

**Guidelines for**  
**‘EoI’ Evaluation Criteria for ‘Start-Ups’**  
**under**  
**‘Make-II’ procedure**

**Sub: Guidelines for 'EoI' Evaluation Criteria for 'Start-Ups' under 'Make-II' procedure**

**Ref: Chapter III-A of DPP 2016 on 'Procedure for 'Make-II' sub-category of 'Make' procedure'**

**Introduction:**

1. The 'Make' procedure for indigenous design, development and manufacture of defence equipment/ weapon systems, was simplified in 2016 and promulgated as Chapter-III of DPP-2016. A new sub-category 'Make-II (Industry Funded)' was introduced under this procedure with primary focus upon development of equipment/system/platform or their upgrades or their sub-systems/sub-assembly/assemblies/components with focus on import substitution. In this subcategory, no Government funding is envisaged for prototype development purposes but there is an assurance of orders on successful development and trials of the prototype. However, there was no separate, exclusive procedure outlined for 'Make-II' sub-category. Therefore, a simplified procedure for 'Make-II' sub-category was approved in Jan 2018 and promulgated as Chapter-III-A of DPP-2016.

2. **Annexure-I** of the Make-II procedure provides for 'Indicative Evaluation Criteria for shortlisting of Development Agencies', which, inter-alia, states that '*For start-ups recognized by Department of Industrial Policy & Promotion (DIPP), Financial, Technical and Commercial criteria shall be spelt out separately in the EoI*' in order to encourage participation of Start-Ups in 'Make-II' procedure.

3. Based on the consultations with stakeholders, following criteria has been evolved for evaluating the Start-ups-

- a. The 'Start-up' recognised by DIPP and registered under following Industry Domain and categories shall be eligible to participate under 'Make-II' procedure.

Sl.No	Category
(i)	Engineering
(ii)	Manufacturing
(iii)	Research
(iv)	Government

Sl. No	Industry Domain
(i)	Aeronautics/Aerospace & Defence
(ii)	Analytics
(iii)	Augmented/Virtual Reality
(iv)	Automotive
(v)	Computer Vision
(vi)	IT Services
(vii)	Telecommunications and Networking
(viii)	Green Technology
(ix)	Internet of Things
(x)	Nanotechnology
(xi)	Renewable Energy
(xii)	Robotics

(xiii)	Security Solutions
(xiv)	Technology Hardware

- b. For projects with estimated cost of prototype development phase not exceeding ₹ 3 Crores, no separate technical/ financial criteria be defined for both 'start-ups' and 'other than start-ups', to encourage their participation.

\*\*\*