ARTIFICIAL LIMBS MANUFACTURING CORPORATION OF INDIA

(A Government of India Undertaking)

Under Union Ministry of Social Justice & Empowerment



AN ISO 9001:2015 Company, G.T. Road, Kanpur – 209217



Ph: +91-512-2770176, Fax: +91-512-2770617

Email: dgm_spc@alimco.in, vishal.shukla@alimco.in, Website: www.alimco.in

EOI Ref. No.: PT/EOI/02/BB, dated 18.07.2023 CALL FOR EXPRESSION OF INTEREST

Artificial Limbs Manufacturing Corporation of India (ALIMCO) is a Schedule 'C' Miniratna Category II Central Public Sector Enterprises, registered under Section 8 (Not for Profit motive) of the Companies Act 2013, is functioning under the Administrative Control of Ministry of Social Justice & Empowerment, Department of Empowerment of Persons with Disabilities. It is 100% owned Govt. of India Central Public Sector Enterprises with an objective of benefiting the persons with disability to the maximum extent possible by manufacturing Rehabilitation Aids for persons with disabilities and by promoting, encouraging and developing the availability, use, supply and distribution of Artificial Limbs and other Rehabilitation Aids to the disabled persons of the country.

Having made significant and sustained progress in past, Under the of Startup India mission of Govt. of India, ALIMCO is in the process of Setting up a Centre of Excellence (CoE) to Incubate Startups in the field of Rehabilitation Aids & Assistive Technology under ALIMCO at it's Kanpur & Faridabad Centre.

ALIMCO thus invites EXPRESSION OF INTEREST from the budding entrepreneurs for Tech Startups in Rehabilitation Aids & Assistive Technology at it's Kanpur & Faridabad Centre.

Interested parties may visit our website www.alimco.in for details.

Sr. Manager (DD&QC)

भारतीय कृत्रिम अंग निर्माण निगम

(भारत सरकार का उपक्रम) भारत सरकार के सामाजिक न्याय एवं अधिकारिता मंत्रालय के अन्तर्गत



एक आईएसओ ९००१.२०१५ उपक्रम. जी.टी. रोड, कानपुर-२०९२१७



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ईओआई संदर्भ सं0: पीटी/ईओआई/02/बीबी दिनांक 18.07.2023 अभिरूचि की अभिव्यक्ति का आमंत्रण

भारतीय कृत्रिम अंग निर्माण निगम (एलिम्को) एक अनुसूची 'सी' मिनीरत्न श्रेणी ।। केंद्रीय सार्वजनिक क्षेत्र का उद्यम है, जो कंपनी अधिनियम 2013 की धारा 8 (लाभ के उद्देश्य से नहीं) के तहत पंजीकृत है, सामाजिक न्याय और अधिकारिता मंत्रालय, दिव्यांग व्यक्तियों के अधिकारिता विभाग, के प्रशासनिक नियंत्रण के तहत कार्य कर रहा हैं। यह भारत सरकार के केंद्रीय सार्वजनिक क्षेत्र के 100% स्वामित्व वाला उद्यम है, जिसका उद्देश्य दिव्यांग व्यक्तियों के लिए पुनर्वास सहायता के निर्माण और उपलब्धता, उपयोग, आपूर्ति और वितरण को बढ़ावा देने, प्रोत्साहित करने और विकसित करने के लिए अधिकतम संभव सीमा तक दिव्यांग व्यक्तियों को लाभान्वित करना एवं अन्य पुनर्वास सहायता करना है।

सरकार के स्टार्टअप इंडिया मिशन के तहत अतीत में महत्वपूर्ण और निरंतर प्रगति की है। भारत सरकार, ALIMCO अपने कानपुर और फरीदाबाद केंद्र में ALIMCO के तहत पुनर्वास सहायता और सहायक प्रौद्योगिकी के क्षेत्र में स्टार्टअप्स को इनक्यूबेट करने के लिए एक उत्कृष्टता केंद्र (CoE) स्थापित करने की प्रक्रिया में है।

इस प्रकार एलिम्को अपने कानपुर और फरीदाबाद केंद्र में पुनर्वास सहायता और सहायक प्रौद्योगिकी में टेक स्टार्टअप के लिए उभरते उद्यमियों से रुचि की अभिव्यक्ति आमंत्रित करता है।

इच्छुक पार्टियाँ विवरण के लिए हमारी वेबसाइट www.alimco.in पर जा सकती हैं। विरुध प्रबन्धक (डीडी एवं क्यूसी)

Important Dates & Contact Details:

I.	EOI Document	Can be Downloaded from the website https://alimco.in/	
II.	EOI Document available from	1000 Hrs. on 18/07/2023	
III.	Last Date of Submission of EOI	31/ 08/ 2023	
IV.	Mode of submission of EOI	documents duly stamped and signed by the authorized representative of the agency(ies) may please be sent to dgm_spc@alimco.in and vishal.shukla@alimco.in Proposals received after the last date shall not be	
		considered.	
V.	Queries	In case of any query, the bidders should send such queries through email on dgm_spc@alimco.in or vishal.shukla@alimco.in	



Call for Expression of Interest (EoI)

Tech Startups in Rehabilitation Aids & Assistive Technology

for incubation

Under

Artificial Limbs Manufacturing Corporation of India (ALIMCO)

Contact No.: 18001805129

E mail: vishal.shukla@alimco.in

Web: https://www.alimco.in/

Expression of Interest (EoI) is invited from the budding entrepreneurs to apply to Artificial Limbs Manufacturing Corporation(ALIMCO) at Kanpur & Faridabad Centre for Tech Startups in Rehabilitation Aids & Assistive Technology. We aim to focus on incubation support to innovative start-ups and are open to exploring ideas in the fields of Rehabilitation Aids & Assistive Technology and will be glad to evaluate your business plan.

1. Introduction:

Artificial Limbs Manufacturing Corporation of India (ALIMCO) is a Schedule 'C', Mini-Ratna Category II Central Public Sector Enterprise working under the aegis of Department of Empowerment of Persons with Disabilities, Ministry of Social Justice & Empowerment, Government of India. It was incorporated on 30.11.1972 registered under Section 25, Subsection 1 clause (a) of the Companies' Act, 1956 (now Section 8 of Companies' Act, 2013) as a company formulated with charitable objects.

Entrepreneurship in India is on the verge of explosive growth specifically in millennium cities like Kanpur & Faridabad. This throws new opportunities for the eco-system to take shape. Angel investors, venture capital, media, startup clubs, service providers, mentors and training companies are going to grow in the near future. An incubator (the place where startups are born) established with an aim to develop an ecosystem which aids such a growth can do wonders specifically in a city like Kanpur & Faridabad.

Under the of *Startup India* mission of GoI, ALIMCO with an aim to boost entrepreneurship and skill to startup eco-system at the grassroots level

To take the mission further ALIMCO is in the process of Setting up a Centre of Excellence (CoE) to Incubate Startups inthe field of Rehabilitation Aids & Assistive Technology under ALIMCO at Kanpur & Faridabad Centre

The purpose for establishing such an center of Excellence (CoE) is to help entrepreneurs with state of art facilities such as Plug and play space, power backup, 24x7 security, high speed

internet connectivity, conference space, event space etc. and do it's bit to generate revenue as well as employment in the state.

The CoE will not only act as a incubator for talented startups but also as a skill development platform to build entrepreneurial spirit & talent in the state through entrepreneurial education. CoE will help to create a micro-ecosystem where startup can work together, share their learning, experiences and best practices with each other.

CoE will also help access to deep and wide-reaching network of investors, mentors, industry experts, and enterprises, which the startups can leverage to fast-track their growth and advancement. The Steering Committee, members for the selection of Startups has a diverse background within the startup ecosystem and will provide expert guidance and unparalleled networking opportunities to accelerate.

Under this initiative of ALIMCO intends to invite applications from tech Startups in Rehabilitation Aids & Assistive Technology for incubation at Faridabad & Kanpur Center.

Application form will be shared for Interested Startups.

The duly filled form as per Annexure-1 along with requisite documents and hard copy of the presentation may be submitted to

Artificial Limbs Manufacturing Corporation of India G.T. Road, Kanpur- 209217 (U.P.)

2. ENTRY GUIDELINES

Please submit the following documents:

- 2.1 Passport size photo of all promoters
- 2.2 ID Proof of Promoters (Adhaar/PAN card/DL/Passport)
- 2.3 Two References (Clients/Academics/Any Other)
- 2.4 Company Incorporation Certificate (to be submitted within 3 month of registering at this incubation centre)
- 2.5 Executive summary of idea
- 2.6 Permanent address proof

Note: A Maximum of 5 seats will be made available for incubated companies (ALIMCO may consider providing extra seats on case to case basis)

3. SERVICES OFFERED AT ALIMCO INCUBATION CENTRE

ALIMCO will provide fully furnished space on seat basis (PNP model) having the following facilities:

- 3.1 Fully furnished incubation space
- 3.2 Multiple Meeting Rooms
- 3.3. Handholding, Mentoring & Networking
- 3.4 Access to testing/QC facilities available with Knowledge partners
- 3.5 Connecting with Startup India and other Government programs throughknowledge partners.
- 3.6 Facilitating linkages with funding/VC firms with the help of knowledge partners.
- 3.7 Common Utilities –Electricity & Power backup for office use –Air- conditioned shared space-Water-Security-Office cleaning-High Speed Internet Facility/ Wi-Fi Network access.
- 3.8 Technical assistance
- 3.9 Conference hall, Event hall, ample parking space etc.
- 3.10 Mentors for the incubation center

- 4. Professional Services (on chargeable basis) * such as
- 4.1 Technical Support like idea validation, technology assessment, Go to market
- 4.2 Knowledge base and consultancy
- 4.3 Business Facilitation
- 4.4 Market Survey Reports
- 4.5 Technical assistance
- 4.6 Conference hall, Event Hall
- 4.7 Video conferencing facility
- 4.8 In case of Special entrepreneurial workshops and trainings organized at the Alimco, a discount of 25 % will be offered to the incubates.
- * T&C applicable

5 SELECTION CRITERIA:

- 5.1 Technology that one is willing to adapt,
- 5.2 Assessment of the technology,
- 5.3 Market potential of the product,
- 5.4 Team strength
- 5.5 Qualification and track record of the entrepreneurs,
- 5.6 Analysis of business prospects of the products, services,
- 5.7 Business plan along with the milestone of the company,
- 5.8 Financial strength of the company,
- 5.9 The project should be based on innovation and in the field of technology.
- 5.10 The project should be feasible.
- 5.11 The entrepreneur should have prepared a financial plan and has goodknowledge of the market and the competition.
- 5.12 The entrepreneur should clearly state and demonstrate the reasons whichhe/she thinks will make the project successful.
- 5.13 Socio-economic impact

Note: Screening committee constituted by ALIMCO will evaluate all the received proposal select suitable applications based on the above mentioned parameters for pitching before the selection committee / Board of Directors for approval and finalization.

The successful tech start-up / incubator must enter in to an MoU with ALIMCO wherein the MoU norms and clauses will supersede / shall be additionally adopted over and above the terms and conditions in this document.

The date and time of pitching before the selection/steering committee will be intimated separately vide mail to the shortlisted ones.

6. Eligibility Conditions for Incubates Startups for fund support

- 6.1 Incubates should be a registered company with minimum of Six months of operations
- 6.2 The Tech Startups/Incubates has to be an India-registered enterprise. This support is not meant for Indian Subsidiaries of MNCs/foreign companies. Persons holding Overseas Citizens of India (OCI), Persons of Indian Origin (PIO) status would be considered as Indian citizens for the purpose of this scheme. The shareholding of Indian Promoter / Host Institutions in the incubate start up should be at least 51%.
- 6.3 It is expected that Tech Startups/Incubates would make special efforts to discover and support enterprises that deploy assistive technologies or business models to help solve India's rehabilitation aids and service delivery, or socio-economic challenges.
- 6.4 Incubates startups requiring fund support predominantly for capital equipment should not be encouraged. The start—ups would be supported primarily on the following grounds for the fund support
- 6.5 Prototyping and Product development
- 6.6 Testing and Trials
- 6.7 Test Marketing
- 6.8 Professional Consultancy (To attract professors/experts from institutions to work with startups.)
- 6.9 Any other area as deemed necessary and recommended by the ALIMCO.

7. Funding Support: -

- 7.1 Successful applicants would be provided financial support up to Rs 25 Lakh to the Startups/Incubates for a maximum period of 2 years for the successful implementation of the project. The exact amount shall be decided by ALIMCO based on the application and business plan etc. ALIMCO reserves the right to modify the scheme as and when required, without prior notification.
- 7.2 Each applicant must create a new bank account for the purpose of holding, spending or disbursing funds for the project approved. It is clarified that the Tech Startups/Incubates will open a separate and exclusive bank account and also maintain a separate book of accounts for receiving the fund support by ALIMCO, for setting up and running the incubation facilities. The interest earned should be reported to ALIMCO and returned to the ALIMCO each year.
- 7.3 Key aspects of funding to Tech Startups/Incubates: -
- 7.3.1 TECH STARTUPS/INCUBATESs would be provided a Grant-in-aid of up to 50% of the total eligible project cost, subject to a maximum of up to Rs. 25 Lakh. The rest of the project cost will be borne by funds that the applicant itself is providing, directly from its own bank account/s. It is further clarified that the funds brought in by the applicant shall be independent of and in addition to fund received from ALIMCO.
- 7.3.2 Costs mentioned as below shall not be considered as eligible project costs.:-
- 7.3.2.1 Purchase of vehicles.
- 7.3.2.2 Cost of hiring any external agency/consultant for conducting whole or part of the Tech Startups/Incubates operations.
- 7.3.2.3 Cost of any fee paid to any external agency/individual(s) for the preparation of the application for Tech Startups/Incubates
- 7.3.2.4 Monetization of any notional or opportunity cost.

- 7.4 The fund will be released in a phased manner as per the budget plan submitted by the applicant and approved by the ALIMCO. The fund shall be released only after the applicant provides proof of having a full-time and qualified CEO
- 7.5 Budget Guidelines:
- 7.5.1 Expenditure on office furnishings, administration, utility and maintenance, and office expenses should be kept to a minimum.
- 7.5.2 The larger part of the grant-in-aid should be spent on the core operation activities for fulfilling the approved project objectives.
- 7.5.3 Tech Startups/Incubates will be required to submit audited statement of accounts and the Utilization Certificates (UCs) of the fund every six months from the time of receiving the fund and as well as at the time of seeking further instalments of the fund, if any. Tech Startups/ Incubates will also be required to submit a quarterly progress report to ALIMCO. The proforma of the UC is attached as Annexure 2 to this document.
- 7.5.4 ALIMCO will have the ongoing right to get a financial audit done for the applicant, if required, as frequently as it considers suitable.
- 7.6 The applicant is strongly encouraged to make the Tech Startups/Incubates self-sustainable in a period of two years and it should clearly reflect in the proposed budget submitted by the applicant.
- 7.7 The applicant can apply for scale up support at the end of the program subject to fulfilling the objectives and targets and based on the performance of the Tech Startups/Incubates through a separate proposal. Such support will only be granted by ALIMCO at its sole discretion.

8. GENERAL CONDITIONS:

- 8.1. The purpose of this document is to provide information to the interested applicants for the completion of their application. It is neither an agreement nor an offer made by ALIMCO.
- 8.2. ALIMCO does not make any representation or warranty as to the accuracy, reliability or completeness of the information in this document and it is not possible to consider particular needs of each applicant.
- 8.3. ALIMCO will not be responsible for any delay in receiving the applications.
- 8.4. Applicants can seek clarifications on the guidelines through the email <u>alimco@alimco.in</u>.
- 8.5. All communications related to the scheme including announcements of shortlisted applicants and final selection of applicants will be published on the ALIMCO website https://www.alimco.in/.
- 8.7. The issue of these guidelines does not imply that ALIMCO is bound to select an Applicant.

 ALIMCO reserves the right to accept/reject any or all of applications submitted in response to the document at any stage without assigning any reasons whatsoever.
- 8.8. ALIMCO's decision will be final and no explanation or justification for any aspect of the selection process shall be given.
- 8.9. Applicants shall bear all costs associated with the preparation and submission of their applications, and their participation in the selection process.
- 8.10. The applicant would need to upload a copy of the Bank Details and other documents as may be asked for by the ALIMCO within a stipulated time frame of 30 days from the date of intimation of the short-listing of the applicant from the ALIMCO Directorate to release the funds to the applicant.
- 8.11. ALIMCO will have no liability on account of any omission or commission of regulatory/statutory requirement by the Tech Startups/ incubates.
- 8.12. List of documents to be submitted, duly signed and stamped, within 1 month from the date of the intimation letter but before finalization:
- 8.12.1 Copy of the Registration Certificate of the applicant

- 8.12.2 Proof of financial closure for the total project cost indicating the source of availability of matching contribution by the Applicant in the form of board decision/commitment by the authorized signatory etc. along with a copy of the balance sheet and ITR for the last three years of the applicant (for non-academic organizations and academic institutions both).
- 8.12.3 CV/ Resume of Full-time of proposed Managing Team (Board, CEO and other officials)
- 8.12.4 List of key mentors along with their designation, qualification and areas of specialization etc.
- 8.12.5 Copy of MOU / Partner Contract between the applicant / SPV and R&DInstitutions or Industries or Individuals for technical collaboration for Startups/Incubates.
- 8.12.6 Annual goals and deliverables document for the Startup/Incubation for the project.
- 8.12.7 Tech Startups/Incubates shall commence their operations within six months from the date of signing of MoU/agreement.
- 8.13. The Tech Startups/Incubates would also put in place a dedicated full time Chief Executive Officer (CEO) with desired domain and management expertise and other core team/supporting staff for its successful operations within thirty days from the date of signing of MoU. The applicant will have full freedom to decide the compensation of the CEO as well as the management team of the Tech Startup/incubates.
- 8.14. The Tech Startup/incubates is expected to meet its goals and deliverables as per the approved proposal which will be monitored at every stage.
- 8.15. It is mandatory for the Tech Startups/Incubates to attend all workshops and meetings conducted by ALIMCO with regard to project proposal approved.
- 8.16. The Tech Startups/Incubates should develop appropriate linkages with other parties to ensure its success.
- 8.17. The TECH STARTUPS/INCUBATES will be required to submit
- 8.17.1 Progress report
- 8.17.2 Audited statement of accounts and Balance Sheet
- 8.18 Concerned officers of ALIMCO or its authorized representatives may visit the organization/

- Tech Startup/Incubate periodically for ascertaining the progress of work and resolving any difficulties that might be encountered in the course of implementation.
- 8.19. ALIMCO reserves the right to terminate support to the Tech Startup/Incubate at any stage, if it is convinced that the grant-in-aid is not being utilised for the identified purpose or that appropriate progress is not being made.
- 8.20. In case Tech Startup/Incubate wishes to wind up its activities, the Tech Startup/Incubates shall give a notice of at least three months to ALIMCO before the closure, and design and implement a closure/succession plan with the written approval of ALIMCO as per the established procedures / regulations for winding up.
- 8.21. ALIMCO will have no responsibility in case of any loss caused to life or property due to accident, fire or any other reasons. The Tech Startup/Incubates is required to take appropriate safety and insurance measures to safeguard against any loss to human life and property related to Tech Startup/Incubates. The manpower employed by the Tech Startup/Incubates will be the responsibility and liability of the applicant and ALIMCO will not have any responsibility or liability towards them.
- 8.22. The ALIMCO will have no liability on account of any omission or commission of regulatory/statutory requirement by the Tech Startup/Incubates and their companies.
- 8.23. Tech Startup/Incubates provides warranty to the following, but not limited to the list mentioned below. For example
- 8.23.1 It is not related to executives and shareholders (hereinafter called "Stakeholders") are not and is not related to an organized crime group, a member of an organized crime group, or a company or association of an organized crime group. (Hereinafter collectively referred to as "Anti-Social Forces")
- 8.23.2 It shall not use any Anti-Social Forces related services.
- 8.23.3 It shall not be involved in nor support Anti-Social Forces by providing funds or extending facilities.
- 8.23.4 Tech Startup/Incubates is not and will not be involved in any Anti-Social Forces.
- 8.23.5 Tech Startup/Incubates will not, directly nor through a third party, make violent or unfair demands exceeding legal responsibility, conduct threats in the transaction or make use of

- violence, damage the honour or credibility of the other Party, and will not interfere with the other Party's business.
- 8.24. The Corporation reserves the right to amend / modify or make changes in the policy's terms and conditions.
- 8.25. ALIMCO reserves it's commercial rights on the developed products."
- 8.26. Any question arising out of this Agreement, or any matter not stipulated herein shall be settled upon consultation between the Parties hereto and in case it is not settled by way of negotiation it shall be referred to the Chairman and Managing Director of ALIMCO who will decide the question referred and his decisions shall be binding upon both the parties.
- 8.27. In case of any dispute, the same shall be subject to the jurisdiction of the courts of Kanpur Nagar.
- 8.28. Settlement of the Fund in case of Closure or Discontinuation of Tech Startups/Incubates: -

In case of closure /discontinuation of the Tech Startups/Incubates, the total unutilized support amount available with the Tech Startups/Incubates at the time of closure has to be refunded to ALIMCO along with the total repayments received from the fund supported Incubatess before closure of the Tech Startups/Incubates. Efforts will be made to recover the investments made by the Tech Startups/Incubates through the support component before the dissolution of the Tech Startups/Incubates. The Tech Startups/Incubates CEO will make good faith efforts to hand over the portfolio to another Tech Startups/Incubates, in consultation with ALIMCO, before leaving the job.

Format for Submitting the Proposal

c. List of startups who received Angel/VC funding

(Annexure 1)

1. About the Organization:
a. Name of Organization:
b. Address:
c. Telephone No:
d. Email:
e. Website:
f. Legal status of the entity:
2. Head of the Organization
a. Name:
b. Brief Profile and Resume
c. Contact Number:
d. Email:
3. Contact Person
a. Name:
b. Designation and Brief Profile
c. Contact Number:
d. Email:
4. Track Record (Attachment to include the following details)
a. Organizational Strengths
b. List of start-ups groomed in the last 3 years

- d. Management teams experience, like Details of previous startup programs
- 5. List of Mentors (Reputed individual/Institution) Mention the nature of engagement
- 6. List of Partners (Reputed Organizations) Mention the nature of partnership
- 7. National / International Press coverage links
- 8. Proposal
- a. Executive summary
- b. Proposed Accelerator Model, Methodology, and Activity plan
- c. Team deployment. List the main disciplines of the assignment/ job, the key expert responsible, and proposed team.
- d. Stages of grooming the Startups with support provided at each stage, and entry and exit criteria for each stage Action plan for entrepreneurial education that not only builds entrepreneurial spirit & talent in the state but also educates budding entrepreneurs about the nitty-gritty's of starting a business. Attach hard copy of the presentation and additional information if any.

UTILIZATION CERTIFICATE: -

S.No	Letter No. and date	Amount (in Rs.)	
Certified that out of Rs	of fund s	anctioned during the year(s)	
In favour of	by ALIMCO vide letter no on account of unspent balance of the has been utilized for the purpose of		
Dated and Rs.	on	account of unspent balance of the	
previous year, a sum of Rs	has been utili	ized for the purpose of	
	for which it was sanction	ned and that the balance of f the year has been surrendered to	
Rsremai	ning unutilized at the end of	f the year has been surrendered to	
ALIMCO (vide letter no	dated		
will be adjusted towards the gr	ants-in-aid payable during t	he next year	
was sanctioned. Kinds of checks exercised		sed for the purpose for which it	
1.	Signature		
	8		
2.			
3.	Designation		
4.			
5.	Date		
Note:-			
Duly certified by a Practicing l UDIN number.	Registered Charted Account	ant by Clearly mentioning the	