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9/3/18

Government of Himachal Pradesh  
Department of Information Technology

No. DIT-F (10)-10/2015 - 53

Dated: Shimla-13, the

9<sup>th</sup> March  
February, 2018

### NOTIFICATION

In order to support Startups in the IT/ ITeS and electronics domain in getting early business opportunities, as notified by the Department of Industries vide notification No. Ind(F)12-3/2015 dated 15-11-2016 'Chief Minister's Start Up/Innovation Projects/New Industries Scheme', the Governor of Himachal Pradesh is pleased to notify that all the State Government Departments/ Boards/ Corporations, while drafting Tender/ RFP/ EOI for projects falling under IT/ ITeS and electronics domain, would incorporate Mandatory Outsourcing criteria as mentioned in the Clause 8 of above referred "Chief Minister's Startup/ Innovation Projects/ New Industries" Scheme of the Industries Department, Himachal Pradesh. However, Bidder has to ensure that either Startup or its management should meet the technical eligibility and/or experience criteria defined in the Tender/ RFP/ EOI for that particular job which is proposed to be assigned to the Startup by the Bidder. There should be clear delineation of roles and responsibilities between Bidder and the Startup subject to the satisfaction of the concerned Government Department/ Board/ Corporation. However, Bidder would be responsible for the successful completion of entire project including AMC (if awarded).

159-170  
22/3/18  
-By Order-

Principal Secretary (IT) to the  
Government of Himachal Pradesh.

Endst. No.: DIT-F(10)-10/2015

Dated: Shimla-13, the 9<sup>th</sup> March  
February, 2018

159-170  
23/3  
N.B. Copy forwarded for information to:

1. The PS to Chief Secretary to the Govt. of Himachal Pradesh.
2. All Administrative Secretaries to the Govt. of Himachal Pradesh.
3. All Heads of Departments.
4. All Divisional Commissioners in Himachal Pradesh.
5. All the Deputy Commissioners in Himachal Pradesh.
6. All the Chairman/ Managing Director/ Registrars/ Secretaries of Boards/ Corporations/ Universities/ Autonomous Bodies in Himachal Pradesh.
7. The Director, Directorate of Industries, Himachal Pradesh.

23/3  
N.B. Copy forwarded to all  
offices  
as well as  
programmes  
conducted  
also.

Under Secretary (IT) to the  
Government of Himachal Pradesh.

Sh. D. Bahadur

**7.3.8 Purchase Preference by Govt. of H.P./ Public Sector undertaking:** The products of Small Scale Industry including 'Village Industry' as defined under the Incentives Rules, 2004 as amended from time to time and located within Himachal Pradesh is being given purchase preference in respect of purchases affected by the Government Departments, Boards and State owned or controlled Corporations. Purchase orders to such firms may be placed at the lowest approved rates at least to the extent of 30% of the total procurement provided the quoted price of such local units are within the range of 15% of the L-1 rates. Provided further Start Ups in micro and small scale categories in the manufacturing sector will also be entitled for such purchase preference by Govt. of HP/PSUs. Such Start Ups may also be exempted from the prior experience/turnover requirements provided they meet the requisite quality standards as laid down in the tender.

**7.3.9** Apart from the incentives listed under this Scheme, startups/innovative projects would also be entitled for various other incentives under the Incentive Rules, 2004 (as amended from time to time).

## **8. Mandatory Outsourcing**

**8.1** Start-ups/innovative face two significant challenges after having decided their product. The first challenge is financial support which, the incentives provided for in the policy will take care of. The second challenge is in getting the business and market visibility due to competition from larger players, who have access to resource, and due to lack of a credible contract record. To support startups in the IT / ITeS and electronics domain in getting early business opportunities, a provision for mandatory outsourcing or giving part job work to the startups by the solution provider or the system integrator will be made. Accordingly, the startups will be entitled to early business support as per the following mechanism:

In e-Governance project undertaken by Government Departments or its Boards, Corporations or other bodies getting grants from the Government, the chosen solution provider or system integrator will pass on job work or will outsource part of the work of a value ranging between 5 to 10 per cent of the contract value to eligible startups and to students of shortlisted Technical Colleges in Himachal Pradesh. In such arrangements, the responsibility of meeting SLAs (Service Level Agreements) will continue to belong to the solution provider or the system integrator. The Government departments or its Boards, Corporations, other bodies getting funding support from Government of Himachal Pradesh, shall, while drafting tenders/RFPs/RFQs/EOI incorporate a clause to meet above obligations.

## **9. Incubation fund**

**9.1** An incubation fund may be created with initial corpus of Rs. 5.0 crore. This fund shall also be utilized to meet out the liability of state share for the Govt. of India Startup Scheme. The State Government/EC will have the power to review the performance of each incubator and dis-empower those whose performance is not found up to the mark.