For Selection of a Technology Partner for Establishing an In-House Development Team for the Revenue Department

1. Introduction

The Revenue Department is inviting proposals from qualified and experienced technology firms/agencies to support the establishment of an in-house Development Team. This team will be responsible for building web applications, enhancing seamless data interoperability, enabling advanced analytics, and strengthening inter-departmental collaboration.

The objective of this initiative is to deliver superior e-Governance services for both citizens and officers while ensuring stringent data security, privacy, and cybersecurity measures.

2. Scope of Work

The selected agency will work closely with the Revenue Department's in-house team and contribute towards:

- Web Application Development – Building and maintaining custom web applications tailored for government processes.
- Data Interoperability – Enabling seamless data exchange between different government systems and departments.
- Advanced Analytics – Implementing data-driven insights to improve decision-making.
- Inter-Departmental Collaboration – Enhancing workflow automation and secure information exchange.
- Data Security & Privacy – Implementing robust cybersecurity measures to prevent unauthorized access or breaches.
- API-Based Data Processing – Ensuring seamless integration of data with other relevant institutions.

The financial model proposed here by the Department of Revenue is that the startup has to quote unit rate required for the development of the key functional components of the application, FORM and REPORT considering the complexity,

integration needs and scalability of the dynamic web application requirements of the department.

This will be discussed in detail during the interaction with the Department officials prior to the submission of the technical proposal.

The EOI process

Kerala Startup Mission is approached by various Government Departments for the development of mobile and web applications. These requests are met through a facilitation deviced by KSUM. Kerala Startup Mission facilitate the entire process by helping departments to finalise technical specifications, circulating the same among startups, initial technical assessment and shortlisting for the committee to take final decision.

Following are the steps involved:

1. Call for Expression of Interest among startups incubated/registered with KSUM

2. Submission of EOI (in the link provided by KSUM)

3. KSUM to organise interaction with the Department for clarifying doubts and queries of interested startups.

4. Technical Proposals are then obtained from startups who have submitted the

interest.

5. Technical proposals are then evaluated.

6. Startups who qualify the technical evaluation are then asked to submit the financial proposal.

7. L1 among the startups is identified by the method of Quality and Cost Based

Selection (QCBS) wherein 70% marks for the technical proposal and 30% for the

financial proposal.

8. The L1 startup is then recommended to the Department after the approval from the Technical committee 9. KSUM ensures that the startup delivers the product to the Department and

Department is satisfied with the work.

10. The payment is made directly by the department to the startup after signing an agreement.

Eligibility for Startup to participate in the EOI

The startup has to be registered with Kerala Startup Mission and Startup India.