

GOVERNMENT OF ANDHRA PRADESH

OFFICE OF THE  
DIRECTOR OF TECHNICAL EDUCATION  
ANDHRA PRADESH: MANGALAGIRI

Cir. Memo. No.: IT Cell/Drone

Dated: 24.10.2024

Sub: Technical Education- AICTE inviting Expression of Interest from AICTE approved Institutes for setting up labs in Drone Technology sector - Reg.

Ref: E-mail received from the Assistant Director, AICTE, New Delhi, Dt: 24.10.2024

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The All India Council for Technical Education (AICTE) has announced collaboration with AVPL International to establish Labs funded by AVPL at selected AICTE-approved institutions. The total investment will be borne by AVPL to establish the Lab in Drone Technology and there is no financial liability on Institutes.

AVPL International is a DGCA certified drone manufacturer and training company, a leading force in the Drone ecosystem, which offers drone and skill training, Drone as a service (DaaS), drone manufacturing and operate a chain of agri-input retail outlets across India. It is committed to uplifting rural youth by providing international and competitive training for global employment.

AICTE communicated the requirements, advantages and benefits if the AICTE-approved institutions are selected for establishment of Drone Lab.

**Advantages:**

- State-of-the-art drone technology and training facilities.
- Faculty training programs.
- Sponsored student training initiatives
- Support for entrepreneurship in drone technology.
- Global and domestic placement opportunities.

**Requirements from Participating Institutions:**

- At least 70 x 70 metre open area for drone flying within the campus.
- Approx. 6000 square feet of carpet area for labs and classrooms.
- Active involvement of faculty and students.
- Designated Single Point of Contact (SPOC).
- Support in marketing and outreach efforts.

**Benefits for Institutions:**

- Access to cutting-edge drone technology resources.
- Enhanced internship and placement opportunities
- Leadership in UAV and AI technological advancements.

In this regard, the Principals of Govt. Polytechnics who meet the requirements for establishment of Labs in the Drone Technology Sector are instructed to fill the Google form given below latest by 25th October, 2024 (12:00 pm).

**Google Form Link:** <https://forms.gle/3VVRjuL9FSs4dczU9>

Sd/- V PADMA RAO  
JOINT DIRECTOR

To  
The Principals of Govt. Polytechnics  
Copy to:  
The RJDs, Kakinada and Tirupati for information

  
CHIEF DIGITAL  
TRANSFORMATION OFFICER



INVITING PARTNERS

**AVPL**  
AITMC VENTURES LTD.

Agriculture | Drones

[www.avplinternational.com](http://www.avplinternational.com)



India's Leading Force in  
**DRONE ECOSYSTEM**



# COMPANY PROFILE

PARTICULARS	INFORMATION
Company Name	AITMC Ventures Limited
Registration Date	21 December 2016
CIN Number	U01611HR2016PLC066758
Corporate Office Address	Plot No 251, Second Floor, Udyog Vihar, Phase IV, Gurgaon – 122022

Accreditations	Central Government	State Government	Public Sector Units/National Level Bodies
DGCA-RPTO	Ministry of Civil Development	Haryana & Punjab	ITI Limited
Startup India	Ministry of Industry & Commerce	UK & Uttar Pradesh	EDCIL Limited
NSDC Partnership	Ministry of Skill Development	Rajasthan	TCIL
DDU-GKY-PRN	Ministry of Rural Development	Assam	NACOF
ISO Certification	Ministry of Agriculture	Himachal Pradesh	COSAMB & BSG





# INTRODUCTION

## About AVPL

**AVPL** International is a leading force in the drone ecosystem with Type certification for our agriculture drones and Multiple RPTOs Across India. We have a presence across 12 states, featuring **50 Global Skill and Incubation Hubs** and **20 World Skill and Incubation Hubs** dedicated exclusively to the Drone and Agriculture sectors. We offer **Drone and Skill Training, Drone as a Service (DaaS), Drone Manufacturing**, along with a chain of **agri-input retail outlets** across India. We are also working towards the upliftment of rural youth by providing **international and competitive training** for global employment.

### Vision

We envision fostering the entrepreneurial spirit of youth worldwide by equipping them with a robust and sustainable business.

### Mission

We are dedicated to creating **two village-level entrepreneurs—Drone Entrepreneurs and Agri Entrepreneurs**—who will provide Drone and Agricultural services at the village level, Pan India.

We are actively broadening our horizons into international territories to cultivate a network of drone entrepreneurs and deliver expert training through alliances with esteemed organizations. This endeavor is designed to equip the youth with vital employability skills.

Our extensive array of services appeals to a diverse cohort of stakeholders, encompassing industries, governmental bodies, academic institutions, and private individuals. With a firm commitment to strategic international growth, AVPL International is making inroads into burgeoning markets including Africa, Brazil, Australia, and Europe.

AVPL International has established esteemed strategic partnerships with notable entities such as NSDC International, which assist in facilitating the placement of our accredited candidates in global markets.

## Advisory Board



**Dr. K K Khandelwal,**  
IAS (Retd)



**Dr. J.S Yadav**



**Lt Col Permender Malik**



**Mr. NK Mohapatra**

## AVPL Leadership



**Mr. Deep Sihag Sisai**  
Founder & MD



**Ms. Preet Sandhu**  
Co-Founder & ED



**Mr. Himanshu Sharma**  
Chief Executive Officer



**Mr. Rakesh Kulria**  
VP - Strategy Operation



**Mr. Sagar Arora**  
VP - Projects



**Mr. Shubham Sharma**  
VP - Human Resource



**Ms. Preeti Sharma**  
Director SPH Aviation



**Mr. Amit Poonia**  
AVP - Projects



**Mr. Bhavneet Chandi**  
AVP - Founders' Office



**Ms. Parineeka Singh**  
AVP - Founders' Office



**Mr. Aayush Mittal**  
AVP - Founders' Office



**Ms. Saubhagyashree Ruia**  
AVP - Founders' Office

## WHAT SETS US APART AS INDUSTRY PIONEER?



**Type Certified Drone Manufacturer**

**DGCA Accredited Multiple RPTOs**



**100000+ Trained & Certified Youth**

**20 World Skill and Incubation Hub & 50 Global Skill and Incubation Hub**

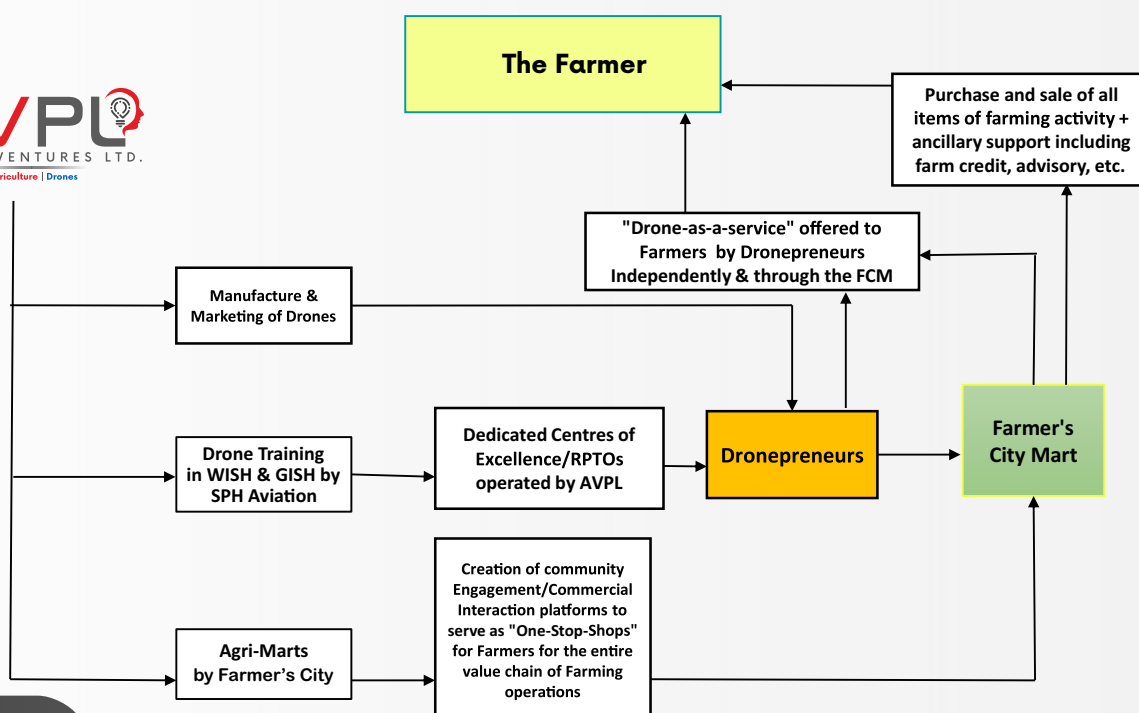


**12+ States Covered Across India**

**Government Organizations & Multiple State Partnerships**



## OPERATING MODEL OF AVPL





## SPH AVIATION - A DGCA approved RPTO

SPH Aviation Pvt. Ltd. Established in 2022, we're your premier destination for UAV training in India. Authorized by the Directorate General of Civil Aviation, we're committed to shaping professional UAV pilots with a paramount focus on safety and security. Led by experienced instructors boasting over 500 hours of flying expertise, we offer comprehensive programs tailored for college students, farmers, corporate professionals, and more, as approved by the DGCA. With four DGCA authorized Remote Pilot Training Organizations located in Gurgaon (18/2023), Jhajjar (01/2024), Sirsa (04/2024), and Sonipat (07/2024), we're expanding our reach to ensure accessibility and convenience for aspiring drone pilots across India.

**Our mission:-** To train 50,000 drone pilots with exceptional skills, equipping them with advanced technology while prioritizing safety within the next five years.

**Our vision:-** To solidify SPH Aviation as the leading RPTO Drone Training Institute in India.

**And our ultimate goal:-** To establish over 100 RPTOs nationwide within the next decade, revolutionizing UAV training accessibility and excellence across the country.



## CREATION OF A POOL OF DRONEPRENEURS

- A single Dronepreneur working on 2,000 acres can generate a revenue of Rs. 15 lakhs per annum, earning a minimum of Rs. 750 per acre.
- In 750/- our drone operator is providing 3 spray services in a year, which is even less than 250/- per spray for a farmer, and if a farmer will go traditional it will cost around 1000/- per spray including labor, equipment, and other expenses.



- After annual repayments of Rs. 2 lakhs to financial institutions and expenses of Rs. 3 lakhs towards transport, batteries, maintenance, and rents, Dronepreneurs can still earn around Rs. 10 lakhs per annum.
- Revenue can be further increased by expanding services on the CSC-Disha pattern, similar to Custom Hiring Centers (CHCs), where farmers can hire drones as a service.
- AVPL will be instrumental in developing these CHCs as a part of its FCM network to enable Dronepreneurs to offer additional services and cater to the evolving needs of farmers.
- The scalable approach of providing drone services through CHCs opens opportunities for Dronepreneurs to generate higher revenue and contribute to the growth and efficiency of the agricultural sector.

## CREATION OF A POOL OF AGRIPRENEURS



Nurturing Agriculture, Cultivating Prosperity, AVPL's Commitment to Agricultural Empowerment Agripreneurs: Unleashing Rural Potential. Agripreneurs, as dynamic small-scale agricultural entrepreneurs, provide diverse services and products, fueling rural growth.

**Diverse Agripreneur Offerings:** Our Agripreneurs offer various products and services customised to meet local demands, driving rural economic development.

### What Sets AVPL Apart

- **Training and Certification:** AVPL equips agripreneurs with expertise through comprehensive training and certification programs.
- **Product Offering:** We provide a variety of agricultural products with competitive profit margins.
- **Sales Channel:** Agripreneurs can foster entrepreneurship within the agricultural supply chain by selling these products to agri-input shops.
- **Customer Assistance:** Agripreneurs support agri-input shops by assisting customers and conducting awareness training programs.
- **Sales Promotion:** Our programs boost agri-input product sales and enhance customer awareness in the agricultural sector.

### Our Vision for Agriculture

Through our network of agripreneurs, we aim to revolutionise the agricultural industry, embracing innovation and entrepreneurship to usher in a new era of farming practices and economic growth.

## FARMERS'S CITY MARTS - A "Phygital" Aggregator Platform

### ➤ Certified Community Service Providers

- **Bridging the Gap:** Offering essential services and products to meet farmers' requirements.

### ➤ Services Offered at Farmers City Stores

- **Drone-as-a-Service:** Hiring drones for agricultural purposes.
- **Pesticides, Fertilizers, Cattle Feed:** Access to quality products.
- **Seeds:** Diverse selection of high-quality seeds.
- **Agri Equipment Rental:** Facilitating agricultural equipment hiring.
- **PM KUSUM Products:** Connecting farmers with empanelled vendors.
- **Microfinance Assistance:** Helping farmers access credit linked to Kisan Credit Card.

### ➤ Digital Platform and Farmers City App:

- **Dedicated Digital Platform:** Seamless access to services through AVPL International's digital platform.
- **Farmers City App:** User-friendly interface for convenient access to services.

### ➤ Transformation and Empowerment:

- **AADHATIs to Agri-Entrepreneurs:** Transforming AADHATIs into entrepreneurs.
- **Revolutionizing Agriculture:** Enhancing farmer empowerment through comprehensive support and services.





## ONGOING SERVICES



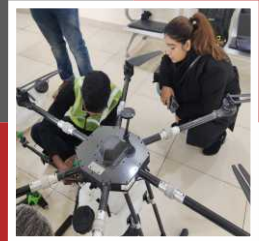
**Drone Training  
by SPH**



**Agriculture  
Training**



**Drone  
Manufacturing**



**Drone as a  
Services(DaaS)**

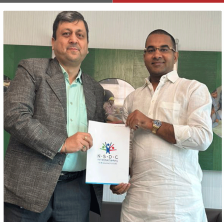
## NEW INITIATIVES



### Drone Sales

Drone sales: We will provide agriculture and other drones to our trained and certified candidates and deploy them at the village level to offer drone services.

Drone sales represent an extension of our existing business or cross-channel sales strategy.



### International Placement

We are launching our 20 World Skill Centers in UP on a PPP (Public-Private Partnership) mode, where our trained and certified candidates will be placed in different countries in association with NSDC International.



### Farmer's City Mart

The "Farmers City App" is set to revolutionize the agricultural technology sector and village-level retail stores for agricultural inputs. This platform will aggregate agritech companies and offline stores, offering a comprehensive range of agricultural services. By integrating various providers, it will create an end-to-end ecosystem addressing all agricultural needs. This initiative aims to boost efficiency, productivity, and innovation in agriculture. Stay tuned for its launch, which promises to set a new standard in optimizing the agricultural value chain and empowering farmers with cutting-edge technological solutions for sustainable growth.



### Drone Planet

The upcoming launch of "Drone Planet" heralds a groundbreaking development in the drone industry. Positioned as a comprehensive aggregator for training institutes, manufacturers, companies, and pilots, this platform promises to revolutionize access to vital information. By offering detailed insights on features, costs, availability, and comparison tools, "Drone Planet" aims to reshape the landscape for drone enthusiasts and professionals. Anticipate its imminent debut as a pivotal milestone in shaping the future of the industry.



## OUR COURSES



### Drone

Remote Pilot Certificate (RPC) - Small

Remote Pilot Certificate (RPC) - Medium

RPC + Agri Spray

RPC + Surveillance

Electronics Mechanic

Technician Mechatronics

Drone Pilot (Junior)

Drone Technician

Mechanical Engineering (cad)

Mechanical Engineering (production)

Pg Diploma In Drone Technology

Mechanic EV

Kisan Drone Operator

Drone Service Technician

Battery System Repair Technician

Electric Vehicle Service Technician

### Overseas Placements

Fitter

Electrician

Welder

Turner

Mechanic Refrigeration & AC

General Duty Assistant

Certificate in Child Care Aide

Home Health Aide

Geriatric Caregiver (Institutional & Home Care)

### Agriculture

Agriculture Engineering

Solar Technician (Electrical)

Agri Service Input Dealer

Solar PV Installer (Suryamitra)

Solar Pump Technician

### Others

Computer Operator Programming Assistant

Fashion Design and Technology

Social Media Influencer

Bridal Fashion and Portfolio Make-up Artist

Domestic IT Helpdesk Attendant

## KEY PARTNERSHIPS & ASSOCIATIONS



We have been allocated **17 ITI's** and **3 Polytechnics** on **PPP Mode** for **20 years**

**AVPL** collaborated with **NSDC International** for overseas placements in 20 World Skill and Incubation Hub & 50 Global Skill and Incubation Hub



Renowned Bollywood Star **Arbaaz Khan** is onboarded as **AVPL** Brand Ambassador

**AVPL** collaborated with **NSDC** to Create 65,000 Drone Entrepreneurs and 80,000 Agri Entrepreneurs in the next 5 Years



**OUR Certified** candidates received the certificates from the Hon'ble Prime Minister of India, **Shri Narendra Modi Ji**, at **Silvassa**

**AVPL** associated with **Punjab Kings** being the Official Partner for **IPL 2023**



**AVPL** collaborated with **The Bharat Scouts & Guides** for the Empowerment of the Indian Youth

## KEY PARTNERSHIPS & ASSOCIATIONS

**AVPL** collaborated with different prestigious Govt promoted **Public Sector** Companies



**AVPL** collaborated with multiple state Govt missions for Empowerment of Youth

**AVPL** Collaborated with **National Council of State Agricultural Marketing Boards (COSAMB)** to enhance the resilience of agricultural ecosystem



**Work order** for providing drone pilot training to **300 farmers** from **Department of Agriculture and Farmer's Welfare, Panchkula, Haryana**

**AVPL** Mega Skill Centre for Farmers Training, Gurugram was inaugurated by **Shri OP Dhankar Ji**, Then Hon'ble State President BJP & Ex Agriculture Minister Haryana and **Smt. Sunita Duggal Ji**, Hon'ble Member of Parliament (Lok Sabha) in 2022



**AVPL** Mega Training Center for Farmers was inaugurated by **Shri Devender Babli Ji**, Hon'ble Cabinet Minister for Rural Development and **Shri OP Dhankar Ji**, Then Hon'ble State President BJP and Former Agriculture Minister, Govt of Haryana in 2022 at Biggest Village of Haryana - **Sisai**

**AVPL** collaborated with **UPL-SAAS** to create 50,000 Agri Entrepreneurs across India





# VIRAJ DRONE SPECIFICATIONS



1	Physical Characteristics	Specification/Remarks
a.	Role of RPA	Auto spray & Seed spreading
b.	RPA maximum take-off weight	24.90 Kilograms
2	UAS Performance Characteristics	Specification/Remarks
a.	Endurance per flight	20 minutes of operational time with payload**
b.	Range	1 KM - VLOS
c.	Maximum operating altitude	30 m AGL
d.	Working Temperature Range	0°C to 50°C
e.	Wind Resistance	Up to 8 m/s
f.	UAS Maximum operational speed	Up to 8 m/s
g.	UAS Battery capacity	16000 mAh 6S battery (2)
3	Operational Characteristics	Specification/Remarks
a.	Launch	Vertical Take- Off and Landing
b.	Flight Modes	<ul style="list-style-type: none"> <li>• LOITER</li> <li>• Auto spray</li> <li>• RTL</li> </ul>
c.	Propulsion System	Electric propulsion system
d.	Failsafe (FS) features	<ul style="list-style-type: none"> <li>• Return to Home on prolonged Communication Failure</li> <li>• Warning of low battery @ 30% Battery capacity</li> <li>• Return to Home @ 20% Battery capacity</li> </ul>
e.	Geofencing capability	Yes, RTL on breaching Geo Fence
f.	Altitude Fence	Yes, UAS will not fly above 30 meters AGL.
e.	Packaging	Standard Casing for the RPA and peripherals
f.	Operating Crew	1 or 2 person per system
4	Communication Link Characteristics	Specification/Remarks
a.	C - 2 Link	<ul style="list-style-type: none"> <li>• Transmit control commands from GCS to UAV</li> <li>• Transmit telemetry data from UAV to GCS</li> </ul>
b.	Frequency Band	2.4 Ghz up-link and down-link
5	Ground Control Station (GCS) Characteristics	Specification/Remarks
a.	GCS Hardware	Skydroid H12
b.	Display	<ul style="list-style-type: none"> <li>• Geographic Map along with UAV location</li> <li>• Flight plan</li> <li>• Display of important parameters: <ul style="list-style-type: none"> <li>• Battery capacity</li> <li>• Distance from home</li> <li>• Waypoints</li> </ul> </li> <li>• Artificial Horizon indicating UAV attitude</li> </ul>
c.	Maps	Standard google maps with selectable layers of satellite, street view.
d.	User Controls	<ul style="list-style-type: none"> <li>• Set altitude of the UAV</li> <li>• Waypoint navigation</li> <li>• Dynamic flight plan adjustment</li> </ul>
e.	Pre - flight checks	• Integrated electronic pre-flight checklist
f.	Others	• Essential telemetry data logging.
6	Other Parameters	Specification/Remarks
a.	Hand Holding / troubleshooting	After sales support, the team would be available on phone as well as electronic email.
b.	DGCA operational guidelines	Support to customer in complying with the DGCA operational guidelines
c.	Warranty	1 Year

## LAUNCH OF 20 DRONE GISH's

**AVPL** have launched **20 Drone GISH's** on 21st December 2023 at hotel Leela, Chankyapuri.



The event was graced by the Hon'ble Union Minister for Rural Development and Panchayati Raj **Shri Giriraj Singh Ji**, Hon'ble Union Minister of State for Railways and Textile **Smt. Darshana Jardosh Ji**, Hon'ble MP Bengaluru and National President BJP (Y) **Shri Tejesvi Surya Ji**, NSDC senior officials, along with 8 Chairmen from different state agriculture marketing boards. The event was organized in association with the Council of State Agriculture Marketing Board and the National Skill Development Corporation (NSDC).





## AVPL DRONE PRODUCTION UNIT



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# AVPL DRONE & AGRI TRAINING Centers - Glimpse



## OUR PARTNERSHIP PROPOSAL

### EXPANSION DRIVE

Following the exceptional response and widespread acclaim for our services, we are strategizing to expand nationwide through the COFO (Company Owned Partner Operated) model.

## FINANCIAL SNAPSHOT

MODEL	COFO (Company Owned Partner Operated)			
Heads	Investment vs ROI 1st Year	Investment vs ROI 2nd Year	Investment vs ROI 3rd Year	Investment vs ROI 4th & 5th Year
Total Capital Investment	INR 4 Cr	Zero	Zero	Zero
Partnership Fee	INR 50 Lakh	Zero	Zero	Zero
A & A and Other Consultancy	INR 50 Lakh	Zero	Zero	Zero
Total Investment	INR 5 Cr	Zero	Zero	Zero
Projected Income (Top Line)	INR 10 Cr Per Annum	INR 10 Cr Per Annum	INR 10 Cr Per Annum	INR 10 Cr Per Annum
Parent Company Portion	30 percent of Top Line	30 percent of Top Line	30 percent of Top Line	30 percent of Top Line
Partner Company Portion	70 percent of Top Line	70 percent of Top Line	70 percent of Top Line	70 percent of Top Line
Partner Topline	INR 7 Cr	INR 7 Cr	INR 7 Cr	INR 7 Cr
Operational Expenses	INR 3 Cr	INR 3 Cr	INR 3 Cr	INR 3 Cr
Refund of Capital Investment	INR 1.7 cr (33% every year for 3 years)	INR 1.7 cr (33% every year for 3 years)	INR 1.6 cr (33% every year for 3 years)	Zero
Return of Investment @30%	INR 1.5 Cr	INR 99 Lakh	INR 48 Lakh	Zero
Maintainence/Mis. Expenses for Next Year	INR 50 Lakh	INR 50 Lakh	INR 50 Lakh	INR 50 Lakh
Additional Profit	INR 30 Lakh	INR 81 Lakh	INR 1.32 Cr	INR 3.5 Cr
Agreement Period	5 to 7 Years (Renewable Basis)			
1. There will be a joint/Escrow Account where both parties will be the signing authorities.				
2. Agreement will be revised after 5 years as course and revenue models will be changed as per time period. Both parties will discuss and plan for next 5 years				
3. On Investment of 5 Cr. And dedicated hardword partner is getting 17.40 Cr. Per center for 5 years with breakeven in 3 years and 30 % return of investment				
Total Capital Investment Breakup				
Lab Equipments	3,24,55,902			
Furniture	25,97,630			
Marketing	50,00,000			
	4,00,53,532			

## IDEAL PARTNER PROFILE

- Young Entrepreneurs with prior experience and passion for running coaching institutes
- Independent institutes looking to partner with reputed brand
- Investors looking to diversify their portfolio by entering the education industry
- Individuals or companies experienced in operating franchises, particularly in the education domain
- On Investment of 5 Cr Investor will get 3.5 Yr every year for 5 years (Return on Investment and Profit)
- Partners with strong business development & CRM Skills with sufficient funds



# Ready to TAKEOFF?

Elevate your skills as a Agripreneur/Drone Pilot with us.

## HARYANA

Gurugram | Faridabad | Palwal |  
Sirsa | Nuh | Jhajjar |  
Panchkula | Yamunanagar |  
Karnal | Kurukshetra | Sonapat

## RAJASTHAN

Churu | Ganganagar | Hanumangarh |  
Nagaur

## GUJARAT

Dahod | Vadodara | Ahmedabad West |  
Panchmahal | Mahisagar | Morbi | Kachchh |  
Surendranagar | Aravalli | Patan | Mahesana |  
Banaskantha | Gandhinagar | Sabarkantha

## MADHYA PRADESH

Dewas | Betul | Harda | Hoshangabad

## PUNJAB

Shri Muktsar Sahib | Ludhiana | Faridkot |  
Mohali

## DADRA & NAGAR HAVELI

Daman | Silvassa

## UTTAR PRADESH

Mau | Kasganj | Chitrkoot | Fatehpur | Sadar Basti |  
Bulandsahar | Maharajganj | Shamli | Firozabad | Basti |  
Hathras | Gorakhpur | Muzaffarnagar | Bhadohi | Agra |  
Kausambi | Mirzapur | Bijnor

## WEST BENGAL

North 24 Parganas | Birbhum |  
Medinipur West

## MAHARASHTRA

Mumbai North Central | Mumbai South |  
Mumbai North West

## KARNATKA

Bagalkot | Bangalore Rural | Kolar |  
Ramanagara | Tumakuru | Chikmagalur |  
Udupi | Hassan | Uttara Kannada | Chitradurga

## ANDAMAN AND NICOBAR

South Andaman | North & Middle Andaman

AVPL Drone & Agri Training Institutes

## Contact Us

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