



CHALLENGE FOR CHANGE



# iStart Innovation Challenge

Promoting Innovation & Fostering Government-to-Startup Connect

## Contents

Introduction	3
1 Program Brief	4
1.1 Eligibility Criteria	4
1.2 Application Process	4
1.3 Tentative Timeline and Payment Milestones for each Challenge	5
1.4 Execution & Implementation	5
2 General Guidelines	6
3 Illustrative Evaluation Criteria	7
3.1 Illustrative Evaluation Parameters	7

## Introduction

In the post COVID-19 new normal scenario, when the state is emerging from unprecedented nationwide lockdown and operational capabilities are resuming, it is need of the hour that the innovative mindset of startups in Rajasthan is synced with initiatives of numerous state government initiatives to introduce innovation and embrace change in solving everyday problems.

From delivery of essential goods to the grassroots of the state to building a holistic virtual healthcare ecosystem, Rajasthani startups have resurged to turn the challenges of COVID-19 into golden opportunities. Government of Rajasthan believes that the immense potential of Rajasthani startups can be leveraged to further bolster the overall efforts in resurging the economy, pivoting capacities and managing with changing priorities for socio-economic development of the state.

In light of the above, iStart Rajasthan announces **iStart Innovation Challenge ('IIC')** as part of Government of Rajasthan's **Challenge for Change** initiative to invite applications from eligible startups in specific areas of interventions. The shortlisted startups will get the chance for a work-order to undertake a pilot project with the nodal department to introduce their solutions in spurring innovation and enhancing capabilities of the nodal department's on-going efforts.

# 1 Program Brief

## 1.1 Eligibility Criteria



Any startup is eligible to apply for IIC, however, it should be approved on iStart Rajasthan ([www.istart.rajasthan.gov.in](http://www.istart.rajasthan.gov.in)) before the actual work order (as applicable) is extended to the selected startup(s) under this initiative.



Applications will be accepted only through [www.change.rajasthan.gov.in](http://www.change.rajasthan.gov.in).



Applications should be duly submitted within stipulated deadline. Incomplete applications will not be considered for evaluation.



One startup is eligible to submit only one application for each of the challenge.



The startup must have ready product/ service which is being proposed as part of the application for IIC.



The product/ service must have showcases prior measurable impact.



The product/ service must be duly certified and permissible to deploy per guidelines of central and state governments (if applicable).

## 1.2 Application Process



The application will be made live on [www.change.rajasthan.gov.in](http://www.change.rajasthan.gov.in).



The startup will be required to fill the complete application within stipulated deadline.



The applications will be evaluated by the Evaluation Committee constituted by DoIT&C for completeness and technical qualification and shortlisted startups will be called for a technical presentation before the Technical Committee. The best fit eligible startup shall be selected for the respective project.



The startups will be required to present detailed timeline of the product/ service deployment as part of technical presentation amongst other factors.



The top startups will get the opportunity to undertake pilot projects for respective challenge(s) with the nodal department.



The detailed subsequent timelines and processes shall be intimated to shortlisted startups.

### 1.3 Tentative Timeline and Payment Milestones for each Challenge

Key Milestones and Tentative Timeline	Tentative Payment Milestone
Submission of Inception Report (T+15 days)	10%
Discussions and sign-off on Inception Report by DoIT&C (T+30 days)	20%
Presentation on first draft of the application (T+60 days)	20%
Completion of User Acceptance Testing under observation of DoIT&C (T+75 days)	10%
Hand-over of application and all other related material to DoIT&C (T+90 days)	20%
Monthly maintenance (four months starting T+90 days)	20%

*"T" is the date of issuance of work order*

### 1.4 Execution & Implementation



An agreement will be signed between selected startup and DoIT&C on stamp paper of prescribed value. All terms & conditions regarding execution of the project will be part of the agreement. The selected startup will regularly update the progress made to the department and DoIT&C and will update the progress on iStart Rajasthan portal as well. The solution will be handed over to the nodal officer belonging to the department or DoIT&C as the case may be and nodal officer would be responsible for monitoring and implementation of the project. In case of any dispute arising out of the contract, the same will be settled as per the provisions of Arbitration & Conciliation Act, 1996.



Time will be essence of contract. In case of delay in execution of the project, liquidated damages will be recovered as prescribed under prevailing rules.



No Joint Venture/ Consortium or Partnership between two startups/entities is permitted for participation in this initiative.



The entire project will be executed with respect of periodic outcomes with proportionate timelines. In case of delay or failure in execution of the project, the Jury / Technical Committee of DoIT&C will take a decision to extend the timeline or withdraw the project, as the case may be.

## 2 General Guidelines



The copyright/IPR in all drawings, design documents, source code and other materials containing data and information furnished to the Purchaser by the Selected Applicant herein shall remain vested in the DoIT&C, or, if they are furnished to the Purchaser directly or through the Selected Applicant by any third party, including suppliers of materials, the copyright/IPR in such materials shall remain vested in DoIT&C.



Under the programme, the DoIT&C will also work with the awardee for the duration of their project and beyond to ensure successful project implementation, provide mentoring, resources available in the State Data Centre for development along with networking support.



Startups are not permitted to collude with any other startup/ organization.



Startups shall maintain detailed documentation of their Idea, prototype and solution at all stages of the IIC for reference and record purpose. IIC reserves the right to review these documents any time during the program.



Any changes in approach to the shortlisted startups during prototype & solution building stages of IIC will undergo deliberation by the Technical Committee.



The funding under IIC shall be consumed for development of the product/ solution for respective challenge only. The startups will be required to provide Fund Utilization Certificate at every funding milestone agreed as part of the agreement.



The product/ service should not violate/breach/copy any idea/concept/product already copyrighted, patented or existing in this segment of the market.



DoIT&C reserves the right to reject all or any of the proposals without assigning any reason whatsoever.

### 3 Illustrative Evaluation Criteria

#### 3.1 Illustrative Evaluation Parameters

S. No.	Parameter	Description
1.	Approach Towards Problem Solving	Product Idea, Degree of Innovation, Simplicity of Final Solution, Uniqueness & scalability of Idea and Novelty of Approach
2.	Business Use Case	Business Case, USP and Vision
3.	Solution Technical Feasibility	Product features, Scalability, Interoperability, enhancement & expansion, Underlying technology components & stack and futuristic orientation
4.	Product Roadmap	Potential Cost to Build Product, Go to Market Strategy, Time to Market
5.	Team Ability & Culture	Team Leader's Effectiveness (i.e. Ability to guide, Ability to present idea), Ability to Market Product, Growth Potential of Organization
6.	Addressable Market	Natural Sales Appeal, Affordability, ROI, Sales Distribution Channel
7.	Financial Proposal	The proposed financial proposal should be just and DoIT&C will scrutinize the same in comparison with other shortlisted solutions for ascertaining best value for money proposition

iStart Rajasthan  
Department of Information Technology & Communication

IT Building, Yojana Bhawan  
Jaipur, Rajasthan  
Tel: +91 9899988333  
Email: [startups.doit@rajasthan.gov.in](mailto:startups.doit@rajasthan.gov.in)