

## PROCEEDINGS OF THE GOVERNMENT OF KARNATAKA

**Sub:** Relaxation to Startups registered in Karnataka from Prior Turnover and Prior Experience during the procurement of Technology Products/Goods/Solutions by Procurement Entity.

**Read:** 1. GO No. FD 09 PCL 2004 (II), Bengaluru, dated: 06-08-2005  
2. GO No. FD 908 Exp-12/2019 Bengaluru, dated: 21-07-2020

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### Preamble:

Government of Karnataka is leading in contributing to the growth of IT, Electronics manufacturing, Biotechnology, Animation and other knowledge based industries in the country. In this regard, Government of Karnataka has launched a dedicated multi-sectoral Startup Policy in the year 2015 itself keeping in view the economic growth and general prosperity of the State. In continuation of this effort and in order to encourage high technology innovative Startups, Government of Karnataka has decided to give certain concessions and relaxations in procurement of Technology Products/ Goods/Solutions by Procurement Entity as defined under section 2(d) of Karnataka Transparency in Public Procurements Act, 1999. Hence, the following order:

### Government Order No. FD 218 Exp-12/2021, Bengaluru, Dated:01/09/2021

In view of the circumstances explained in the Preamble, the Government of Karnataka is pleased to give the following concessions and relaxations from Pre-qualification criteria of Prior Turnover and Prior Experience to Startups registered with Karnataka Innovation and Technology Society (KITS) and empanelled by Department of Electronics Information Technology, Biotechnology and Science and Technology, Government of Karnataka during the procurements to the extent mentioned below:

1. In case the Startup is established within 3 years as on the last date for submission of tender and where the estimated value of the procurement is not exceeding Rs.20.00 Lakhs, such Startup is exempted from meeting the Pre-qualification criteria of Prior Turnover and Prior Experience stipulated in the Tender Document.
2. In case, the estimated value of the procurement exceeds Rs. 20.00 Lakhs, it is required for the Startups to meet the Pre-qualification criteria of Prior Turnover and Prior Experience upto 50% of the requirement in any one of the last two preceding financial years as prescribed in the Standard Tender Documents and Government orders/circulars etc., from time to time.

3. The above concessions and relaxations with respect to Startups will only apply for the procurement of Technology Products/Goods/Solutions as may be notified by the Government from time to time and meeting of the quality and technical specifications prescribed by the Procurement Entity in the tender document.
4. These instructions are applicable for the tenders of Technology Products/Goods/Solutions to be invited hereafter and shall not be applicable for the tenders already invited.
5. The Procurement Entities as defined under section 2(d) of Karnataka Transparency in Public Procurements Act, 1999 are hereby directed to incorporate the above concessions and relaxations under the relevant clauses in the tender documents.
6. There are no changes in the remaining clauses of the Standard Tender Documents issued and directions given by the Government from time to time

By the order and in the name of  
Governor of Karnataka

(I.S.N.Prasad)

Additional Chief Secretary to Government  
Finance Department

**To:**

1. The Chief Secretary to Government of Karnataka, Bengaluru
2. All Additional Chief Secretaries to Government
3. All Principal Secretaries / Secretaries to Government
4. The Accountant General (A&E), Karnataka, Bengaluru.
5. The Secretary, Karnataka Legislative Assembly/Council, Vidhana Soudha, Bengaluru
6. The Registrar, Karnataka High Court, Bengaluru
7. The Registrar, Karnataka Lokayukta, Bengaluru
8. The Secretary, Karnataka Public Service Commission, Bengaluru.
9. All the Deputy Commissioners
10. All the CEOs of Zilla Panchatyats
11. All the Heads of Departments
12. All the CEOs of Boards and Corporations
13. All Internal Financial Advisors
14. All Joint Secretaries/Deputy Secretaries/Special Officers/Under Secretaries to Government, Finance Department
15. Section Guard File/Spare Copies

## GOVERNMENT OF KARNATAKA

No:FD 218 Exp-12/2021

Karnataka Government Secretariat  
Vidhana Soudha  
Bengaluru, Dated:06/09/2021

### NOTIFICATION

In exercise of the powers conferred in proviso under Rule 27 of Karnataka Transparency in Public Procurements Rules, 2000, Government of Karnataka, hereby specify the Technology Products/Goods/Solutions that may be procured by all the Procurement Entities as defined under Section 2(d) of KTPP Act from Startups empanelled by Department of Electronics Information Technology, Biotechnology and Science & Technology, Government of Karnataka as below:-

Sl. No.	Sector	Technology Product/Goods/Solutions
1.	Healthcare	i. Diagnostic Devices ii. Mobile testing labs/KITS etc. iii. Self-improvement and Healing devices iv. Processed and Fortified Foods
2.	Agriculture	i. Unmanned Aerial Vehicles (UAV)/Drones - Agriculture, Mapping, Seed bombing etc. ii. Aggregation Platforms - Input, Output Services, Farmer Services through FPO. iii. Precision Farming Equipments iv. Agriculture - Cotton Picking, Pesticide Spray etc.
3.	Manufacturing	i. Robotics, Industrial Automation
4.	CleanTech	i. Environmental Monitoring – Air Quality Monitoring, Waste Management - Identification & Recycling
5.	Marketing	i. Digital Marketing Services through innovative medium/platform / reaching large target market/segments. ii. Innovative forms of advertising in print, radio, TV, digital, OTT platforms, Transit etc using unique methods of bundling services with unique business/models. iii. Promotional videos using creative animation/people with graphic content for various channels/medium. iv. Aggregation and broadcasting of Government Schemes, News, on digital medium, social media platforms using SEO, Crawlers and other innovative engines. v. Fake news detection, prevention, eradication services using technology at source/ISP

6.	Finance	<ul style="list-style-type: none"> <li>i. Digital solutions / platforms which enables financial transactions (receipt and payment) to various Government Schemes and Services using UPI etc.,</li> <li>ii. Innovative solutions in Accounting / Audit /Taxation areas to ease out documentation and computation process.</li> </ul>
7.	Human Resource	<ul style="list-style-type: none"> <li>i. Innovative and Original IP content / curriculum created for training / skilling in a particular area.</li> <li>ii. Unique and innovative methods of training/ skilling using digital platforms reaching out to last mile target audience.</li> <li>iii. Innovative platforms or Learning Management Systems (LMS)for imparting online education to large target audience.</li> </ul>
8.	Energy	<ul style="list-style-type: none"> <li>i. Innovative product/solutions related to Electric Vehicles.</li> <li>ii. Product/Solutions related to generation, storage and usage of various forms of renewable energy.</li> <li>iii. Solutions related to power grid management etc.</li> </ul>
9.	Operations	<ul style="list-style-type: none"> <li>i. Remote asset tracking and management devices/solutions.</li> <li>ii. Transportation, Fleet and Passenger Management.</li> <li>iii. Geo-fencing, Tagging and Mapping of people and materials.</li> <li>iv. Automation solutions related to verification and validation of contracts/mortgage / documents etc.,</li> <li>v. Industrial automation/robotics solutions</li> <li>vi. IoT based innovative products/solutions</li> </ul>
10.	Smartcity	<ul style="list-style-type: none"> <li>i. Innovative products/solutions like smart street light, parking solutions, water management, waste management, traffic management, property management, energy, sanitation, mobility, connectivity etc related to smart cities.</li> </ul>
11.	Renewable and Circular Economy	<ul style="list-style-type: none"> <li>i. Hybrid energy solutions like solar and wind, petrol and lithium battery etc.,</li> <li>ii. Recycled and biodegradable products like briquettes through biomass, bricks using industrial sludge, fly ash etc., straws using coconut leaves, self-disintegrating and dissolving sanitary pads etc.,</li> <li>iii. Composite and condensed materials like ultra-low water absorbent, repellent materials etc. Ultra-light materials built using high end materials.</li> </ul>

12.	Other emerging technologies in which innovative products/ solutions can be considered for procurement:	<ul style="list-style-type: none"><li>i. Imaging/Thermal Imaging products / solutions to detect, asses,diagnose and cure diseases</li><li>ii. Blockchain solutions</li><li>iii. IoT</li><li>iv. SAAS based solutions in accounting / operations, manufacturing etc.,</li><li>v. Mobile App based solutions for aggregating services.</li><li>vi. Augmented Reality/Virtual Reality based product/solutions</li><li>vii. Big Data and Data Analytics.</li><li>viii. Artificial Intelligence/Machine Learning</li><li>ix. Nano Technology</li><li>x. Edge Computing, Quad Computing</li><li>xi. DevOps, Cyber security</li><li>xii. Tissue Culture</li><li>xiii. 3D Printing</li></ul>
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By Order and in the name of the  
Governor of Karnataka

  
(GAYATHRI K)

Under Secretary to Government (I/c),  
Finance Department  
(Procurement Cell)

  
26/9/2021

To:

The Compiler, Karnataka Gazette for publication in the next issue of the Gazette.

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