5. Conditions of grant support is given in **Annexure E**.

2.0 Role of STPI, Bengaluru as Implementing Partner (SECOND PARTY)

- 2.1. To operationalize the Centre CoE – EA from the grants to be received from KITS and expend it to achieve the objectives of CoE – EA.



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2.2. To setup the CoE –EA in Yuvaka Sangha, a society having a registered office in Jayanagar, Bangalore with a built up space of 16000/- sqft.area.

2.3. STPI shall operate as per the Government Order dated 30.11.2020 and as per the reasonable directions of Governing Council (GC) and Project Management Group (PMG).

2.4 STPI shall abide by the terms and conditions listed at **Annexure E** attached to this MoA. STPI shall ensure effective utilization of the grant given by KITS for the purpose for which it would be granted and shall ensure timely and smooth implementation.

2.5 STPI shall be responsible to comply with all applicable laws requiring permissions/licences/authorisations to operationalize the CoE – EA.

2.6 STPI shall ensure that the CoE – EA accomplishes the purpose for which it has been formed under the Government Order.

2.7 STPI will be responsible to achieve the milestones and deliverables as per **Annexure F** attached to this **MoA**.

3.0 RIGHTS OF OWNERSHIP OF TECHNOLOGY TRANSFER AND UTILIZATION.

The Rights of ownership of technology transfer and utilisation including Intellectual Property Rights shall be formulated by the Governing Council (GC) and Project Management Group (PMG).

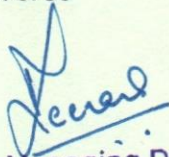
4.0 MONITORING

4.1 For efficient management & operations of the CoE-EA, the following structure is proposed to be in place for governance, management, monitoring & review and execution of day-to-day activities:

- A Governing Council (GC) has been proposed to be constituted to advice on overall strategic guidance, review & monitoring of the CoE, as per **Annexure C**.



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- A Project Management Group (PMG) will be formed, for management & implementation of the CoE-EA. The PMG shall be empowered with all administrative & financial powers required for creation & operation of CoE-EA (including changes & modifications, if any) in order to meet the intended objectives as per its mandate within the approved budgetary provisions. The details of the PMG are as per **Annexure C**.
- There shall be Operational Committee(s) for day-to-day activities of the CoE – EA.
- The Committees will have the representatives from Govt. of Karnataka, STPI, Hewlett Packard Enterprise, VSS Trust, Industry Associations and Academia.

4.2 The Office of the Accountant General (AG) Karnataka and for the CoE-EA, at their discretion shall have the right of access to the books of accounts of STPI, for the grants received from KITS. KITS also reserves the right to inspect the books of accounts of STPI and STPI shall facilitate the same.

5.0 TERM AND TERMINATION OF THIS MoA

This MoA shall be effective from 22nd July 2021 and remain valid for a period of Five (5) years, with option to duly extend the duration on mutually agreed terms.

KITS may terminate this grant at any stage if it is convinced that there is breach of the terms and conditions of this MoA, that the grant has not been properly utilized or there exists misappropriation of grants or appropriate progress has not been made in the Project. In the event KITS terminates the grant, STPI shall hand over documents related to technical details and equipment purchased for the Project subject to para 2&3 of Annexure 'E' on termination of the Project. STPI shall also return the unspent grant amount of KITS. The Project may be terminated for any internal administrative reasons or other such decision made by the Government of Karnataka that necessitates such termination. The Governing Council shall give appropriate

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[Handwritten Signature]
Managing Director
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 Department of Electronics, IT, Bt and S&T
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directions in the matter of termination and the consequences of such termination shall be binding on both the parties to this MoA.

6.0 ARBITRATION

- 6.1 All disputes arising out of or in relation to this Agreement shall be settled amicably by the Parties within 30 [thirty] days of the first initiation of the dispute. In the event no amicable settlement is arrived at within a period of 30 [thirty] days from the date of first initiation of the dispute by one Party to other, the Parties shall resolve the dispute by means of arbitration pursuant to the Arbitration and Conciliation Act, 1996. The Arbitration & Conciliation Centre Rules, 2012, of Arbitration and Conciliation Centre Bengaluru shall be applicable.
- 6.2 The arbitration shall be conducted by an arbitral tribunal comprising of 3 (three) arbitrators. KITS shall appoint one arbitrator and STPI shall appoint one arbitrator. The two arbitrators appointed by the Parties shall appoint the third arbitrator of the arbitral tribunal.
- 6.3 The arbitration proceedings shall be conducted in English language only and the venue for arbitration shall be at Bengaluru
- 6.4 The award of the arbitral tribunal shall be final and binding on the Parties.

7.0 GOVERNING LAW AND JURISDICTION

- 7.1 This MoA shall be governed by and interpreted in all respects in accordance with the Applicable Laws of the Republic of India.
- 7.2 Subject to the Arbitration Clause, the Parties hereby submit to the exclusive jurisdiction of the courts of Bengaluru



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8.0 OBLIGATIONS OF CONFIDENTIALITY

- 8.1 Confidential Information includes all information relating to and concerning business operations, products, applications, services and any commercial, financial and technical or non-technical detail including without limitation or exception to any and all information shared regarding systems, designs, specifications, technologies, techniques, planned projects, markets, supply chain specifications, customers, employees, agents, investors, investment amounts, potential investors, liabilities, loans, debt instruments issued, branding, merchandising, data analysis including revenue projections, cost summaries, pricing formulae, technical know-how and any other intellectual property, and the like, irrespective of whether it is written, oral, in the form of audio tapes or video tapes, drawn, transcribed or plotted, through or on any human or machine readable document, disclosed by the either Party to the counter-Party.
- 8.2 Confidential Information also includes the content, negotiations and communications relating to this MoA.
- 8.3 Each Party will maintain the confidentiality of all Confidential Information disclosed by either party to the counter-party. The confidentiality obligation includes the information disclosed by third parties on behalf of the disclosing party.
- 8.4 Subject to Clause 8.5, neither Party shall, at any time during the Term or thereafter, without the written consent of the counter-Party, divulge or permit its officers, employees, agents, advisers or contractors to divulge to any person any Confidential Information disclosed to it.
- 8.5 The obligations of confidentiality set forth above shall not apply to any information:
- which is or becomes publicly available other than by breach of this MoA by any Party;



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A handwritten signature in blue ink, likely of the Managing Director, over the official stamp.

Managing Director
Karnataka Innovation and Technology Society (KITS)
Department of Electronics, IT, Bt and S&T
Govt. of Karnataka

- which is in or comes into the possession of the concerned Party prior to the date of execution of this MOA hereof and which was not or is not obtained under any obligation of confidentiality, or
- which is required by Applicable Laws or appropriate regulatory authorities to be disclosed, provided, however, the Party to whom such request for disclosure is made shall make best efforts to give prior notice of at least 10 (ten) Business Days of such request to the counter-Party and the Party shall restrict the disclosure of Confidential Information to the minimum extent required.

IN WITNESS WHEREOF the parties hereto have signed, sealed and delivered this Agreement on the 22nd day of July 2021 first above written in the presence of:

Signed by **Smt. Meena Nagaraj C N**
Managing Director
Karnataka Innovation and Technology Society (KITS)
Department of Electronics, IT, Bt and S&T
Govt. of Karnataka

Signed by **Shri Shailendra Kumar Tyagi**
Director
शैलेंद्र कुमार त्यागी Shailendra Kumar Tyagi

For and on behalf of STPI, Bengaluru
सॉफ्टवेयर टेक्नोलॉजी पार्क्स ऑफ इंडिया
Software Technology Parks of India
इलेक्ट्रॉनिकी और सूचना प्रौद्योगिकी मंत्रालय
Ministry of Electronics & Information Technology
भारत सरकार Govt. of India
बेंगलूरु Bengaluru

Witness

1.

Changya B
General Manager
Information Technology (IT)
Karnataka Innovation & Technology Society (KITS)
Shanthinagar, Bengaluru-560027

2.

Kavitha C
कविता सी./Kavitha C.
अपर निदेशक/Additional Director
सॉफ्टवेयर टेक्नोलॉजी पार्क्स ऑफ इंडिया
Software Technology Parks of India
बेंगलूरु/Bengaluru
एमईआईटीवाई/MeitY
भारत सरकार/Govt. of India

Annexure A

Government Order



ಕರ್ನಾಟಕ ಸರ್ಕಾರದ ನಡವಳಿಗಳು

ವಿಷಯ: Software Technology Parks of India, Bengaluru, ಇವರ ಸಹಯೋಗದೊಂದಿಗೆ Efficiency Augmentation ಕುರಿತ ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರದ ಸ್ಥಾಪನೆ ಬಗ್ಗೆ.

ಓದಲಾಗಿದೆ: 1) Software Technology Parks of India, Bengaluru ರವರ ಪತ್ರ ಸಂಖ್ಯೆ: STPI-B/PC&IS/PC/F-0051/VOL-1/2019-20/10271, ದಿನಾಂಕ: 10/7/2020
ಹಾಗೂ ದಿನಾಂಕ : 23/9/2020

2) ಪ್ರಸ್ತಾವಕ ನಿರ್ದೇಶಕರು, ಕಿಟ್ಸ್, ರವರ ಪತ್ರ ಸಂಖ್ಯೆ: KITS/IT/ESDO/4/2020-IT KITS/55, ದಿನಾಂಕ: 17/8/2020

ಪ್ರಸ್ತಾವನೆ:

2020-21 ರ ಆರ್ಥಿಕ ವರ್ಷದಲ್ಲಿ, ಆಯವ್ಯಯ ಭಾಷಣದಲ್ಲಿ ಈ ಕೆಳಕಂಡಂತೆ ಘೋಷಣೆ ಮಾಡಲಾಗಿದೆ:


187. "ಕರ್ನಾಟಕದ ಬೆಳವಣಿಗೆಗೆ ಪ್ರಮುಖವಾದ ವಿವಿಧ ವಲಯಗಳಲ್ಲಿರುವ ತಾಂತ್ರಿಕ ಸಂಪನ್ಮೂಲಗಳನ್ನು ಎದುರಿಸಲು STPI ಸಂಸ್ಥೆಯ ಸಹಭಾಗಿತ್ವದೊಂದಿಗೆ Efficiency Augmentation ಕುರಿತು ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರವನ್ನು 30 ಕೋಟಿ ರೂ. ವೆಚ್ಚದಲ್ಲಿ ಸ್ಥಾಪಿಸಲಾಗುವುದು."

2) ಕೇಂದ್ರ ಸರ್ಕಾರದ Digital India ಉತ್ತೇಜನಕ್ಕೆ ಒತ್ತು ನೀಡಲು ಹಾಗೂ ಕಂಪನಿಗಳು ಡಿಜಿಟಲ್ ತಂತ್ರಜ್ಞಾನಗಳಲ್ಲಿ ಪರಿಹಾರಗಳನ್ನು ಅನುಷ್ಠಾನಗೊಳಿಸುವುದಕ್ಕಾಗಿ ಅನುಕೂಲ ಕಲ್ಪಿಸಲು, ಕರ್ನಾಟಕ ಸರ್ಕಾರವು Efficiency Augmentation (ದಕ್ಷತೆಯ ವರ್ಧನೆ) ವಿಷಯದಲ್ಲಿ ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರವನ್ನು ಸ್ಥಾಪಿಸಲು ಪ್ರಸ್ತಾಪಿಸಿದೆ. ಸದರಿ ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರದಿಂದಾಗಿ ಪ್ರಕ್ರಿಯೆಗಳು, ಪಾಲುದಾರರು, ಉತ್ಪನ್ನಗಳು ಹಾಗೂ ಜನರ ನಡುವೆ ಸಂಪರ್ಕ ಏರ್ಪಡಿಸಿಕೊಳ್ಳುವ ಅಗತ್ಯತೆ ಹಾಗೂ ನೈಜ ಸಮಯದಲ್ಲಿ ಒಳನೋಟಗಳಿಗೆ ಅವಕಾಶ ಏರ್ಪಡುವುದನ್ನು ಪುನಃ ದೃಢೀಕರಿಸಿದಂತಾಗುತ್ತದೆ. ರಾಜ್ಯವು ಜ್ಞಾನ ಸಮಾಜವಾಗಿ ಮತ್ತು ಡಿಜಿಟಲ್ ಆರ್ಥಿಕತೆಯಾಗಿ ಬೆಳೆಯಲು ಮಹತ್ವವುಳ್ಳ ವಿವಿಧ ವಲಯಗಳ ದಕ್ಷತೆಯನ್ನು ವರ್ಧಿಸುವಲ್ಲಿ ಒಳಗೊಂಡಿರುವ ಸಂಪನ್ಮೂಲಗಳನ್ನು ಈ Efficiency Augmentation ಗಾಗಿರುವ ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರವು ಎದುರಿಸುತ್ತದೆ.

3) ನಿರ್ದೇಶಕರು, STPI, ರವರ ಮೇಲೆ ಓದಲಾದ (1) ರ ಪತ್ರಗಳಲ್ಲಿ Efficiency Augmentation ಕುರಿತ ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರದ ಸ್ಥಾಪನೆ ಬಗ್ಗೆ ಪ್ರಸ್ತಾವನೆಯನ್ನು ಸಲ್ಲಿಸಲಾಗಿದ್ದು, ಮೇಲೆ ಓದಲಾದ (2) ರಲ್ಲಿ ಕಿಟ್ಸ್ ಸಂಸ್ಥೆಯ ಪ್ರಸ್ತಾವಕ ನಿರ್ದೇಶಕರು ಸದರಿ ಪ್ರಸ್ತಾವನೆಯನ್ನು ಶಿಫಾರಸ್ಸು ಮಾಡಿರುತ್ತಾರೆ. 'Make in India' ಮತ್ತು 'Digital India' ಗಳಿಗೆ ಕೊಡುಗೆ ನೀಡಲು Artificial Intelligence, Machine Learning, Big Data, Internet of Things ಮುಂತಾದ ಉದ್ಯೋಗವನ್ನು ತಂತ್ರಜ್ಞಾನಗಳ ಲಾಭ ಪಡೆದುಕೊಳ್ಳುವಲ್ಲಿ ಕೈಗಾರಿಕಾ ಉತ್ಪಾದನೆ ಮತ್ತು ಕಾರ್ಯಾಚರಣೆಗಳು, ಸೇವಾ ವಲಯ ಮತ್ತು ಸರ್ಕಾರಿ ಯೋಜನೆಗಳ ದಕ್ಷತೆಯನ್ನು ಹೆಚ್ಚಿಸುವ ಸಲುವಾಗಿ ಉತ್ಪನ್ನಗಳು ಮತ್ತು ಪರಿಹಾರಗಳನ್ನು ರೂಪಿಸುವ ನವೋದ್ಯಮಗಳನ್ನು ಬೆಂಬಲಿಸಲು STPI ರವರ ಸಹಯೋಗದೊಂದಿಗೆ Efficiency Augmentation ಕುರಿತ ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರದ ಸ್ಥಾಪನೆಗೆ ಪ್ರಸ್ತಾಪಿಸಲಾಗಿರುತ್ತದೆ. ಇದಕ್ಕಾಗಿ, ಒಟ್ಟು ಯೋಜನಾ ವೆಚ್ಚವನ್ನು ರೂ. 26.77 ಕೋಟಿಗಳಾಗಿ ಅಂದಾಜಿಸಲಾಗಿದ್ದು, ಇದರಲ್ಲಿ ರಾಜ್ಯ ಸರ್ಕಾರದಿಂದ 5 ವರ್ಷಗಳ ಅವಧಿಯಲ್ಲಿ ಅನುದಾನವಾಗಿ ರೂ. 17.60 ಕೋಟಿಗಳನ್ನು ಕೋರಲಾಗಿದೆ. ಉಳಿದ ಮೊತ್ತವಾದ ರೂ. 9.17 ಕೋಟಿಗಳನ್ನು STPI / ಭಾರತ ಸರ್ಕಾರದ MeitY ಯವರಿಂದ ಒದಗಿಸಲಾಗುತ್ತದೆ.

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Managing Director
Karnataka Innovation and Technology Society (KITS)
Department of Electronics, IT, Bt and S&T
Govt. of Karnataka

4) ಸದರಿ ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರವನ್ನು STPI ರವರಿಂದ ಸ್ಥಾಪಿಸಿ ಕಾರ್ಯಚಾಲನೆ ಮಾಡಲಾಗುತ್ತದೆ. ಇದರಿಂದಾಗಿ STPI ತನ್ನ CoE-IoT Openlab ಮೂಲಸೌಕರ್ಯ ಮತ್ತು SMART lab ಗಳಲ್ಲಿ ನವೋದ್ಯಮಗಳಿಗೆ ಪ್ರವೇಶಾವಕಾಶ ದೊರಕುತ್ತದೆ. ಸದರಿ ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರದಡಿ ಕಾರ್ಯ ನಿರ್ವಹಿಸುವ ನವೋದ್ಯಮಗಳಿಗೆ ಅಪ್ರಸ್ತುತ ಬೆಂಬಲವನ್ನು ನೀಡುವುದರ ಜೊತೆಗೆ ಅಗತ್ಯವಾಗುವ ತಂತ್ರಾಂಶ ಉಪಕರಣಗಳು / ಯಂತ್ರಾಂಶಗಳನ್ನು ಹಂಚಿಕೊಳ್ಳುವ ಮೂಲಕ ಅಂತಹ ನವೋದ್ಯಮಗಳನ್ನು ಬಲಪಡಿಸಲು ಉದ್ಯಮ ಮತ್ತು ಶಿಕ್ಷಣ ವಲಯಗಳೊಂದಿಗೆ ಸಹಭಾಗಿತ್ವಗಳನ್ನು ಏರ್ಪಡಿಸಿಕೊಳ್ಳಲಿದೆ. ನವೋದ್ಯಮಗಳಲ್ಲಿ ಆಂತರಿಕ ತರಬೇತಿಗಾಗಿ ಇಂಜಿನಿಯರಿಂಗ್ / ನಿರ್ವಹಣಾಶಾಸ್ತ್ರದ ವಿದ್ಯಾರ್ಥಿಗಳಿಗೆ ಶೈಕ್ಷಣಿಕ ಪಾಲುದಾರರು ತಮ್ಮ ಬೆಂಬಲವನ್ನು ಒದಗಿಸಬಹುದಾಗಿದೆ ಹಾಗೂ ಶೈಕ್ಷಣಿಕ ಪಾಲುದಾರರ ಅಧ್ಯಾಪಕ ವೃಂದದವರು ಸದರಿ ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರದಿಂದ ರೂಪಿಸಲಾಗುವ ಪಠ್ಯ ವಿಷಯಗಳಲ್ಲಿ ಮಾರ್ಗದರ್ಶನ ಮತ್ತು ತರಬೇತಿಯನ್ನು ಒದಗಿಸಲಿದ್ದಾರೆ.

5) 'Efficiency Augmentation' ಕುರಿತ ವಿಷಯಗಳಲ್ಲಿ ಉತ್ಪನ್ನಗಳನ್ನು ಹಾಗೂ/ಅಥವಾ ಸೇವೆಗಳು / ಪರಿಹಾರಗಳನ್ನು ಅಭಿವೃದ್ಧಿಪಡಿಸಲು 5 ವರ್ಷಗಳ ಅವಧಿಯಲ್ಲಿ 100 ನವೋದ್ಯಮಗಳನ್ನು (90 ಭೌತಿಕವಾಗಿ ಮತ್ತು 10 ವರ್ಚುವಲ್ ರೂಪದಲ್ಲಿ) ಬೆಂಬಲಿಸಿ ಪೋಷಿಸಲು ಮತ್ತು 25,000 ವಿದ್ಯಾರ್ಥಿಗಳು/ನವೋದ್ಯಮಗಳನ್ನು ಈ ಕೆಳಕಂಡಂತೆ ತಲುಪಲು ಸದರಿ ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರವು ಉದ್ದೇಶಿಸಿದೆ.

ವಿವರ	ವರ್ಷ 1	ವರ್ಷ 2	ವರ್ಷ 3	ವರ್ಷ 4	ವರ್ಷ 5	ಒಟ್ಟು
ಭೌತಿಕ ಫಲಾನುಭವಿಗಳ ಸಂಖ್ಯೆ	14	16	18	20	22	90
ವರ್ಚುವಲ್ ಫಲಾನುಭವಿಗಳ ಸಂಖ್ಯೆ	2	2	2	2	2	10
ವಿದ್ಯಾರ್ಥಿಗಳು/ ನವೋದ್ಯಮಗಳು/ಕಾರ್ಯಾಗಾರಗಳು/ ಸಮಾವೇಶಗಳು/ಹಾಕಥಾನ್ ಗಳು	5000	5000	5000	5000	5000	25000

6) ಸದರಿ ಉತ್ಕೃಷ್ಟತಾ ಕೇಂದ್ರಕ್ಕಾಗಿ ಬಂಡವಾಳ ವೆಚ್ಚ ಹಾಗೂ ಚಾಲನಾ ವೆಚ್ಚ ಹಾಗೂ ಅದನ್ನು ಪೂರೈಸಲು ಬೇಕಾಗುವ ಹಣಕಾಸಿನ ಮೂಲವು ಈ ಕೆಳಕಂಡಂತಿದೆ:

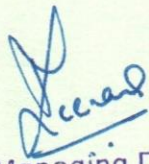
	ಬಂಡವಾಳ ವೆಚ್ಚ	ಚಾಲನಾ ವೆಚ್ಚ	ಒಟ್ಟು
ಕರ್ನಾಟಕ ಸರ್ಕಾರ (ವಿದ್ಯುನ್ಮಾನ ಐಟಿ, ಬಿಟಿ ಹಾಗೂ ಎಸ್&ಟಿ ಇಲಾಖೆ)	610.00	1150.00	1760.00
STPI / MeitY	367.00	550.00	917.00
ಒಟ್ಟು	977.00	1700.00	2677.00

7) ಕರ್ನಾಟಕ ಸರ್ಕಾರದ ಅನುದಾನವನ್ನು 5 ವರ್ಷಗಳ ಅವಧಿಯಲ್ಲಿ ಈ ಕೆಳಕಂಡಂತೆ ಒದಗಿಸಲು ಪ್ರಸ್ತಾಪಿಸಿದೆ:

ವರ್ಷ 1	ವರ್ಷ 2	ವರ್ಷ 3	ವರ್ಷ 4	ವರ್ಷ 5	ಒಟ್ಟು
760.00	500.00	250.00	150.00	100.00	1760.00

.....3




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8] Efficiency Augmentation ಕುರಿತು ಉತ್ಪನ್ನತಾ ಕೇಂದ್ರವನ್ನು ಸ್ಥಾಪಿಸಲು ಕಿಟ್ ಹಾಗೂ STPI ರವರುಗಳ ಸದರಿ ಪ್ರಸ್ತಾವನೆಯನ್ನು ಸರ್ಕಾರವು ಪರಿಶೀಲಿಸಿದೆ.

ಆದುದರಿಂದ, ಈ ಕೆಳಕಂಡ ಆದೇಶ.

ಸರ್ಕಾರಿ ಆದೇಶ ಸಂಖ್ಯೆ: ಐಟಿಬಿಟಿ 43 ಎಡಿಎಂ 2020,
ಬೆಂಗಳೂರು, ದಿನಾಂಕ: 30-11-2020

ಪ್ರಸ್ತಾವನೆಯಲ್ಲಿ ವಿವರಿಸಲಾಗಿರುವ ಅಂಶಗಳ ಹಿನ್ನೆಲೆಯಲ್ಲಿ, ಬೆಂಗಳೂರಿನ Software Technology Parks of India ರವರ ಸಹಯೋಗದೊಂದಿಗೆ, ರೂ. 26.77 ಕೋಟಿಗಳ ಒಟ್ಟು ವೆಚ್ಚದಲ್ಲಿ, ಇದರಲ್ಲಿ ಕರ್ನಾಟಕ ಸರ್ಕಾರದಿಂದ 5 ವರ್ಷಗಳ ಅವಧಿಯಲ್ಲಿ ರೂ. 17.60 ಕೋಟಿ ಅನುದಾನವಿರುವ Efficiency Augmentation ಕುರಿತು ಉತ್ಪನ್ನತಾ ಕೇಂದ್ರವನ್ನು ಸ್ಥಾಪಿಸಲು ಅನುಮೋದನೆ ನೀಡಿದೆ.

2] ಈ ಆದೇಶವನ್ನು ಆರ್ಥಿಕ ಇಲಾಖೆಯ ಟಿಪ್ಪಣಿ ಸಂಖ್ಯೆ: FD 158 Exp-2/2020, ದಿನಾಂಕ: 17.10.2020 ರ ಸಹಮತಿ ಹಾಗೂ ಯೋಜನಾ ಇಲಾಖೆಯವರ ಟಿಪ್ಪಣಿ ಸಂಖ್ಯೆ: PDS/35/PPR/2020, ದಿನಾಂಕ: 23-10-2020 ರ ಸಹಮತಿಯೊಂದಿಗೆ ಹೊರಡಿಸಲಾಗಿದೆ. ಈ ಯೋಜನೆಗೆ ವಿಷಯ ಸಂ: ಸಿ: 596/2020 ರಲ್ಲಿ ದಿನಾಂಕ 27ನೇ ನವೆಂಬರ್, 2020 ರಂದು ನಡೆದ ಸಚಿವ ಸಂಪುಟ ಸಭೆಯಲ್ಲಿ ಅನುಮೋದಿಸಲಾಗಿದೆ.

ಮಾನ್ಯ ರಾಜ್ಯಪಾಲರ ಆದೇಶಾನುಸಾರ
ಹಾಗೂ ಅವರ ಹೆಸರಿನಲ್ಲಿ

G. Annapurna
(ಜಿ. ಅನ್ನಪೂರ್ಣ)

ಸರ್ಕಾರದ ಉಪ ಕಾರ್ಯದರ್ಶಿ,
ವಿದ್ಯುನ್ಮಾನ ಮಾಹಿತಿ ತಂತ್ರಜ್ಞಾನ, ಜೈವಿಕ ತಂತ್ರಜ್ಞಾನ
ಹಾಗೂ ವಿಜ್ಞಾನ ಮತ್ತು ತಂತ್ರಜ್ಞಾನ ಇಲಾಖೆ.

ಗೆ,

- 1) ಮಹಾಲೇಖಪಾಲರು (ಲೆ & ಹ), ಕರ್ನಾಟಕ, ಬೆಂಗಳೂರು.
- 2) ಸರ್ಕಾರದ ಕಾರ್ಯದರ್ಶಿ, ವಿದ್ಯುನ್ಮಾನ & ಮಾಹಿತಿ ತಂತ್ರಜ್ಞಾನ ಮಂತ್ರಾಲಯ (MeitY), ಭಾರತ ಸರ್ಕಾರ / ಮಹಾನಿರ್ದೇಶಕರು, Software Technology Parks of India, ನವದೆಹಲಿ.
- 3) ನಿರ್ದೇಶಕರು, STPI ಬೆಂಗಳೂರು.
- 4) ಸರ್ಕಾರದ ಅಪರ ಮುಖ್ಯ ಕಾರ್ಯದರ್ಶಿ, ಆರ್ಥಿಕ ಇಲಾಖೆ, ಕರ್ನಾಟಕ ಸರ್ಕಾರ, ಬೆಂಗಳೂರು.
- 5) ಸರ್ಕಾರದ ಅಪರ ಮುಖ್ಯ ಕಾರ್ಯದರ್ಶಿ, ಯೋಜನಾ ಇಲಾಖೆ, ಕರ್ನಾಟಕ ಸರ್ಕಾರ, ಬೆಂಗಳೂರು.
- 6) ನಿರ್ದೇಶಕರು, ವಿದ್ಯುನ್ಮಾನ, ಮಾಹಿತಿ ತಂತ್ರಜ್ಞಾನ ಮತ್ತು ಜೈವಿಕ ತಂತ್ರಜ್ಞಾನ ನಿರ್ದೇಶನಾಲಯ, ಶಾಂತಿನಗರ, ಬೆಂಗಳೂರು.
- 7) ವ್ಯವಸ್ಥಾಪಕ ನಿರ್ದೇಶಕರು, ಕಿಟ್, ಶಾಂತಿನಗರ, ಬೆಂಗಳೂರು.
- 8) ಮಾನ್ಯ ಉಪಮುಖ್ಯಮಂತ್ರಿಗಳ ಆಪ್ತ ಕಾರ್ಯದರ್ಶಿ, ವಿದ್ಯುನ್ಮಾನ, ಮಾಹಿತಿ ತಂತ್ರಜ್ಞಾನ, ಜೈವಿಕ ತಂತ್ರಜ್ಞಾನ ಹಾಗೂ ವಿಜ್ಞಾನ ಮತ್ತು ತಂತ್ರಜ್ಞಾನ ಸಚಿವಾಲಯ, ಕರ್ನಾಟಕ ಸರ್ಕಾರ.
- 9) ಸರ್ಕಾರದ ಮುಖ್ಯ ಕಾರ್ಯದರ್ಶಿಯವರ ಆಪ್ತ ಕಾರ್ಯದರ್ಶಿ, ಕರ್ನಾಟಕ ಸರ್ಕಾರ.
- 10) ಸಚಿವ ಸಂಪುಟ ಶಾಖೆ (ವಿಷಯ ಸಂ: ಸಿ: 596/2020 ರಲ್ಲಿ).
- 11) ಶಾಖಾ ರಕ್ಷಾ ಕಡತ / ಬಿಡಿ ಪ್ರತಿಗಳು.



[Signature]

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Annexure B

Proposal Received from STPI



सॉफ्टवेयर टेक्नोलॉजी पार्क्स ऑफ इंडिया
(भारत सरकार के इलेक्ट्रॉनिक्स और सूचना प्रौद्योगिकी मंत्रालय के अंतर्गत एक स्वायत्त सोसाइटी)
सं. 76 & 77, छठवां तल, साइबर पार्क, इलेक्ट्रॉनिक्स सिटी, होसर रोड, बेंगलूरु - 560100.
दूरभाष : +91-80-6618 6000-07, फैक्स : +91-080-28521161, यूआरएल : www.blr.stpi.in
Software Technology Parks of India
(An Autonomous Society under the Ministry of Electronics & Information Technology, Govt. of India)
No.76 & 77, 6th Floor, Cyber Park, Electronics City, Hosur Road, Bengaluru-560100.
Tel : +91-80-6618 6000-07, Fax : +91-80-28521161, URL : www.blr.stpi.in

Ref: STPI-B/PC&IS/PC/F-0051/Vol.1/2019-20 | 18877

Date: 23.09.2020

Ms. Meena Nagaraj C.N , IAS
Karnataka Innovation and Technology Society(KITS)
Department of Electronics, IT, BT and S&T, Govt. of Karnataka.,
BMTC – Central Offices Building,
TTMC 'B' Block, 4th Floor,
Shanthinagar, KH Road,
Bengaluru 560 027

Madam,

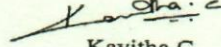
Sub: Submission of updated DPR for Setting up Centre of Excellence (CoE) on Efficiency Augmentation by Govt. of Karnataka in collaboration with STPI

Kindly refer to this office letter STPI-B/PC&IS/PC/F-0051/2019-20/8413 dated 10th July 2020 , submitting the updated DPR for setting up CoE on Efficiency Augmentation. We have received few inputs with regard to DPR from KITS, Government of Karnataka during the meeting on 15th Sep 2020. The inputs of GoK have been incorporated into the DPR. Kindly find enclosed herewith the updated DPR. The financial sanction of the Government may kindly be communicated to us for initiating CoE activities.

We are fully committed to work with the Government of Karnataka for successful implementation of the said CoE.

With best regards,

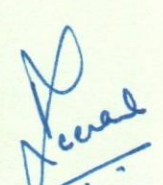
Yours faithfully

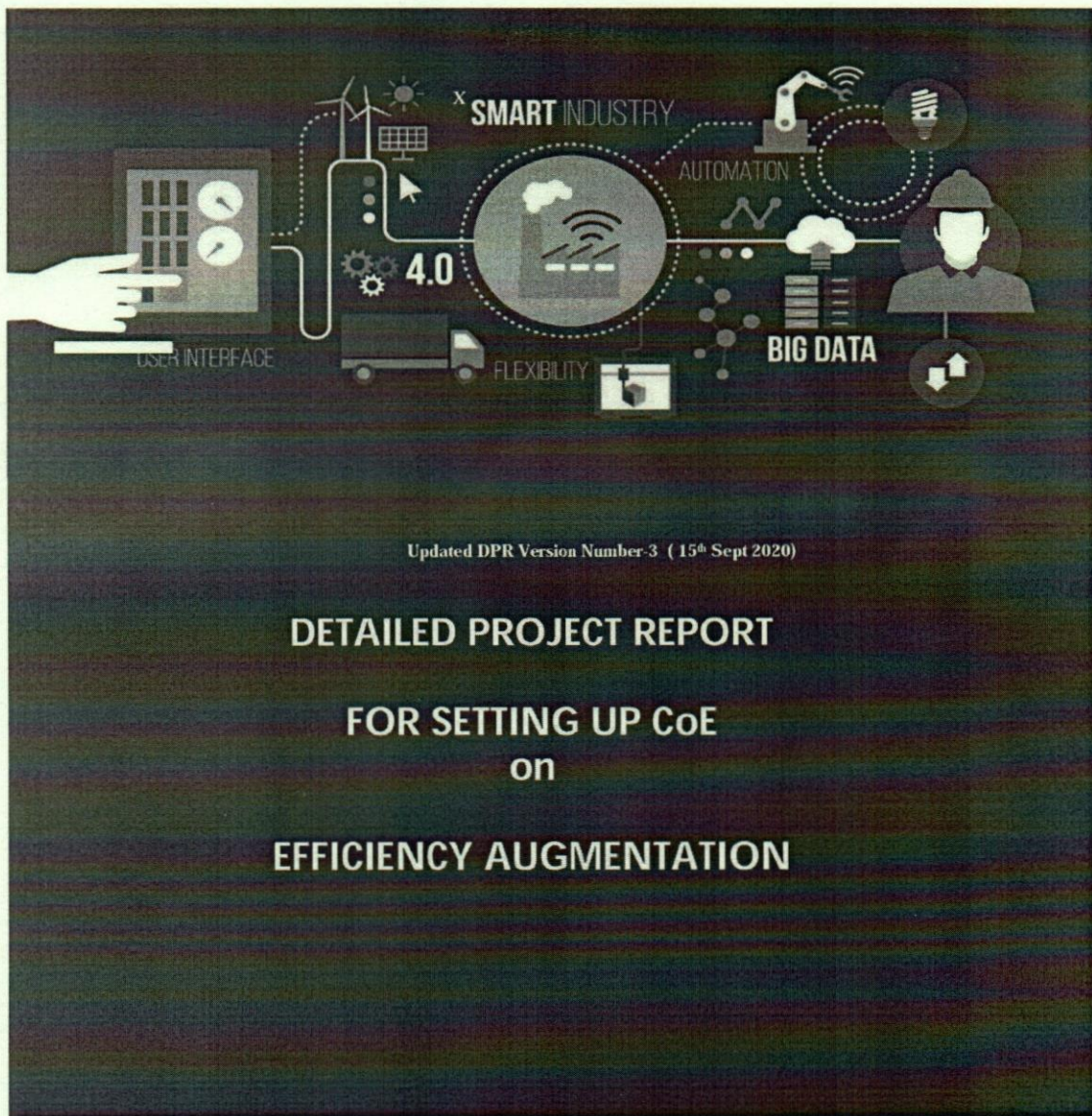

Kavitha C
Addl. Director

मुख्यालय / Head Quarter : नई दिल्ली, New Delhi
उप केन्द्र / Sub Centers : मैसूरु, मणिपाल, मंगलूरु, हुबल्लली, Mysuru, Manipal, Mangaluru , Hubballi
अन्य केन्द्र / Other Centers : चेन्नै, गांधीनगर, गुवाहाटी, हैदराबाद, नोएडा, पुणे, तिरुवनंतपुरम, भुवनेश्वर, कोलकाता
Chennai, Gandhinagar, Guwahati, Hyderabad, Noida, Pune, Thiruvananthapuram, Bhubaneswar, Kolkata

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1 THE NEED FOR CoE ON EFFICIENCY AUGMENTATION

In last five years, more and more governments, industry sectors, and services companies have started envisaging and implementing solutions around Digital Technologies like Internet of Things (IoT), Artificial Intelligence (AI), Machine Learning (ML) and Data Analytics to increase their overall efficiency in terms of cost and time.

Smart Cities Mission is to drive economic growth and improve the quality of life of people by enabling local area development and harnessing technology, especially technology that leads to Smart outcomes.

While every government or a company operating today is different, they all face this common challenge of augmenting their efficiency – which in turn reaffirms the need for connectedness and access to real-time insights across processes, partners, products, and people.

India has emerged as one of the leaders in developing and implementing “homemade solutions” involving the latest emerging technologies in Smart Cities, Smart Agriculture and Smart Manufacturing. There is tremendous focus on leveraging latest technologies in all the spheres of society and economy to do more from less and to make India a \$5 trillion economy by 2024.


This approach to “efficiency augmentation” involves the components not only from Industry 4.0 but also the ecosystems which revolve around it, like the Smart Parking, Smart Lighting, Video analytics solutions like Smart Surveillance for monitoring people, vehicles and logistics movement.

IESA has recommended for setting up CoE in Industrial Automation and Intelligent Electronics by STPI in collaboration with Government of Karnataka and IESA would extend its fullest support as an Industry Association Partner (Ref: IESA Letter 01.11.2019).

To address the challenges involved in efficiency augmentation across various sectors that are critical to India's growth as a knowledge society and digital economy, it is proposed that the Dept. of IT, BT & ST, Government of Karnataka – in partnership with Software Technology Parks of India (STPI), Hewlett Packard Enterprise (HPE), VSS Trust & Yuvaka Sangha and India Electronics & Semiconductor Association (IESA) – should setup a Centre of Excellence for Efficiency Augmentation in Bangalore.

The CoE for “efficiency augmentation” is a multi-disciplinary research centre proposed at the Yuvaka Sangha a society having registered office in Jayanagar, Bengaluru. The Centre of Excellence shall be of international standard which seeks to bring together the international community and Industry to debate, deliberate, act and innovate in both (infrastructure, business transformation and people development), in order to address technology's impact on Industry.




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The proposed CoE on efficiency augmentation is an open Cyber-Physical Systems (CPS) ecosystem designed to cultivate early-stage innovation and experimentation. This CoE aim to work with Govt, SME/MSME & tech startup leaders to transform business ideas into tech deliverables. The CoE shall pilot, adapt technology and processes to proactively predict industry needs and address real-world industry challenges. The Centre shall also focus on advising venture capital funds exclusively dealing with early-stage technology startups. Therefore, this CoE aims to provide with comprehensive, end-to-end solutions that demonstrably improve quality and efficiency of Industry tech startups.

The CoE is ideal to be located in Bengaluru, Karnataka owing to the reputation as India's Silicon Valley, the IT hub of the country and also the hub for start-up ecosystem. The Yuvaka Sangha Will provide 16,000 sq.ft space for setting up the CoE and it will also support for daily operations & maintenance at the CoE. The Yuvaka Sangha also support Networking and mentoring through academic partners.

The CoE is expected to greatly contribute for the Government of India programmes such as Make in India, Digital India, National Policy on Software Products and other initiatives of Government of India and State Government of Karnataka.

To create a robust software product ecosystem the Government has approved the National Policy on Software Products - 2019, which aims to develop India as the global software product hub, driven by innovation, improved commercialization, sustainable Intellectual Property (IP), promoting technology start-ups and specialized skill sets. Further, the Policy aims to align with other Government initiatives such as Start-up India, Make in India and Digital India, Skill India etc. so as to create Indian Software products Industry of USD ~70-80 billion with direct & indirect employment of ~3.5 million by 2025.

1.1 OBJECTIVES OF CoE

The CoE aims to support start-ups that would build products & solutions to increase the efficiency of the industrial production & operations, service sector & Govt projects leveraging the emerging technologies such as AI, ML, BigData, IoT etc. to contribute to make in India and Digital India. In furtherance to this vision, the objectives of CoE are as follows:

- a. To design solutions using IoT, AI, ML and Data Analytics for augmenting efficiency across government as well as private sector in India.
- b. To mentor the startups working on efficiency augmentation using IoT, AI, etc. and to collaborate with them to create new, commercially-viable solutions.



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- c. To promote scientific dialogue between Manufacturing industry and technology industry through the organization of meetings and seminars and other study and research activities, increasing awareness of the theoretical and practical inter-relationship between manufacturing and IT;
- d. To export Made-in-India solutions for efficiency augmentation to the global market, especially in other developing countries.
- e. To upskill the workforce and skill the students in the areas of emerging technologies for making them future-ready.
- f. To bolster Karnataka's position as the global hub for innovation and technology by creating startup friendly ecosystem to cultivate early-stage innovation and experimentation.

1.2 Stakeholders of the CoE

The major stakeholders of the proposed CoE are as follows:

- 1) MeitY, Government of India
- 2) Dept. of IT, BT & ST, Government of Karnataka
- 3) Software Technology Parks of India
- 4) STPINEXT Initiatives
- 5) Hewlett Packard Enterprise
- 6) VSS Trust
- 7) Yuvaka Sangha.
- 8) IESA

In addition to the above major stakeholders, other relevant stakeholders may also be considered to further strengthen the CoE.

2 ABOUT STAKEHOLDERS

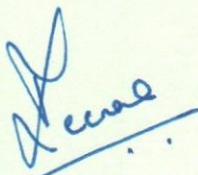
2.1. MeitY, Government of India

The vision of MeitY is to e-Development of India as the engine for transition into a developed nation and an empowered society.

Mission: To promote e-Governance for empowering citizens, promoting the inclusive and sustainable growth of the Electronics, IT & ITeS industries, enhancing India's role in Internet Governance, adopting a multipronged approach that includes development of human resources, promoting R&D and innovation, enhancing efficiency through digital services and ensuring a secure cyber space.

In order to facilitate MeitY's vision of promoting technology innovation, start-ups and creation of Intellectual Properties, a nodal entity called 'MeitY Start-up Hub' (MSH) has been setup under its aegis. MSH will act as a national coordination, facilitation and monitoring centre that will integrate all the incubation centres, start-ups and innovation related activities of MeitY.




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2.2. Dept. of IT, BT & ST, Government of Karnataka

Karnataka is in the forefront of Information Technology and is called the Silicon State of India. In addition, the state capital Bangalore has shown tremendous growth in the IT Sector and is the IT Capital of India.

The Department of IT took its inception from the Dept. of Commerce and Industry and Karnataka was the first state to draft its own IT Policy. Karnataka began its innovations in Technology in 1998 and department of BT was included into the IT department in 2001.

Dept of IT, BT & ST, GoK has announced many policies to support IT sector including start-ups in Karnataka. Few of the policies are i4 policy, Biotech policy, AVGC policy, ESDM policy, start-up policy, New Age Incubation Network etc. The main objective of NAIN Scheme is to encourage students, research scholars and alumni to share their ideas to solve chosen problems which are local centric and to validate, Refine and Nurture the idea.

Karnataka Start-up cell has registered 1500 plus start-ups.

2.3. Software Technology Parks of India

Software Technology Parks of India (STPI) is an autonomous Society setup by the Govt. of India, under Ministry of Electronics & Information Technology in 1991 with an objective of encouraging, promoting and boosting the **Software Exports** from India.

Software Technology Parks of India (STPI) has been working with distinct focus for promotion of IT/ITES exports from the country by providing single window services under STP & EHTP schemes, plug & play incubation facilities for the start-up companies and young entrepreneurs as well as High Speed Data communication services for a seamless access for offshore IT/ITES exports. STPI has been successfully delivering Statutory services to the IT/ITES industry in most industry friendly environment and has earned the goodwill of the industry for its liberal style of functioning. STP & EHTP Schemes of Govt of India have been administered through STPI which has been key enabler for IT industry to setup their operations and scale business in India. With this STPI has played a key role in creating Brand India and transforming the country as most preferred IT destination, a fact that is aptly proven by the stupendous growth in exports by STP units from USD 5 Million during 1992-93 to more than USD 60 Billion in 2018-19. STPI has also played a phenomenal role in promoting Tier-II/Tier-III cities of the Country. Out of 60 STPI centres, 49 Centres are in Tier-II and Tier-III locations with an objective of a uniform and overall development of IT/ITES exports across the country.

In Karnataka Jurisdiction, the STPI's main center is in Bengaluru with Sub-Centers at Mysuru, Hubballi, Mangaluru and Manipal. STPI has been closely working with the Government in the matters of policy formulation, e-Governance, promotional activities and many more.

STPI-Bengaluru has been nurturing and supporting the entrepreneurship for more than a decade. So far, STPI-Bengaluru jurisdiction has incubated about 130 plus start-ups. In



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Bengaluru the incubation facility branded as "Orchid Techscape", has been supporting innovative product start-ups since 2006. This incubation has been mentored by the experts from Government of Karnataka, Industry, VCs and Academia.

To support ESDM sector, STPI has setup SMART Lab in Bengaluru in partnership with Govt of Karnataka and an Electropreneur Park in Delhi in association with University of Delhi and IESA.

Aligned with the mandate of Make in India, Digital India and Start-up India, STPI has started establishing Centres of Excellence (CoEs) in the emerging technologies to build a robust start-up ecosystem in the country. CoEs which have already setup by STPI includes IoT OpenLab at Bengaluru, FinBlue at Chennai, Autonomous Connected Electric Shared (ACES) Vehicle at, STPI-Pune, ESDM Incubation & VARCOE at Bhubaneswar, IMAGE CoE at Hyderabad. The other CoEs such as Agri IoT at Guwahati, MedTech & Healthcare at Lucknow, Rural & Agri IoT at Guwahati, Blockchain at Gurugram are under various phases of implementation.

2.4. STPINEXT Initiatives

"AIC STPINEXT INITIATIVES" is a section 8 company incorporated by STPI to act as the nodal agency and common implementation vehicle for various startup and entrepreneurship activities at STPI.

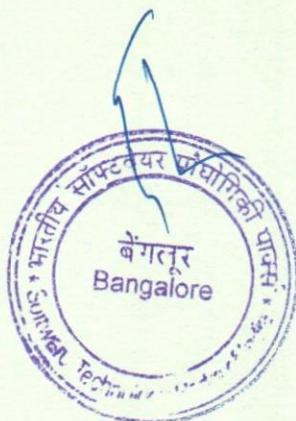
2.5. Hewlett Packard Enterprise (HPE)

Hewlett Packard has been in the innovation business for more than 75 years. HPE's vast intellectual property portfolio and global research and development capabilities are part of an innovation roadmap designed to help organizations of all sizes – from global enterprises to local startups – transition from traditional technology platforms to the IT systems of the future.

The advanced research from Hewlett Packard Labs changes the world. HPE Labs a powerful innovation engine for HPE, customers and industry, delivering breakthrough technologies and pioneering revolutionary research. These Labs address everything from IT trends to complex consumer and social challenges. That's because these ideas and technology fuel the next generation of Hewlett Packard Enterprise products – and the next generation of technologists, teachers, physicians and artists

2.6. Vidyarthi Shikshana Seva Trust (VSS Trust)

Vidyarthi Shikshana Seva Trust (VSS Trust) is a registered, charitable organization formed in 1979 by a group of leading educationists and social workers with a drive to bring transformation in society through education. VSS Trust registered under the Indian Trusts Act, 1882. The activities of the trust have made a positive impact on the education fraternity and society at large. The trust is working with a strong determination to play an active role in the reformation of education in India. It aims at overall development of students by imparting skills, values, ethics which can contribute in nation building at large.



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The Trust is passionate about encouraging creativity and Innovation among young minds. It has been providing platform for exchange of ideas, ideas that have the intent and power to solve key issues that plague our country. Trust is supporting capacity building activities and training of students related to contemporary developments in the field of Science and Technology. Trust is also putting its effort to develop industry institution interaction and bridge the gap between the contemporary needs of the industry and the research and development in the college premises.

2.7. Yuvaka Sangha.

YUVAKA SANGHA is a society registered under the Karnataka Societies registration act 1960. Yuvaka Sangha as an organization has been conducting free coaching classes for the pre-university and degree students for all streams in Bengaluru over 70 successful years and has set itself a local household brand for "Free coaching classes" in south Bengaluru.

With the motto of service, it has built volunteerism with in the noted teaching fraternity and has a credit of teaming up of college teaching faculties in all streams being associated with this noble cause.

Yuvaka Sangha has in this mission proceeded further to create an exclusive state of the art infrastructure at the heart of south Bengaluru at Jayanagar, Bengaluru for successfully running & expanding all its current and future platforms. Jayanagar in Bengaluru is the hub of student activities as it houses many educational institutions.

The facility has around 65,000 sq ft. Of the area with ample provision of creating a window for various projects relating to and involving students apart from what is currently being done with a view for massive expansion in the coverage of activities and scale of operations.

2.8. India Electronics and Semiconductor Association (IESA)

IESA is the premier industry body committed to the development of the Indian Electronics System Design and Manufacturing (ESDM) ecosystem. The IESA's vision is to bring stakeholders from the Indian industry, government and academia on a common platform to work towards making the Indian ESDM sector globally competent. The member base of IESA represents a spectrum of Large Global Corporations to Large, SME and Start-ups from Domestic Technology companies in Intelligent Electronics space, including Academic Institutions and Venture Capital firms.

IESA's vision is to bring Indian industry, governments and academia on a common platform and jointly work towards enhancing and promoting made-in-India products for world markets. IESA intends to be the 'go to' destination in Electronics and Semiconductor for Design & Manufacturing industry; be a trusted partner for Electronics and Semiconductor policy promotion for Government in the Country; be the Advisor for future skills development in the Country and be the Enabler for latest technology solution enhancing life & business while promoting technology based social innovations for the Society



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3 THE STRENGTH OF COLLABORATORS & ADDITIONAL PARTNERS





3.1 STRENGTHS OF KARNATAKA

Karnataka is the bright spot in the developmental story of India. It epitomizes the best of many worlds – a land of ancient heritage, scenic beauty, thriving wildlife, and rich culture. It is also a land of innovation, industry and a rich talent pool. Home to the Silicon Valley of India, it is a leader in sectors such as IT & ITeS, Machine Tools, Aerospace, Biotechnology, R&D, and Engineering Design. From Silk to Precision Manufacturing, the State covers the entire tapestry of industry. As a result, it has emerged as an important link in the global supply chain.

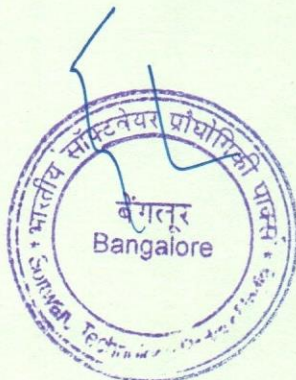
Advantage Karnataka: Its Robust Ecosystem

- 1st in India Innovation Index
- 4th largest skilled workforce
- Highest number of engineering colleges, ITIs, and polytechnics
- Largest R&D Hub in the country
- Policy-driven ecosystem: Many conducive IT policies (ESDM, AVGC, NAIN, i4 policy etc.) to support industry and start-ups
- Pleasant climate and cosmopolitan culture
- Home to 400 Fortune 500 companies
- Home for many technology start-ups.
- More than 60 per cent biotechnology companies are in Karnataka.

Economics Overview:

-  GSDP at 9.6% per annum
-  4th largest economy in India
-  1st in IT and ITeS exports
-  4th in merchandise exports

Karnataka is a home for many industries such as Defense, Manufacturing, Biotech, Aviation, ESDM, Machine tool manufacturing, Agri & Food Processing, Drugs & Pharmaceutical manufacturing, Textile etc.




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3.2 STRENGTHS OF STPI

STPI has been one of the growth drivers for the Indian Information Technology and Hardware Industry in the last two decades by implementing policies and incentives of Govt of India. STPI's industry promotional and service provider role have been one of the ingredients in the success stories of Indian IT sector. Leveraging its strong experience in supporting the IT, ITeS & ESDM Sector, STPI has been supporting budding innovative entrepreneurship through its incubation centres in the state of Karnataka.

Following are some of the core-strengths of STPI-Bengaluru:

- Rich experience in supporting the IT industry for more than 2 decades.
- Created state-of-the-art incubation facilities backed with excellent industry, government and academic connects.
- Robust ICT infrastructure (Network, DataCentre, NOC) for providing technical services and Managed IT Services.
- Availability of strong technical workforce including specialists for offering PMC Services & conducting IT Security Audit.
- Centres under STPI-Bengaluru jurisdiction has been rendering quality services & are certified for ISO 9001, ISO 27001 & ISO 20,000
- Has been playing key role in various committees in the state of Karnataka for supporting start-ups & e-Governance activities e.g. State government start up cell, New age incubation network, 91 spring board, e-Governance executive committee etc.
- Having wide experience in conducting various IT & Start-ups promoting events in associations with Govt & Industry Associations like Bengaluru Tech Summit (BTS), CII, MAIT, IESA, CeBIT India etc.
- STPI-Bengaluru jurisdiction is having panel of experts consisting of members from IT Industry, Academia, Industry association, & Venture Capitalists.
- Having wide network spectrum of industry around 1000 plus companies spread across Karnataka.
- Supporting ESDM Industry through Semiconductor Measurement Analysis and Reliability Test Lab (SMART lab).
- Has setup CoEs –IoT OpenLab at Bengaluru to support innovative start-ups around IoT segment and built rated-3 DataCentre on PPP Model to offer cloud & co-location services.

3.3 STRENGTHS OF HPE

- As one of the leading organizations in its industry, Hewlett Packard Enterprise Company has numerous strengths that enable it to thrive in the market place
- Highly skilled workforce through successful training and learning programs.
- Successful track record of developing new products – product innovation.
- Successful track record of integrating complimentary firms through mergers & acquisition. It has successfully integrated number of technology companies in the past few years to streamline its operations and to build a reliable supply chain.




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- Strong distribution network – Over the years Hewlett Packard Enterprise Company has built a reliable distribution network that can reach majority of its potential market.
- HPE's portfolio covers various types of enterprise products, including servers, data storage products, hybrid infrastructure, edge computing services and networking equipment. It also has some high-performance computing (HPC) credentials.
- To harness the broader innovation ecosystem, HPE designed and launched Pathfinder, HPE's venture investment and partnership program. Through Pathfinder, HPE use their expertise to identify the best emerging startups, and then they curate their innovations within HPE to deliver cutting-edge solutions to customers with results that they can't find anywhere else. HPE launched this program in 2015 and have invested in more than 20 companies that, when integrated with HPE products, are creating superior outcomes for their customers. The portfolio of HP Pathfinder investments include multiple unicorns.
- HPE has been working on various innovative products & services which includes IoT, Cloud, 5G, Cybersecurity, Blockchain etc.

3.4 STRENGTHS OF VSS

- VSS create platform and conduct programmes to encourage Innovations and support industry institution interaction which would help students and the professional world meet each other.
- Organizing a vast variety of programmes like seminars, symposia, workshops, field survey, training, national integration camps to conduct data based primary as well as analytically oriented secondary research on socially relevant issues and problems.
- VSS is conducting a state level project exhibition and competition named as 'Srishti' for engineering students, interns and graduates. It has been a celebration of Science and technology by providing an opportunity for all talented students to showcase their innovative projects and it also aims at initiating interests in entrepreneurial activities.
- The recent edition of the Srishti event was witness to participants from more than 150 colleges from all over the state, 500 projects and 200 technical paper presentations. These projects and papers were selected from a whopping 2500 entries and were chosen by senior scientists, experts from various fields of science and technology.

3.5 STRENGTHS OF YUVAKA SANGHA

- Yuvaka Sangha is an independent organization committed to work towards resolving enduring problems in social and educational sectors that requires sustained effort and determination ever since pre-independent India.
- This organization has been conducting free coaching classes for the pre-university and degree students for all streams in Bengaluru over 70 successful years and has set itself a local household brand for "Free coaching classes" in south Bengaluru.
- Till date, from free coaching classes alone, more than 2, 27,000 students are benefited from its inception.



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3.6 STRENGTHS OF IESA

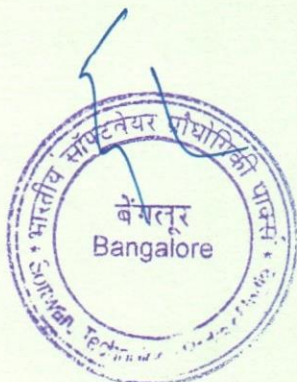
- The member base of IESA represent a spectrum of Large Global Corporations to Large, SME and Start-ups from Domestic Technology companies in Intelligent Electronics space, including Academic Institutions and Venture Capital firms.
- The IESA's vision is to bring stakeholders from the Indian industry, government and academia on a common platform to work towards making the Indian ESDM sector globally competent.
- IESA will help to find investment opportunity in this sector besides connecting the start-ups of the CoE to their member units to explore opportunities to work together.

3.7 ADDITIONAL PARTNERS

The CoE will have collaborations with Industry and Academia to build strengths in terms of extending mentoring support & sharing required software tools/hardware to the start-ups working under the CoE. The academic partners can render their support in providing engineering/management students to the start-ups for internship and the faculty of the academic partners provide mentoring and also the training on the curated topics of CoE.

Proposed Industry Partners:

- **Schneider Electric:** Schneider Electric India Operations has consented that Schneider Electric would like to be the partner for supporting the start-ups under the CoE with the following:
 - Providing ecosystem for understanding Global requirements for industries w.r.t smart manufacturing,
 - Providing access to Schneider Electric's existing EcoStruxure lab in Bengaluru (Jigani industrial area Bengaluru) to the start-ups under the CoE to experiment, learn and develop smart tools using IoT, Data Analytics, AI and bigdata for efficiency improvements.
 - Market place for showcasing the CoE smart live implementations for relevant customers to promote businesses.
 - Promote products for Global markets post successful pilots in their Labs located in Bengaluru.
- **Mathworks:** MathWorks supports startup accelerators and incubators worldwide with benefits and sponsorships. MathWorks has been working extensively in Industry4.0/Digitization/Industrial Automation, Predictive Maintenance, Digital Twin etc. Start-ups need to sign-on for availing the following benefits at free of cost.
 - One year of free access to MATLAB, Simulink and over 100 add-on toolboxes
 - Engineering support from MathWorks experts and access to online training and videos



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- Access to MATLAB Central, a user community of 100k+ members that shares knowledge and code
- Opportunities to promote your product through MathWorks startup promotions program

MathWorks has consented for supporting the start-ups under the CoE- Efficiency Augmentation with the above offers.

Academic Partners:

- Rashtreeya Vidyalaya College of Engineering (RVCE), Mysuru Road
- BMS Institute of Technology and Management, Yelahanka.

4 RATIONALE FOR SETTING UP CoE AT BENGALURU

4.1 Bengaluru as a start-up hub

As per the Global Startup Ecosystem Report 2019 by Startup Genome, Bengaluru ranked 20 among the global start-up hubs. The world's 20 best startup ecosystems, as ranked by the report, in that order, are Silicon Valley, New York City, London, Beijing, Boston, Tel Aviv, Berlin, Shanghai, Los Angeles, Seattle, Paris, Singapore, Austin, Stockholm, Vancouver, Toronto-Waterloo, Sydney, Chicago, Amsterdam-StartupDelta, and Bengaluru. These ecosystems were measured by their Performance, Funding, Market Reach, Talent, and Startup Experience. With a population of 8.7 million, Bengaluru's GDP is approximately \$70 billion, and its startup ecosystem is valued at \$24 billion. The study says that the statistics are still impressive for the most part with regards to the latest estimation of 1,800-2,500 active tech startups and the Bengaluru city's ability to attract millions of highly-skilled tech worker-migrants.

Supporting the emerging start-ups to productize their ideas through incubations is need of the hour. Considering the potential of the city & innovative start-up ecosystem, the CoE is proposed to be set-up at Yuvaka Sangha a society having registered office at Jayanagar, Bengaluru, which is an independent, non-profit, non-governmental organization working towards resolving enduring problems in social and educational sectors. The VSS Trust has identified the space of 16,000 square feet in the Yuvaka Sangha for setting up the CoE. The location is centrally located in Bengaluru and is ideal to setup the CoE.

- The city is having start up eco-system with over 7000 start-ups & most of them are domain/sectorial start-ups.
- Grown up companies around 190+ located in closed proximity of proposed location.
- Availability of ICT infrastructure such as Internet, hosting space, auditorium etc.
- Close proximity to general facilities such as ATM, Bank, Coffee shops etc.
- Bengaluru topped the list of Indian cities attracting startup funding.
- Availability of large talent pool produced by around 200 Engineering Collages in the city.



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- g. Having support eco-system by various PSU's viz., NAL, HAL, BEL, BHEL, DRDO etc.
- h. The location is having excellent connectivity for travel road, rail and international airport.

4.2 Bengaluru's Innovative Ecosystem

Bengaluru city has been witnessing increase in the number of start-ups year on year, this is coupled with innovation and venture capitalist investment into the start-ups.

Salubrious climate, deep technical pool, established private and public technology institutions, and proactive government policies have turned Bengaluru into an irresistible magnet for all tech startups, says the Bengaluru Innovation Report 2019. The Bengaluru Innovation Report 2019, a study done by leading institutional investors – Accel, 3one4 Capital, Ideaspring Capital, and the Government of Karnataka on the state of startups in Karnataka, amplifies the importance of the city as the destination for those who would like to start their tech venture.

Bengaluru is the only city in India to secure its position in Top 20 start-up Global Start-up ranking published by the Start-up Genome in the year 2019

The culture of innovation among the youngsters giving thrust to productize startup ideas in almost all the business verticals. The city has been blessed with large young talents & skilled workforce to develop the ideas.

It is seen that most innovative start-ups in almost all the business verticals (health, education, automotive, Defense, Aeronautics, Industrial, agriculture etc.) are emerging from the Bengaluru city due to abundance of the talent and innovative ideas.

5 FACILITIES OF THE CoE

The CoE is the first of its kind in India which is an immersion of innovation, creativity and new business development for augmentation of the efficiency in all the business verticals, service sector & also in Government operations/projects leveraging emerging technologies like AI, ML, IoT, BigData etc. The CoE is expected to play a vital role in bringing disruptive technologies/solutions & products to help increase efficiency in the said areas.

The best in class infrastructural facility located at the heart of the Bengaluru City will have the following:

- a. **Innovation and Development Lab:** The innovation & Development lab will be equipped with range of network, compute & storage elements, developmental tools/software & platforms that are required by start-ups focusing on smart manufacturing, Smart Farming, Smart Energy, Home & Office Automation, Smart Water, Connected Transportation, Whether Monitoring, Smart Hospital, Smart Security and Intelligent Asset Monitoring. To begin with CoE would have tools/equipment to support start-ups working on Smart



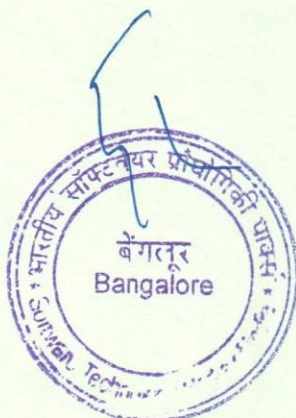
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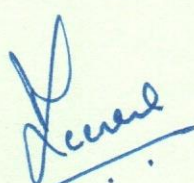
Manufacturing, Smart Energy, Smart Water and Home & Office Automation and based on the demand the required tools/equipment will be provisioned to address other areas.

- b. **Incubation facility:** The facility comprised of well-furnished & air conditioned rooms to accommodate 100+ workstations. Besides this, facility will have Board/ Conference rooms for the business discussions and a training room. It will have necessary power back-up, structured high speed LAN, Voice & Data connectivity, common Library, Server Room etc.
- c. **Training Facility:** As training programme is one of the important service offered by CoE, and for this a well-furnished training room with required A/v will be created to accommodate number of participants. Centre of excellence zone where various equipment like PLC, PAC, wireless sensors, automation controllers, IoT platforms will be available connected to various actuators and sensors for trainees to have hands on learning experience

6 SERVICES OF CoE & INCENTIVES

- a. Technical support, mentoring, seed funding & market assistance to the 100 startups (90 physically and 10 virtually) over a period of five years for creating technically-sound and commercially-viable solutions for efficiency augmentation. 50% of the total 100 start-ups shall be Karnataka based start-ups.
- b. Access to the Innovation & Development lab and onsite technical/application engineering support to the start-ups.
- c. Advise to government departments and private sector companies to design and implement digital solutions to augment the efficiency of their operations.
- d. Training, sensitization and capacity building of Karnataka government/Central Govt/PSU/ officials, private sector companies, students and others. The training programmes will be designed to enrich the skill-sets to the employees, students, government staff, start-ups & industry in the areas of IoT, Cloud, AI/ML, Big Data etc. The trainings will be conducted by the experienced trainers, who would be identified during the implementation stage of the CoE.
- e. Target beneficiaries will include engineering graduates, working staff of industry and also the government staff from Karnataka who are working on government projects such as industry & commerce, smart cities, e-Governance etc. The expected training outcomes includes the following:
 - Application of knowledge and skills in industries for increased productivity
 - Higher labor productivity
 - Increase employability rate for the students.
 - Improved processes & optimization of the resources for the industries.
 - Adaption of the latest technologies in automation for government projects




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FINANCIAL INCENTIVES TO START-UPS:**A. Seed Funding:**

The investment committee will conduct due-diligence at the early stage of the product development to identify the potential start-ups and decide to invest seed funding. The seed funding up to Rs 10 Lakh per start-ups will be considered.

In addition, CoE will also facilitate meetings with other VCs to enable start-ups to get more opportunity to raise funds.

B. Mentoring:

CoE will have pool of mentoring professionals from industry/academia who would provide mentoring on technology & business. Efforts will be made to link either one mentor or group of mentors to each start-up depending upon requirements. This mentoring session will be closely associated with level of start-up's requirements in terms of pitching the ideation/PoC into product and their technological aspects & commercially viability. The mentor will also guide to secure investments from venture capital funds and/ or other funding agencies. The cost associated with organizing such mentoring will be absorbed by CoE itself, which means mentoring sessions will be free for start-ups.

C. Market Assistance:


This is the stage when the start-ups are ready with marketable products/services. This stage is very crucial from the point of gaining momentum in the market, to increase the sales and generate revenues.

The CoE will organize events to help incubatees network and showcase their technologies, prototypes and products to prospective clients and users by inviting them to its premises and /or by facilitating participation of the incubatees in trade and technology events in the State and outside.

Marketing incentives to the potential start-ups once during their tenure with CoE, will be considered in the form of 50% reimbursement of marketing expenditure for participation in domestic/ international conferences/ exhibition, subject to:

- Rs 1.0 lakh or 50% of the cost (whichever is lesser) for participating in domestic/ international conferences /exhibitions




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7 PROPOSED CoE MODEL

- Identify start-ups who have potential to create disruptive products by way of comprehensive screening including Hackathons, Ideathons, BICs etc.
- Select start-ups based on the set criteria and enter into agreements.
- Offer CoE Services which includes access to infrastructure & labs, mentoring, seed funding, technical support by the subject matter experts and market assistance.
- Facilitate for raising funds from external sources like VC.
- Help potential start-ups in marketing & deployment of the solutions/products on the equity share or royalty fee or revenue sharing model.
- Review Key Success factors
- Enable smooth exit

8 GOVERNANCE, PROJECT MANAGEMENT & OPERATIONAL COMMITTEES

For efficient management & operations of the CoE, the following structure is proposed to be in place for governance, management, monitoring & review and execution of day-to-day activities.

- Governing Council (GC) for overall strategic guidance, review & monitoring.
- Project Management Group (PMG) for management & implementation: The PMG shall be empowered with all administrative & financial powers required for creation & operation of CoE (including changes & modifications, if any, in order to meet the intended objectives) as per its mandate within the approved budgetary provisions.
- Operational Committee(s) for day-to-day activities

The above Committees will have the representatives from Govt. of Karnataka, STPI, HPE, VSS Trust, Industry Associations and Academia.

8.1 Chief Mentor & CoE Support Team

The Chief Mentor will be identified during the implementation stage to mentor the start-ups under the CoE.

A dedicated team comprising the following members to be hired from the market. The team would be operating from the CoE location for overall operations management of the CoE which includes conducting ideathon/hackathon events for selection of right & potential start-ups, outreach programmes, various co-ordination activities related to conducting trainings, product marketing etc & supporting the start-ups.



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- a. Head of the Centre- 1
- b. Incubation Manager- 1
- c. Incubation Executives: Admin Executive-1 & Finance Executive-1
- d. Marketing Co-ordinator-1
- e. Technology Specialist-1

In addition to the above team, HPE would be deploying 3 subject matter experts at the CoE location who would be handholding & guiding the start-ups during development of products & solutions on various technological platforms. The remuneration of this team will be absorbed by the HPE itself under CSR.

9 NUMBER OF BENEFICIARIES & START-UP SELECTION CRITERIA

9.1 Target Beneficiaries

The CoE intends to support & nurture 100 start-ups (90 Physical and 10 Virtual) over a period of 5 years which are developing products and/or services/solutions around "EFFICIENCY AUGMENTATION" as follows.

Description	Y1	Y2	Y3	Y4	Y5	Total
No. of Physical Beneficiaries	14	16	18	20	22	90
No of Virtual Beneficiaries	2	2	2	2	2	10

Based on the demand, beyond 10 number of virtual start-ups is provisioned to support under the CoE.

9.2 Selection criteria of start-ups

Comprehensive screening process in the form of Hackathons, Ideathon and BICs etc. will be conducted for selection of the best start-ups and the selection & exit will be based on the criteria as set by PMG.

9.3 Goals and Deliverables

The details of the goals and deliverables regarding the number of start-ups, events, trainings, onboarding, mentoring etc are covered under **Annexure-1**.



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10 STAKEHOLDERS & THEIR RESPONSIBILITIES

The CoE will be setup and operated by VSS Trust & Yuvaka Sangha under the direction & support of PMG. HPE will bring their vast experience and deep domain knowledge in, IoT, AI, ML, BigData Cloud etc into CoE by setting up required IT infrastructure & also extend technological operations support by HPE team. The industry would be invited to send their technology experts periodically to provide mentoring & conducting emerging technology briefing to the start-ups.

This model will help STPI in supporting the innovative start-ups in EFFICIENCY AUGMENTATION domain through the proposed CoE & HPE's vast domain experience

Govt. of Karnataka would play an important role in supporting this CoE in terms of funding, connect to the State Govt. departments, academia and also connect with start-ups registered with State Government.

STPI would provide access to its CoE-IoT Openlab infrastructure and SMART lab to the start-ups working under CoE-EA as per the terms defined under IoT Openlab & SMART Lab.

10.1 Role of Dept. of IT, BT & ST, Government of Karnataka

- Financial assistance towards setting up the CoE and its operations for a period of 5 years
- Strategic direction and support (in terms of early adoption by own departments, etc.)

10.2 Role of STPI

- Oversee the implementation & operations of the CoE and its performance.
- Financial assistance to setup the CoE and its operations.
- Extending STPI's promotional events/programmes to the start-ups under CoE for market access and visibility of their products/solutions.
- Strategic direction and support (in terms of industry connects and mentoring)
- Providing access to the start-ups the CoE to leverage STPI IoT lab and SMART Lab as per the terms of IoT Openlab and SMART Lab.
- Conduct statutory audit of the CoE.

10.3 Role of HPE

- Financial assistance to setup the CoE ICT infrastructure & its maintenance for a period of 5 years.
- To Setup up the Lab for CoE.
- Technical inputs, guidance and support to design new solutions and to mainstream existing solutions of select startups.



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- Deploy domain experts for supporting & mentoring of the startups periodically.
- Providing BoQ & complete technical specifications regarding industrial IoT & industry 4.0 related tools/equipment.
- Supporting the start-ups to build PoC, Products & Solutions.
- Support in selection of start-ups and outreach programmes.

10.4 Role of VSS Trust

- VSS Trust as an implementing partner shall execute the works as entrusted by GC/PMG from time to time.
- Management of overall operational support to the startups working under the CoE under the guidance of PMG.
- Devise the training programmes around industry 4.0 & smart technologies in consultation with STPI & its partners.
- Marketing & branding of the CoE services and trainings so as to optimally utilize the infrastructure.
- Conducting training and sensitization programmes on solutions and technologies under consideration at the CoE for government officials, startups, students, etc.
- Networking and mentoring through academic partners and using SRISHTI Program.
- Complying to all the statutory requirements such as GST, Income Tax etc from time to time as regards to CoE entire operations.

10.5 Role of Yuvaka Sangha

- To provide 16,000 sft built-up space along with basic amenities such as car parking, water and required raw power of approx. 120 KW to setup the CoE.
- Providing Operations and Maintenance support of the CoE
- To share the common auditorium, training room & cafeteria facilities of Yuvaka Sangha with the CoE on need basis.
- Establishing networking and mentoring through Yuvaka Sangha academic partners.
- Conducting training/events and outreach programmes.

10.6 Role of IESA

- Networking and mentoring through industry partners
- Conducting training and sensitization programmes on solutions and Technologies under consideration at the CoE for government officials, startups, students, etc.




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10.7 Role of Start-ups

- Will make use of the available facility and build world class products and in EFFICIENCY AUGMENTATION solutions space and contribute towards the Make-in-India programme of Govt. of India & generate employment.
- Generation of new IPs around industry 4.0 & Intelligent Solutions.

11 ACTION PLAN FOR OPERATIONALIZING CoE

11.1 Action plan for activating the CoE

- Signing MoU between STPI, Govt of Karnataka.
- Constitution of the Committees for CoE
- Signing agreement with partners.
- Making necessary infrastructural arrangements at Jayanagar for setting up of CoE.
- Executing MoA with partners as required
- Hiring & Deployment of Team
- Setting up of Lab infrastructure.
- On-boarding suitable agencies for providing trainings in the areas of industry 4.0, Industrial IoT, Cloud,AI, ML AR/VR, Big Data etc.
- Creation of web portal & hosting.
- Publicizing and Creating awareness
- Selection of the start-ups for the CoE
- Roll-out services at CoE

11.2 Timelines

The CoE is estimated to be implemented in about 8 months from the date of approval of the proposal.

SL. No.	Activities	Estimated Timeline	Cumulative Timeline
	Proposal Approval	T0	
1.	Signing of Agreement between stakeholders	T1= T0+1 month	
2	Providing Ready to use CoE space	T2=T1+2 month	Lead time 8 months
3	Signing MoA with Partners as required	T3=T1+1 month	
4	Procurement & installation of tools & Eqpt for innovation & development lab and Creation of Web portal.	T4=T1+ 4 Months	
5	Identification & deploying	T5=T1+ 2	



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SL. No.	Activities	Estimated Timeline	Cumulative Timeline
	Team	months	
6	Conducting Joint Meeting between various stake holders CoE and publishing in print/electronic & social media	T6=T4+1 month	
7	Operationalization of the CoE	T7=T6+1 month	

12 INFRASTRUCTURE REQUIREMENTS

- VSS to provide 16000 sq.ft air-conditioned area in Yuvaka Sangha for setting up the Lab and plug & play incubation space.
- HPE to invest towards Capex & Opex of the lab which includes Hardware/Software and Test Equipment and Technical support Team (Detailed are at Annexure-A).
- The part of the facility will be used as STPI satellite office to extend necessary support to the start-ups.

13 PROJECT PERIOD

The operations period will be for a period of 5 (five) years from the date of declaration of Go-Live of the CoE.




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14 PROJECT FUNDING.

The total project cost is estimated to be Rs. 26.77 Crore, of which Rs. 17.60 Crore to be funded by Dept. of IT, BT & ST, Government of Karnataka as grant-in-aid. The balance amount will be funded by STPI/Ministry of Electronics & IT, Govt of India and HPE. The project cost includes both Capex & Opex for a period of five years. Funds from other industry partners may also be raised to meet any other Capex/Opex requirement of the CoE.


The year-wise break-up details of the fund requirement is given in the table below.

Sl. No.	Items	Amount (Rs. Lakh)					
	Description	Year 1	Year 2	Year 3	Year 4	Year 5	Total
	Number of Start-ups	20	20	20	20	20	100
A.	Item-wise Capital Expenditure						
1	Lab Equipment/Tools	100.00	50.00	50.00	50.00	50.00	300.00
2	Lab ICT Infrastructure	150.00	50.00	50.00	50.00	50.00	350.00
3	a) Refurbishing CoE space	240.00	0.00	0.00	0.00	0.00	240.00
	b) Other office equipment	86.95	0.00	0.00	0.00	0.00	86.95
	Total A	576.95	100.00	100.00	100.00	100.00	976.95
B.	Operating/Recurring Expenditure						
1	Lab ICT Operations & Appln Engg Team	57.35	63.09	69.39	76.33	83.97	350.13
2	Personnel	57.00	62.7	68.97	75.87	83.45	347.99
3	Mentoring	10.00	20.00	20.00	20.00	20.00	90.00
4	Market Assistance	8.00	8.00	8.00	8.00	8.00	40.00
5	Events						
	(ii) Workshops/Training	12.00	12.00	12.00	12.00	12.00	60.00
	(ii) Hackathon, Ideathon	8.00	8.00	8.00	8.00	8.00	40.00
	(iii) Outreach Programmes, PR & Communication	5.00	5.00	5.00	5.00	5.00	25.00
6	Seed Funding	40.00	40.00	40.00	40.00	40.00	200.00
7	Building Rentals	48.00	48.00	48.00	48.00	48.00	240.00
8	Market Research Reports	10.00	10.00	10.00	10.00	10.00	50.00
9	Utility and Maintenance	36.82	40.50	44.55	49.01	53.91	224.79
10	Miscellaneous expenses	5.25	5.78	6.35	6.99	7.69	32.05
	Total B	297.42	323.06	340.27	359.20	380.01	1699.96
	Total project cost (A+B)	874.37	423.06	440.27	459.20	480.01	2676.91

Note: Sl no 2 under Capex & sl no 1 under Opex above shall be invested by HPE under its contribution.

The details of the expenditure is given at Annexure-A




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Year-wise budgetary requirement from Government of Karnataka.

The year- wise budgetary requirements (Rs 1760 Lakhs or Rs 17.60 crores) from Government of Karnataka for setting up CoE on Efficiency Augmentation is as given below.

	Year 1	Year 2	Year 3	Year 4	Year 5
Funds in Rs Lakhs	1000.0	500.0	100.0	100.0	60.0

15 SUSTAINABILITY MODEL

- a. A nominal monthly recurring fee of Rs 3000/- per seat may be collected from the selected start-ups, who are opting for the physical incubation and Rs 1000/- p.m per start-up for those opt for the virtual incubation.
- b. Also regarding the training, depending on the number of day's programme, the training fee to be worked out during the stage of implementation of the CoE. The participants from industry, start-ups, government and academia may enroll for the training depending on their requirements. STPI & HPE together will work out the training programmes periodically and VSS trust would take care of execution of the training programmes.
- c. In addition, it is proposed to hold equity of 5% only with the start-ups which are considered for seed funding depending on the valuation of the start-ups. Assuming 15% of the successful start-ups with a valuation of 0.5 Million USD each, the 5% equity share will yield Rs 281 Lakhs by the end of 5th year.
- d. The revenue expected to be generated over 5 years is tabulated as below.

Description	Y1	Y2	Y3	Y4	Y5	Total	Remarks
Physical Incubatees (non-cumulative)	14	16	18	20	22	90	Incubatees year wise
Virtual Incubatees (non-cumulative)	2	2	2	2	2	10	Year wise
No of total seats	70	80	90	100	110	450	Assuming 5 seats per physical start-ups
Revenue from Physical start-ups-A (Amount in Lakhs)	25.2	28.8	32.4	36	39.6	162	At the rate of Rs 3000 per seat/month
Revenue from Virtual Start-ups-B (Amount in Lakhs)	0.24	0.24	0.24	0.24	0.24	1.2	At the rate of Rs 1000 per start-up
Revenue from Equity-C (Amount in Lakhs)						281	5 % equity of 0.5 Million USD valuation of 15 successful start-ups. (Rs 281 Lakh, Exchange Rate: Rs 75/USD)
Total (A+B+C) Revenue in Rs Lacs						444.2	



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- e. The equity portion will be held by STPI. The revenue of Rs 444 Lakhs is expected to be generated by the end of 5th year. From the project budget (Section-15 above) it is observed that the average annual Opex of the CoE will be around Rs 388 Lakhs. To make the CoE self-sustainable beyond 5 years, the revenue earned from the rentals will be plough back into the CoE & balance fund requirement to be met by raising additional funds from external sources such as Government grants, CSR funds etc.
- f. The VSS trust will be organizing all the training programmes in consultation with STPI, the revenue surplus if any generated by the trainings, shall be with STPI.

16 PROJECT RISKS AND MITIGATION PLAN

The foreseen broader risks associated with this project are identified. The technical risks may arise due to change in technology over a period of time, timely availability of equipment/tool, operations and management support risk etc. These technical risks would be managed by having appropriate controls and review mechanism which will be assessed during implementation stage. The anticipated major project risks and their mitigation plan are tabled as below.

Sl. No.	Project Risks	Mitigation plan
1.	Project Delays	To have a detailed activity-wise implementation plan along with necessary mitigation plans along with review & monitoring mechanism to ensure timely implementation of the project. To have better communication channels for timely approvals.
2	Delay caused due to pandemic.	To have a detailed project timeline worked out in consultation with all the concerned stakeholders, OEMs and a strict monitoring mechanism to be in place along with regular project review meetings. All the activities which pose risk of pandemic to have alternative option so ensure smooth implementation of the project.
3	Timely onboarding start-ups and partners.	All the partners & start-ups to be on-boarded during implementation stage itself. In case of any continuity of the pandemic, the start-ups may be selected leveraging appropriate collaborative tools and start the CoE operations with virtual start-ups and later onboarding the physically incubating start-ups with all the SOP in place. The training can also be provided in a virtual mode as an alternative to physical training room in case of continuity of pandemic.
4	Underutilization of the Innovation lab infrastructure.	To begin with CoE would have tools/equipment to support start-ups working on Smart Manufacturing, Smart Energy, Smart Water and Home & Office Automation and based on the demand the required tools/equipment will be provisioned to address other areas from 2 nd year onwards.




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Sl. No.	Project Risks	Mitigation plan
		In addition, the same lab infrastructure to be used for providing training, thereby optimizing the utility of the lab infrastructure.
5	Technological obsolescence	<ul style="list-style-type: none">• Periodical review to be done in consultation with technical partner-HPE to ensure all the procured hardware/software & tools will not have reach early technological obsolescence.• All the equipment & software tools to have annual maintenance contracts/subscriptions.
6	Risk of exit of any major partners	Suitable exit clauses with all the major stakeholder to be mentioned to safeguard the interest of the project in the agreement/MoUs that will be executed before implementation of the project.




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Annexure- A: Details of the expenditure.

A) CAPEX (Capital Expenditure)

a. CoE Lab Equipment/Tools (Tentative)

Category	System Description	Equipment used
Smart Manufacturing	Conveyor Belt System where vision analytics based systems are used to test the manufactured products and sort it intelligently	Continuity conveyor belts,Pumps,Motors, Motion Control PLC, 3 inspection cameras with lens, wireless position sensors, computation platform for vision analytics, sorting mechanism, IOT software platform for analysis and remote dashboard with augmented reality
Intelligent Asset Monitoring	Monitoring an idustrial asset using distributed wireless sensors and viewing the data with alarm notifications using augmented reality platform on devices like hololens	Scaled down water pumping station setup with reservoir, transparent pipes, stress valves, water pumps, wireless temperature sensor, wireless vibration sensor, flow sensor, PAC based Data acquisition system, IOT software platform for analysis and remote dashboard with augmented reality
Smart Farming	Remote Monitoring of farming devices like agriculture pumps and remote smart controlling of sprinkler systems	Agriculture pump, three phase pump control system with remote wireless access, electric fault inducers, remote monitoring system, digital control system with wireless access (PLC based)
Home & office Automation	IIOT based home and office automation systems using camera and advanced Programmable automation controllers	smart vector RFID tags and readers for equipment, wireless sensors, wireless DAP systems, connectivity to google homes and echo platform, central computational platform, Home and office equipment and scaled down setup, AI system based on motion and weight distribution
Smart City - Energy	Distributed situational awareness systems for pre-empting failures on a smart grid using Phasor measurement systems and viewed on a IIOT platform	smart grid scaled down setup, PMU systems, grid simulators, fault inducers using PLC, wireless sensors
Smart City - Water	Smart Water Distribution management system with AI implemented on IIOT system for effective water conservation	Scaled down water distribution system setup, wireless leakage valves, distribution terminals, wireless sensors for flow and levels, solar panels with inverters
Connected Transportation	V2I devices mounted on a vehicle that will allow two vehicles or a vehicle and an	2.4 GHz communication devices, OBD interfaces, ECU simulators, Vehicle setup, infrastructure setup, accident and emergency




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Category	System Description	Equipment used
	infrastructure to communicate with each other and take smart decisions without human intervention	simulators using programmable automation controllers
Weather Monitoring	IIOT based smart weather monitoring station using distributed Mesh sensors and advanced controllers like PAC	Wireless weather monitoring sensor(7 units), wireless DAQ interfaces, weather simulators, solar panels, wind turbine simulator, zigbee mesh network
Smart Hospital	Wireless devices monitoring various critical parameters of the patient while being taken from one ward to other	Hospital bed setup, emergency simulators using actuators, sensors and automation controllers, wireless body parameter sensors (5 units), hospital messaging simulators
Smart Security	Distributed sensor based real-time boundary protections system, that can be monitored remotely for any intrusion and actions taken based on smart analytic systems	50 no's of wireless motion detectors, Zigbee mesh networks, wireless data acquisition system
Training - Centre of Excellence	Centre of excellence zone where various equipment like PLC, PAC, wireless sensors, automation controllers, IIOT platforms will be available connected to various actuators and sensors for trainees to have hands on learning experience	4 PLC platform, 1 PAC platform, communication simulators and gateways 2 no's, wireless sensors 4 no's, actuators 3 no's, smart meters 1 no's

b. Tentative list of ICT infrastructure equipment (HPE)

HPE has shared the following list of equipment & tools that would be part of the ICT infrastructure of the Innovation & Development lab of CoE. HPE to invest Rs 350 Lakhs towards the ICT infrastructure & its maintenance over a period of 5 years.

Sr. No.	Equipment Description	Qty
1	D3940	01
2	EL300	04
3	EL1000	02
4	EL4000	04
5	EL8000	02




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6	Rack	01
7	Synergy 12000 Frame	01
8	Synergy 480 Gen10 (Linux)	05
9	Synergy 480 Gen10 (Windows)	03
10	ToR switch	01

c. Refurbishing of CoE space and procurement of office equipment

Office Equipment-A				
SI No	Description	Qty	Unit Cost	Total
1	Multi-Functional Device(MFD)	1	250000	250000
2	Printer- Desktop	2	15,000	30000
3	A/v Eqpt set	1	1000000	1000000
4	T.V- Conference	1	200000	200000
5	T.V-Meeting	2	100000	200000
6	Entrance Screen	1	250000	250000
7	Telephone Instruments	55	2000	110000
8	Refrigerator	1	50000	50000
9	Microwave Oven	1	10000	10000
10	Water Purifier	1	35000	35000
11	UPS-50 KVA	2	1500000	3000000
12	DG set-125 KVA with 3 years warranty	1	2000000	2000000
13	Web-portal creation	1	1000000	1000000
14	Laptops	8	70000	560000
	Subtotal- Office Eqpt			8695000
	Refurbishing-B			
15	16,000 sqft with Access control, CCTV, Electrical, HVAC, Furniture, False Ceiling, Structured LAN, Firefighting retrofit etc	16000	1500	24000000
	Total in Rs (A+B)			32695000
	Total in Rs Lakhs			326.95

The Yuvaka Sangha will provide built up space of 16,000 sq.ft, located in the heart of the city, Jayanagar & have good proximity to metro & city bus terminals. The space need to be developed with necessary infrastructure such as Interiors, furniture/partition & false ceiling, Electrical & lighting, Air conditioners, networking, CCTV, Firefighting equipment etc. The market prices of such interiors development ranges from Rs 1000 per sqft to Rs 2000 per sq.ft. Under this project an average of Rs 1500 per sq.ft has been considered & hence Rs 240 Lakhs is estimated for refurbishing of 16,000 sq.ft area.



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B. OPEX (Operational /Recurring Expenditure)

1. ICT Lab Operations & Application Engineering Team.

HPE to deploy 3 application engineering team onsite to support the start-ups on need basis and also to manage the operations of the ICT infrastructure. The remuneration of these resources shall be borne by HPE as part of its investment, which is estimated to be Rs 350 Lakhs for a period of 5 years.

2. Personnel for CoE

The following dedicated resources shall be working for the CoE. These resources to be hired from the market and details of the estimated expenditure towards salary is as given below.

Manpower details	Salary Details					Total for 5 Years
	Year 1	Year 2	Year 3	Year 4	Year 5	
Head of the CoE (1)	18.00	19.80	21.78	23.96	26.35	109.89
Incubation manager (1)	9.00	9.90	10.89	11.98	13.18	54.95
Admin & Finance Executives (1 Each)	12.00	13.20	14.52	15.97	17.57	73.26
Marketing Coordinator (1)	6.00	6.60	7.26	7.99	8.78	36.63
Technology Specialist- ML/AI/IoT (1)	12.00	13.20	14.52	15.97	17.57	73.26
Total in Rs Lakhs	57.00	62.70	68.97	75.87	83.45	347.99

3. Mentoring

The mentoring session by the eminent industry experience personnel would help periodically to impart business and technical knowledge to the start-ups under the CoE. The honorary/sitting fee for the mentoring members as required and meeting expenses to be met under the budget of Rs 90 Lakh over a period of 5 years. Each mentoring person session fee may be in the range of Rs 2000/- to Rs 5,000/-.

4. Marketing Assistance

Under this potential start-up would be provided with Marketing Assistance of average Rs 1.0 Lakh per start-up. Assuming 40% potential start-ups would be eligible, the total budget of Rs 40 Lakh is provisioned for 5 years.



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5. Events

Workshops/Trainings: Under this Workshop/Training programmes will be conducted on emerging technologies periodically. The expenditure to conduct such events is estimated to be Rs 1.0 Lakh per event per month, with a total budget of Rs 60 Lakh for 5 years is provisioned.

The ideathon/Hackathon is planned to conduct once in every quarter at an estimated expenditure of Rs 2.0 Lakh per event, with a total budget of Rs 40 lakh is provisioned for 5 years.

Towards the outreach programmes, PR & communication a budget of Rs 25 Lakh over 5 years is provisioned.

6. Seed Funding

Under this, it is assumed that 20% of the total 100 start-ups would be highly potential in terms of creating products & solutions, which may have good market penetration and become revenue generating companies. Depending on the potentiality of the start-ups a seed funding is proposed to be provided in the order of Rs 10 Lakh per start-up, with a total of budget of Rs 200 Lakhs over a period of 5 years.

7. Facility Rentals

The rentals of Rs 25 per sft per month is considered & hence for 16,000 it works out to be Rs 4 Lakh per month, accordingly Rs 240 Lakhs is provisioned over 5 years.

8. Market Research Reports

Given that one of the focus of the CoE is to come out with and/or consume market research reports, and to meet the expenditure towards the same a budget of Rs 50 Lakh is provisioned for 5 years.

9. Utility & Maintenance

The expenditure towards the electricity, water, security & housekeeping personnel and Internet charges is included under this head. The details of the expenditure is as given below.

Description	Y1	Y2	Y3	Y4	Y5	Remarks
Electricity Charges	15.00					
Water Charges	0.50					
Security	8.28					3 Resources @ Rs 23 K per month
Housekeeping	2.04					1 Resources 17K per month
Internet 100 Mbps	11.00					
Total in Rs Lakh	36.82	40.50	44.55	49.01	53.91	The 10% hike from 2nd year onwards



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10. Miscellaneous Expenses

The general expenses towards Stationary, Printing & other consumables is estimated Rs 5.25 Lakh p.a with an annual hike of 10% is considered.



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Annexure- 1: Goals and Deliverables.

SL No	Particulars	Year 1				Year 2				Year 3				Year 4				Year 5			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
1	Number of seats that will be available (cumulative)	70	70	70	70	80	80	80	80	90	90	90	90	100	100	100	100	110	110	110	110
2*	Number of mentors will be on-boarded	2	1	2	1	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3*	Number of corporate partners/ collaborations of the Incubation Centre	2	0	2	0	1	0	1	0	1	0	1	0	1	0	1	0	1	0	1	0
4*	Number of Academic partnerships of the Incubation Centre	1	0	1	0	0	1	1	0	0	1	1	0	0	1	1	0	0	1	1	0
5	Number of start-ups that will be incubated (a) (physically)	3	3	4	4	4	4	4	4	4	4	5	5	4	4	6	6	5	5	6	6
5	Number of start-ups that will be incubated (b) (virtually)	0	0	1	1	0	0	1	1	0	0	1	1	0	0	1	1	0	0	1	1
6#	Number of MSMEs that will be supported (part of physically incubated start-ups)	0	0	1	2	0	0	2	2	0	1	2	1	0	0	2	2	1	2	0	0
7	Number of outreach programmes conducted (not cumulative)	1	0	1	0	1	0	1	0	1	0	1	0	1	0	1	0	1	0	1	0
8	Trainings that will be conducted (not cumulative)	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
9	Number of Ideathon events	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
10	Number of startup that will leverage external seed funding	0	0	1	1	0	0	1	1	1	0	1	1	0	0	1	1	0	0	1	1
11	Number of startups that will be graduated (funded/acquired)	0	0	0	1	1	1	1	1	1	1	1	2	1	2	1	2	1	1	1	1
12	IP Generated	0	0	0	1	0	0	0	1	0	0	1	0	0	0	0	1	1	1	1	1
13	Number of jobs created (not cumulative)	15	15	25	25	20	20	25	25	20	20	30	30	20	20	35	35	25	25	35	35
14	Seed Funding Leveraged(in Rs Lakhs)	0	0	10	10	10	10	10	20	10	10	10	20	10	10	10	10	10	10	10	10

Note : * Non-cumulative numbers # MSME part of the start-ups incubate




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Abbreviations:

1. AI-Artificial Intelligence
2. CoE-Centre of Excellence
3. CSR- Corporate Social Responsibility
4. EHTP- Electronic Hardware Technology Parks
5. ESDM-Electronics Systems Design & Manufacturing.
6. GC- Governing Council
7. GoK-Government of Karnataka
8. HPE-Hewlett Packard Enterprise
9. ICT-Internet and Communication Technologies
10. IESA- India Electronics and Semiconductor Association
11. IoT-Internet of Things
12. MeitY- Ministry of Electronics and IT, Govt of India
13. ML-Machine Learning
14. PMG- Project Management Group
15. SMART Lab- Semiconductor Measurement Analysis and Reliability Test Lab
16. STPI- Software Technology Parks of India.
17. VC- Venture Capital
18. BIC- Business-Idea Competition




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Annexure C

Governing Council (GC) and Project Management Group (PMG)

For efficient management & operations of the CoE-EA, the following Committees/Group are formed for governance, management, monitoring & review and execution of day-to-day activities:

- **Governing Council (GC)** has been proposed to be constituted to advice on overall strategic guidance, review & monitoring of the CoE, annexed as per **Annexure G**.
- **A Project Management Group (PMG)** will be formed, for management & implementation of the CoE-EA. The PMG shall be empowered with all administrative & financial powers required for creation & operation of CoE-EA (including changes & modifications, if any) in order to meet the intended objectives as per its mandate within the approved budgetary provisions. The details of the PMG are annexed as **Annexure H**.

The Committees will have the representatives from Govt. of Karnataka, STPI, Hewlett Packard Enterprise, VSS Trust, Industry Associations and Academia.




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Annexure D

BUDGET

Funding Pattern – CoE – EA:

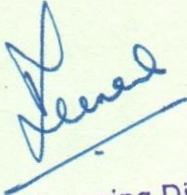
Funding released by	Capex Cost	Opex Cost	Total (in lakhs)
Govt of Karnataka – Dept of Electronics , IT, Bt and S&T	610.00	1150.00	1760.00
STPI/Ministry of Electronics & IT, Govt of India / Funds raised from other industry Partners	367.00	550.00	917.00
TOTAL	977.00	1700.00	2677.00

Grant/ Financial Support from KITS, Govt of Karnataka:

Funds in Rs Lakhs	Year 1	Year 2	Year 3	Year 4	Year 5	Total
	760.00	500.00	250.00	150.00	100.00	1760.00

**Break up of Grant support annually (Rent, Operational Cost, Program Cost,
Common area and others etc.)**

Sl No	Items	Amount (Rs. Lakh)					
A.	Item-wise Capital Expenditure						
1	Lab Equipment/Tools	100.00	50.00	50.00	50.00	50.00	300.00
2	Lab ICT Infrastructure	150.00	50.00	50.00	50.00	50.00	350.00
3	a) Refurbishing CoE space	240.00	0.00	0.00	0.00	0.00	240.00
	b) Other office equipment	86.95	0.00	0.00	0.00	0.00	86.95
	Total A	576.95	100.00	100.00	100.00	100.00	976.95


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B.	Operating/Recurring Expenditure						
1	Lab ICT Operations &ApplnEngg Team	57.35	63.09	69.39	76.33	83.97	350.13
2	Personnel	57.00	62.7	68.97	75.87	83.45	347.99
3	Mentoring	10.00	20.00	20.00	20.00	20.00	90.00
4	Market Assistance	8.00	8.00	8.00	8.00	8.00	40.00
5	Events						
	(ii) Workshops/Training	12.00	12.00	12.00	12.00	12.00	60.00
	(ii) Hackathon, Ideathon	8.00	8.00	8.00	8.00	8.00	40.00
	(iii) Outreach Programmes, PR & Communication	5.00	5.00	5.00	5.00	5.00	25.00
6	Seed Funding	40.00	40.00	40.00	40.00	40.00	200.00
7	Building Rentals	48.00	48.00	48.00	48.00	48.00	240.00
8	Market Research Reports	10.00	10.00	10.00	10.00	10.00	50.00
9	Utility and Maintenance	36.82	40.50	44.55	49.01	53.91	224.79
10	Miscellaneous expenses	5.25	5.78	6.35	6.99	7.69	32.05
	Total B	297.42	323.06	340.27	359.20	380.01	1699.96
	Total project cost (A+B)	874.37	423.06	440.27	459.20	480.01	2676.91

- Release of grant to Centre of Excellence for Efficiency Augmentation (CoE - EA) shall be tranche wise depending on the budget released by Government to KITS.
- The first tranche will be released after signing the MOA.
- KITS will be releasing subsequent tranches based on the recommendations of the Governing Council or any other committee assigned to review the progress of the Project.

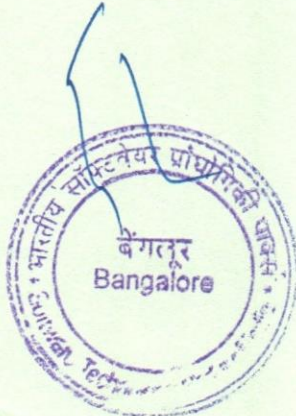



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Annexure E

CONDITIONS ATTACHED TO THE GRANTS

1. The grant being released to STPI should be exclusively spent by STPI for the purpose for which it has been sanctioned within the stipulated time (as mentioned in the MoA). All the assets acquired from the grant given by KITS will be the property of Government of Karnataka/ KITS and should not without the prior sanction of KITS/Department of Electronics, Information Technology, Biotechnology and Science & Technology, be disposed of or encumbered or utilized for purpose other than those for which the grant has been sanctioned.
2. At the conclusion of the Project, KITS/the Govt. of Karnataka will be free to sell or otherwise dispose of assets obtained out of the grants of KITS, which are the property of the Government. STPI shall render to Government of Karnataka necessary facilities for arranging the sale of these assets. The Government of Karnataka/KITS has the discretion to gift the assets to STPI if it considers it appropriate.
3. STPI is required to send to KITS a list of assets referred to the above in point no. 2 at the end of each financial year as well as at the time of seeking further instalment of the grant.
4. KITS on behalf of the Government of Karnataka shall support the **Centre of Excellence for Efficiency Augmentation (CoE for EA)** with Rs 1760.00 Lakhs over a period of 5 years from the date of signing MoA with KITS. Of this, INR 610.00 Lakhs will be for Capex and INR 1150.00 Lakhs for Opex.
5. At least 15 (fifteen) days prior to the date upon which any annual Grant is to be transferred to STPI (except the first Grant for the first year), STPI agrees that it will submit to KITS the following documents, failing which, KITS reserves the right to withhold any payment of Grant till such documents are received in any format specified by KITS:
 - I. A half yearly progress report;
 - II. A yearly progress report;
 - III. Audited financial report updated till the date upon which the Grant is to be received;




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- IV. Statement of the rental amounts received from users of facilities in **Centre of Excellence for Efficiency Augmentation (CoE for EA)**.
- V. Bank Statements for the period mentioned in the Utilization Certificate, C.A. certified Utilization certificate and Income & Expenditure Account.
6. During the term of this MoA, KITS hereby reserves the right to inspect/Audit the premises, books/books of account of STPI and any other supporting documentation during reasonable office hours providing at least 7 (seven) days' written notice to STPI; such notice so provided by KITS shall include the persons who will form the inspection team and, in as much detail as possible, the documents and things that KITS wants to inspect, unless such inspection is general in nature, in which case the notice will provide such reference. Upon receipt of such notice, STPI will ensure that the premises, books and records and all allied documentation are available for inspection by KITS.
7. STPI agrees that it shall do things that are necessary to facilitate inspection in the manner provided under of this MoA by KITS and that it shall not hinder the inspection conducted by KITS in any manner.
8. Grant register shall be maintained. STPI will keep the whole of the grant received from KITS in a separate Bank Account earning interest and the interest so earned should be reported to KITS in the Utilization Certificate and Statement of Expenditure. The interest so earned will be adjusted towards further instalment of the grant and/or at the time of Final Settlement of Accounts or the interest so earned shall be returned to KITS at the end of the Project. Bank Statements need to be submitted for the period mentioned in the Utilization Certificate.
9. Any income/ revenue generated as a result of the Project shall be used for CoE -EA activities and programmes with prior permission of KITS and Governing Council.
10. Any publicity of **Centre of Excellence for Efficiency Augmentation (CoE for EA)** program or any papers published based on the research work done under **Centre of Excellence for Efficiency Augmentation (CoE for EA)**



A handwritten signature in blue ink, likely of the Managing Director, written over the printed name and title.

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should acknowledge the financial support received from KITS / Department of Electronics, IT, Bt and S&T, Govt. of Karnataka.

11. STPI shall recruit suitable manpower after following transparency procedures and obtaining the approval of Governing Council (GC) and remuneration shall be paid out of the project Grants. The recruitment shall be project related and only for project duration. No permanent posts shall be created under the project. Manpower Resource required for the project will be hired by STPI without creating a liability on KITS and limited to the funds available for the purpose.
12. STPI shall procure goods and services following transparency procedures in establishing and operationalising the **Centre of Excellence for Efficiency Augmentation (CoE for EA)**.
13. Any unspent balance out of the grant for a financial year is either refunded to KITS /Government of Karnataka or specific concurrence of the KITS /Government of Karnataka is obtained to its being carried forward for expenditure during the next financial year.
14. STPI shall submit any other applicable document, invoice, bills etc., as may be reasonably required by KITS.
15. In case of conflicting terms between Government Order and other documents, the terms of the Government Order shall prevail.




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Annexure F
Goals and Deliverables

Sl no	Description	Year 1	Year 2	Year 3	Year 4	Year 5	Total
1	Number of Start-ups - Physical	14	16	18	20	22	90
2	Number of Start-ups- Virtual	2	2	2	2	2	10
3	Students/Startups/ Workshops/ Conference Hackathons	5000	5000	5000	5000	5000	25000

SL No	Particulars	Year 1				Year 2				Year 3				Year 4				Year 5			
		Q 1	Q 2	Q 3	Q 4	Q 1	Q 2	Q 3	Q 4	Q 1	Q 2	Q 3	Q 4	Q 1	Q 2	Q 3	Q 4	Q 1	Q 2	Q 3	Q 4
1	Number of seats that will be available (cumulative)	70	70	70	70	80	80	80	80	90	90	90	90	100	100	100	100	110	110	110	110
2*	Number of mentors will be on-boarded	2	1	2	1	2	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
3*	Number of corporate partners/ collaborations of the Incubation Centre	2	0	2	0	1	0	1	0	1	0	1	0	1	0	1	0	1	0	1	0
4*	Number of Academic partnerships of the Incubation Centre	1	0	1	0	0	1	1	0	0	1	1	0	0	1	1	0	0	1	1	0
5 (a)	Number of start-ups that will be incubated (physically)	3	3	4	4	4	4	4	4	4	4	5	5	4	4	6	6	5	5	6	6
5 (b)	Number of start -ups that will be incubated (virtually)	0	0	1	1	0	0	1	1	0	0	1	1	0	0	1	1	0	0	1	1



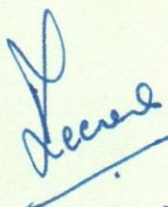

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6#	Number of MSMEs that will be supported (part of physically incubated start -ups)	0	0	1	2	0	0	2	2	0	1	2	1	0	0	2	2	1	2	0	0
7	Number of outreach programmes conducted (not cumulative)	1	0	1	0	1	0	1	0	1	0	1	0	1	0	1	0	1	0	1	0
8	Trainings that will be conducted (not cumulative)	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
9	Number of Ideathon events	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
10	Number of startup that will leverage external seed funding	0	0	1	1	0	0	1		1	0	1	1	0	0	1	1	0	0	1	1
11	Number of startups that will be graduated (funded/acquired)	0	0	0	1	1	1	1	1	1	1	1	2	1	2	1	2	1	1	1	1
12	IP Generated	0	0	0	1	0	0	0	1	0	0	1	0	0	0	0	1	1	1	1	1
13	Number of jobs created (not cumulative)	15	15	25	25	20	20	25	25	20	20	30	30	20	20	35	35	25	25	35	35
14	Seed Funding Leveraged(in Rs Lakhs)	0	0	10	10	10	10	10	20	10	10	10	20	10	10	10	10	10	10	10	10

Note: * Non-cumulative numbers # MSME part of the start-ups incubate



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Annexure G

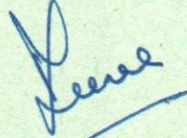
Governing Council

A Governing Council will be formed as per the following Composition. The Council will meet at least once in a year and will be the supreme decision-making body. The Governing Council will review the overall progress and recommend for release of next tranche.

Composition of Governing Council is as Follows:

Sl. No	Composition
1.	DG STPI as Chairperson
2.	Sr. Director, STPI as Vice-Chairperson
3.	Jurisdictional Director of STPI
4.	Representative(s) from State Govt
5.	Representative(s) from Industry, Industry Association, Academia, Investment/Funding Agencies, other stakeholder(s) (Up to 3 nos.)
6.	Director Concerned Division, STPIHQ
7.	Representative(s) from STPINEXT
8.	Individual in capacity of Chief Mentor
9.	Individual in the Capacity of ' Head of CoE'




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Annexure H

Project Management Group

A Project Monitoring Group (PMG) will be formed as per the following Composition for the Overall management of CoE under the guidance & information of GC. The committee will meet at least twice in a year.

Composition of Project Monitoring Group (PMG) as Follows:

Sl. No	Composition
1.	Jurisdictional Director of STPI and Chief Mentor (an eminent industry expert) to be the part of the PMG and one of them shall be the Chairperson as nominated by DG STPI
2.	Representative(s) from Industry, Industry Association, Academia, Investment/Funding Agencies, other stakeholder(s) as required
3.	Director Concerned Division, STPIHQ
4.	Representative(s) from STPINEXT
5.	Individual in the Capacity of 'Head of CoE'

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