

TECHNICAL & COMMERCIAL PROPOSAL

Event: Bharat Defence Tech Show 2027 (BDTS 2027) | Document Type: Application & Proposal Format

SUBMISSION INSTRUCTIONS:

1. All sections in this template are mandatory.
2. Please fill in the details directly into this proposal form.
3. Save and submit the completed document as: [Company Name]_[City Name]_Proposal.pdf.
4. Attach all mandatory annexures upon final email submission.

PART 1: CORPORATE & CONTACT PROFILE

Document Title / Product Name	[Enter Product Name / Title]
Company Name	[Legal Entity / Startup Name]
Headquarters / City	[City, State]
Technology Domain	[e.g., Unmanned Systems, AI & Cyber, Avionics, Advanced Materials]
Founder(s) & Leadership	[Name(s), Designation(s)]
Website URL	[www.yourcompany.com]
Contact Details	[Email Address Mobile Number]

PART 2: TECHNICAL & COMMERCIAL SUMMARY

1. Problem Statement Selected & Operational Challenge

[Describe the problem statement selected, existing operational challenge, why the problem is important, and current limitations of existing solutions]

2. Product Overview, Working Principle & Innovation Summary

[Provide product overview, working principle, core hardware/software components, key features, and unique innovation summary]

3. Technology Readiness Level (TRL) & Validation

[State current TRL level, validation completed, field trials conducted, certifications obtained, and future technology roadmap]

4. Manufacturing, Indigenisation & Legacy Integration

[Details on manufacturing plan, imported vs indigenous components, % indigenous value addition, manufacturing partners, and compatibility/integration with legacy defence systems]

PART 3: STANDARD PRESENTATION DECK STRUCTURE

Shortlisted startups will present using a 12-Slide deck format (12 Minutes Presentation + 3 Minutes Q&A).

Slide No.	Slide Title	Mandatory Content Requirements
Slide 1	Company Overview	Company Name, Logo, Product Name, Founder(s), Headquarters, Technology Domain, Website, Contact Details.
Slide 2	Problem Statement	Problem Statement Selected, Existing Operational Challenge, Why the problem is important, Current Limitations.
Slide 3	Proposed Solution	Product Overview, Working Principle, Key Features, Innovation Summary.
Slide 4	Technology Architecture	System Architecture Diagram, Hardware & Software Components, Workflow Diagram.
Slide 5	Product Demonstration	Product Images, Prototype Photographs, Demo Screenshots, Product Video QR Code/Link (Optional).
Slide 6	Product Comparison	Global Competitors, Country, Features, Performance, Approximate Cost (if available), Competitive Advantage.
Slide 7	Technology Readiness	Current TRL, Validation Completed, Field Trials, Certifications, Future Roadmap.
Slide 8	Government Challenge Participation	Participation in iDEX, Aditi, Mehar Baba Competition, DRDO TDF, DRDO Challenges, DPSU Challenges, Startup India, etc. (Year, Status, Outcome).
Slide 9	Manufacturing & Indigenisation	Manufacturing Plan, Imported Components, Indigenous Components, Indigenous Value Addition, Manufacturing Partners.
Slide 10	Integration with Defence Systems	Compatibility with Legacy Systems, Software Upgrades, Hardware Modifications, Requirement for New Procurement.
Slide 11	Team & Commercial Readiness	Founders, Technical Team, Advisors, Funding Raised, Grants, Manufacturing Capacity, Commercial Readiness.
Slide 12	Roadmap & Ask	Development Milestones, Commercialisation Plan, Support Required, Collaboration Opportunities, Closing Remarks.

PART 4: MANDATORY ANNEXURES

REQUIRED SUBMISSION ATTACHMENTS

- 1. Technical & Commercial Proposal (PDF) (This completed & signed document)
- 2. Standard Presentation Deck (12 Slides) (Following the mandatory structure)
- 3. Product Demonstration Video (if available / link provided)
- 4. Technical Brochure & Product Photographs

- **5. Test Reports & Certifications** (if available)

- **6. Founder & Technical Lead Profiles**

PART 5: TERMS & CONDITIONS

1. Eligibility & Intellectual Property (IP) (If applicable)

1.1. *Ownership:* The Applicant shall be the legal owner of the Intellectual Property (IP) presented in the proposal. All concepts, designs, and code must be original.

1.2. *Design Authority:* By applying, the entity affirms its commitment to "Indigenous Design Authority." Dependency on critical foreign components must be disclosed and justifies the intent to indigenize.

1.3. *IP Retention:* Participation in this challenge does not transfer ownership of the entity's IP to the Organizers. However, the entity grants the Technical Committee the right to review the documentation for evaluation purposes.

2. Confidentiality & Non-Disclosure (NDA)

This document serves as a Preliminary Technical Proposal. Shortlisted entities may be required to sign a more detailed Participation Agreement prior to the Regional Colloquiums.

3. Evaluation and Selection

3.1. *Discretionary Selection:* The selection of the "Final 40" (numbers may be changed as per discretion of the organiser) for the BDTS 2027 Grand Finale is at the sole discretion of the BDTS Technical Committee.

3.2. *No Guarantee of Procurement:* Selection for a colloquium or the Main Event provides a platform for visibility and vetting but does not constitute a guarantee of a Purchase Order (PO) or official procurement by the Ministry of Defence.

3.3. *Technical Accuracy:* Any misrepresentation of TRL levels or performance data will lead to immediate disqualification and blacklisting from future BDTS cycles.

4. Participation and Logistics

4.1. *Regional Presence:* Shortlisted entities must ensure the presence of at least one founder or technical lead at the designated regional colloquium.

4.2. *Travel & Accommodation:* Unless otherwise stated, all costs related to travel, logistics of prototypes, and stay for regional events are to be borne by the participating entity.

5. Security Clearance, Media & Promotional Rights

5.1. *Vetting:* Participants may be subject to security background checks due to the presence of high-ranking serving military officers and sensitive technology themes.

5.2. *Media Rights:* BDTS reserves the right to use the company name, logo, and non-confidential product descriptions for marketing, press releases, and post-event reports.

5.3. *Publication & Promotional Rights:* The Applicant grants BDTS and its authorized partners the right to publish, display, reproduce, and disseminate the Applicant's company name, logo, product title, non-confidential product description, photographs, presentation excerpts, and event participation details for evaluation, promotional, educational, reporting, and ecosystem engagement purposes across digital, print, and social media platforms. Confidential or proprietary technical information shall not be disclosed without the Applicant's prior written consent.

6. Ethical Conduct

6.1. *Anti-Plagiarism:* Any applicant found using plagiarized content or "re-badged" foreign technology without disclosed value-addition will be disqualified.

6.2. *Compliance:* All solutions must comply with Indian laws regarding dual-use technology and export control regulations (SCOMET).

DECLARATION & SIGNATURE

I have read, understood, and agree to the above Terms and Conditions of the NextGen Challenge (Strategic Colloquium Series) for Bharat Defence Tech Show 2027.

Signature & Seal of Authorized Signatory:

Date: _____

Name: _____

Designation: _____