

PROPOSAL FORMAT

NextGen Challenge (Strategic Colloquium Series)

Document Title: [Product name] | Technical & Commercial Proposal for Bharat Defence Tech Show 2027

Submission Instructions: All sections are mandatory. Save as [Company Name]_[City Name]_Proposal.pdf.

PART 1: CORPORATE & CONTACT PROFILE

Field	Requirement Details
Legal Entity Name	Full name as per Incorporation Certificate
DPIIT Recognition	Startup India Certificate Number (NA if not obtained)
Authorized Signatory	Name, Designation, and LinkedIn Profile Link
Primary Contact	Mobile Number and Official Email
Headquarters	Full Registered Address
Core Competency	(e.g., Radar Signal Processing, Composite Materials, AI/ML)

PART 2: CHALLENGE ALIGNMENT

- Target Problem Statement:** State the specific Problem Statement you are addressing (e.g., *AI-Based Clutter Rejection: Real-time suppression of non-threat environmental clutter in maritime radar returns.*).
- Executive Summary (Max 500 Words):** A "Elevator Pitch" of the solution. Describe the operational pain point you are solving and the high-level impact of your technology on the battlefield.

PART 3: DETAILED TECHNICAL DESCRIPTION

- **3.1 System Architecture:** Provide a detailed description of the system. Include block diagrams of the hardware/software stack.
- **3.2 Innovation Audit:** Explicitly state what is "New." Is it a better algorithm, a new material, or a more efficient power-to-weight ratio?
- **3.3 Key Performance Parameters (KPP) Table:**
 - *Companies must fill the table below with measurable data. They can change the parameters & units as per their products.*

Parameter	Unit of Measure	Value / Range	Competitive Benchmark
Operational Range	km / meters		
Weight / Form Factor	kg / mm		
Power Consumption	Watts / Volts		
Deployment Time	Minutes		
Mean Time Between Failure	Hours		

PART 4: TECHNOLOGY READINESS & INDIGENIZATION

- **4.1 TRL Self-Assessment:** * State current TRL (Level 1–9).
 - Describe the most recent test/trial conducted (Location, Date, Results).
- **4.2 Indigenous Content (IC) Breakdown:** * **Design Ownership:** Does the company own 100% of the Source Code/Blueprints? (Yes/No).
 - **Critical Sub-systems:** List any components imported from foreign OEMs (e.g., specialized FPGAs or sensors).
- **4.3 Intellectual Property:** List Patents (Granted/Filed) or Copyrights relevant to this solution.

PART 5: MILITARY RUGGEDIZATION & TESTING

- **Environmental Compliance:** Specify compliance with MIL-STD-810G or JSS 55555 (e.g., Operating Temperature, Vibration, Humidity).
- **Security & Encryption:** Describe the encryption standards for data links (e.g., AES-256) and anti-jamming capabilities.

PART 6: COMMERCIALS & SCALABILITY

- **6.1 Unit Costing:** Provide an estimated cost per unit for (a) Prototype and (b) Batch Production of 100 units.
- **6.2 Lead Time:** Time required for delivery from the date of a formal Purchase Order (PO).
- **6.3 Scaling Strategy:** Describe your current manufacturing tie-ups or internal facility capacity.

PART 7: ANNEXURES (MANDATORY)

1. **Technical Slide Deck:** Maximum 20 Slides.
2. **Product Demo Video:** High-resolution link (Drive/YouTube).
3. **Test Certificates:** NABL lab reports or DRDO trial certificates (if any).
4. **Team Bios:** 1-paragraph bios of the lead Founders and Technical Leads.

Terms & Conditions (to be included & signed at the last page of the proposal)

TERMS AND CONDITIONS

BDTS 2027 Strategic Colloquium Series

1. Eligibility & Intellectual Property (IP)

- **1.1. Ownership:** The Applicant must 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)

- **2.1. Sensitive Data:** The entity is advised not to share "Classified" military data unless specifically requested under a separate NDA with a Government agency.
- **2.2. Mutual Confidentiality:** BDTS 2027 and its advisors (USI, DRDO, etc.) will maintain the confidentiality of the technical proposals. Information will only be shared with the official Vetting Committee and Strategic Partners.

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

- **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.

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).

ADVISORY NOTE FOR STARTUPS

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.

I have read, understood, and agree to the above Terms and Conditions.

Signature & Seal of Authorized Signatory: _____

Name: _____

Designation: _____

Date: _____