Screening Process for Onboarding Partners and Suppliers on

Annuity Hybrid E-Mobility (AHEM)

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ABOUT NHEV

The National Highways for Electric Vehicles (NHEV) is a pilot program initially supported by multiple government agencies and central entities related to upgradation of highways to e-highways. It has conducted technical trial runs on 3 pilot corridors: Delhi–Agra (Yamuna Expressway, 2020), Delhi–Jaipur (NH 48, 2022), and Chennai–Trichy (NH 179B, 332 km). NHEV develops the asset and highway ecosystem with a strong focus on digital, commercial, and technical integration. It functions as a piloting agency for various stakeholders, address sector and industry challenges, and align with the national ambition. Through advanced technology, value-driven products, and reliable services, partners and suppliers collaborate to prototype mobility solutions. NHEV has also commercially prototyped them successfully and recognised by the government to elevate from prototype to pilot in 2024, and eventually has become a government adopted nationwide pilot program.

ALLOCATION & OUTCOMES

Assets developed through such evidence-based and data-driven planning are viable, bankable, profitable, and scalable. NHEV allocates these assets under the PPP (Public-Private Partnership) model and finances them through Annuity Hybrid E-Mobility (AHEM) — a blended financing instrument built on the annuity of the asset, ensuring optimized usage, maximum utilization, and the best possible monetization. The outcomes of this pilot include a well-defined technical and commercial process, standard specifications, and a business model for upgrading a route into an E-Highway.

After a successful prototype and pilot, the agency reserves and exercises its right to allocate work orders, contracts, and Letters of Award (LOA) to pilot participants who contributed to the prototype and remain operator of assets as Design, Build, Operate and Transfer (DBOT) model.

ABOUT THE PILOTING AGENCY

Ease of Doing Business

REFORM
PERFORM
TRANSFORM

EoDB is a Special Purpose OPC ; currently India's premier emerging Tech-Piloting agency, privately held and registered at New Delhi, contributing with its pilot projects in micro-level tech-economies across the states and sectors in the macro tech-o-nomic Bharat vision of PM Modi.

EODB is providing advanced-level technical and commercial piloting services to facilitate reforms with evidence-based tech-pilot programs for the private sector since 2014, exclusively contributing to our emerging and deep tech national ambitions, going on ground beyond bureaucratic boundaries to deliver actual Ease of Doing Business at grassroot levels as envisaged by PM Modi, through footprint ecosystem pilots for commercialization of emerging technologies like AI, IoT, Blockchain, Electric Mobility, Health Tech, Drones, Cloud Computing, 3D Printing, Robotics, Automation, Machine Learning, Geospatial, Big Data Centres etc.

Opening Applications After Need Assessment

- NHEV invites applications from Technology, Products, and Services (TPS) providers post need assessment
- Scrutiny based on Merit, Productivity and Performance
- Aim: Onboard partners for piloting solutions aligned with project ambition to achieve best possible technical upgradation

Merit Evaluation

- Applicants' merit assessed through past achievements.
- Problems, Ambitions & Challenges of projects given instead of scope of work.
- Expect TPS from partners who can solve them.

Productivity Assessment

- Evaluation of applicants' costings and economic performance.
- Ensures alignment with the project's master budget.

Performance Analysis

- Successful applicants transition to official partners, on basis of their capability to perform proof of concept on the prototype.
- Allows partners to participate in ongoing physical & technical trials and secure businesses.
- Resolution of technical or financial roadblocks.

*TPS (Technology, Products & Services)

Knowledge and Working Groups

- Project requires advice and support from industrial and institutional experts.
- **Knowledge Group:** Government and regulatory body members provide insights.
- **Working Group:** Active members, partners also contribute to project development.

Deviation from L1/L2 Model

- NHEV procurement deviates from traditional models.
- Focus on Merit, Productivity, and Performance over lowest cost.
- Moving away from component factor to ecosystem upgradation Per/km for complete asset breakeven.

PHASES OF NHEV PILOT PROGRAM

What to do and why?

Need Assessment

This phase defines leadership intent, project objectives, and expected benefits, establishes a clear commercial and financial budget, and confirms the regulator's availability and role to ensure alignment, resources, and compliance before pilot initiation.

Who will do what?

TPS Partnerships

This stage focuses on onboarding like-minded partners, companies with advanced technologies, valuable products, and reliable services, aligning them to the pilot's aspirations in defined compartments, ensuring synergy, innovation, and capability to deliver desired outcomes effectively.

Upgradation at what cost?

Commercial Equivalence

Here, the project's cost structure, scalability, business model, and potential market acceptance are analysed. Pilot outcomes are compared with existing benchmarks to measure feasibility, commercial potential, and value enhancement for broader market and stakeholder validation.

Can go global from local?

Prototyping the Pilot

Combines deployment's commercial viability with prototype's technical efficacy, integrating business and funding models, compliance standards, and specifications. Ensures emerging technology ecosystems developed are bankable, profitable, scalable, and capable of delivering sustainable, commercially viable infrastructure and operational asset.

*TPS (Technology, Products & Services)

Ease of Doing Business

NHEV
National Highways for Electric Vehicles

INTENT

- Equivalence between 'Petrol Pump' and Charging Station'
- Lower operational cost of power in passenger and freight transport

REFORM

- Changing the approach to making new highways in India
- Addressing E-mobility business obstacles and needed reforms
- Building a robust roadmap for decarbonisation of surface transport in India

CONTENT

- Evidence-based policymaking framework
- Validated prototype deployment across 800+ km
- Expansion to 5500 km under blended climate financing PPP model (AHEM)
- Conceptualization to commercialization of bankable, scalable EV infra assets

PERFORM

- Delivering deep-tech emerging solutions
- Achieving 5500 km skeleton E-Highways
- Establishing a hybrid financing model in PPP mode
- Assetization, optimization & monetization of profitable 3G-station infrastructure

EXTENT

- Structural reforms in procurement, standards, financing, and regulatory space
- Alignment with global V2X expectations for EVs in India
- Preferred sector for investment and manufacturing

TRANSFORM

- Enabling stakeholders to make every highway an 'E-Highway'
- Encouraging ease to participate in AHEM E-Marketplace & accelerate repeat procurements based on merit, productivity and performance.

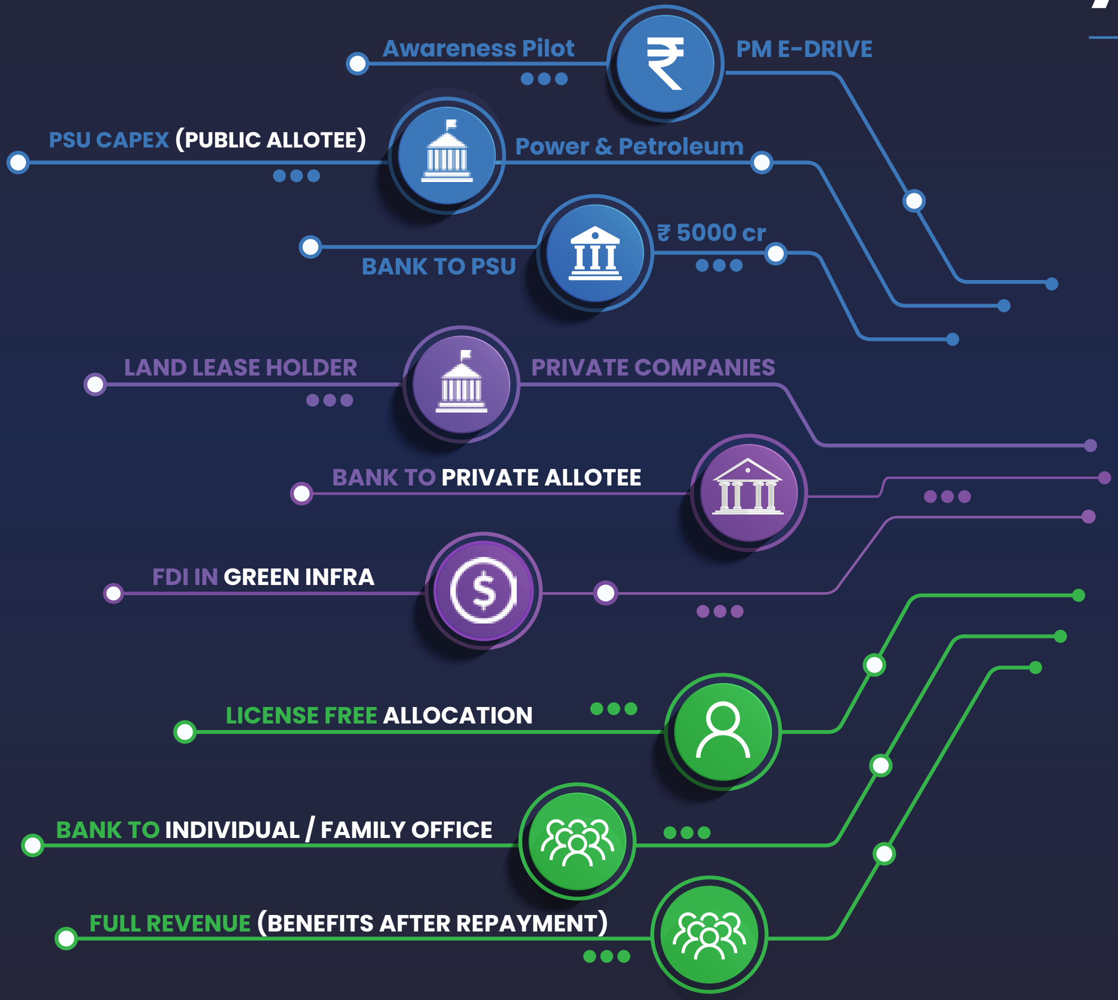
The Financial Model

ANNUITY HYBRID E-MOBILITY (AHEM)

Inspired from Hybrid Annuity Model (HAM), holding capability to change any 300-km highway or expressway into an E-highway with charging stations, EV car fleets and buses; along with RSA and lesser priced EVs with swappable range extenders for non-stop running on the stretch to secure their repayment.

AHEM is derivative of HAM and its an principally inspired PPP model where assets, typically stations, are allocated for CapEx in split of 30% to Public Sector, 30% to Private Sectors and 30% to People (individual or group), rest 10% asset like charging depot, control rooms remains with e-highway state operators. Initial construction of charging infra is backed by Private & Public sectors banks for a moratorium period of 12 months on the basis of allocation affirmation or Letter of Confirmation. Land acquisition for station are done on hybrid mode by using NHLML land parcels for wayside amenities and direct purchase both. Repayments are assured in advance on predetermined annuity by monetization of assets and space at stations for various E-mobility and auxiliary activities, like- advertising, roadside assistance, food court, bank – ATM, conference and outlets.

ASSET ALLOCATION

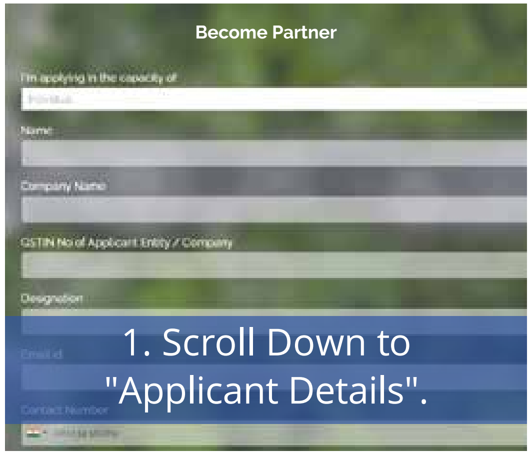


ANNUITY HYBRID EMOBILITY

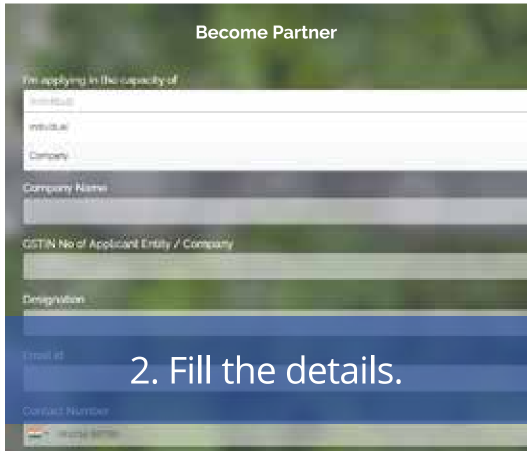
- Public
- Private
- People

Online Submission Stage

Please login to www.nhev.in/apply-to-supply/



1. Scroll Down to "Applicant Details".



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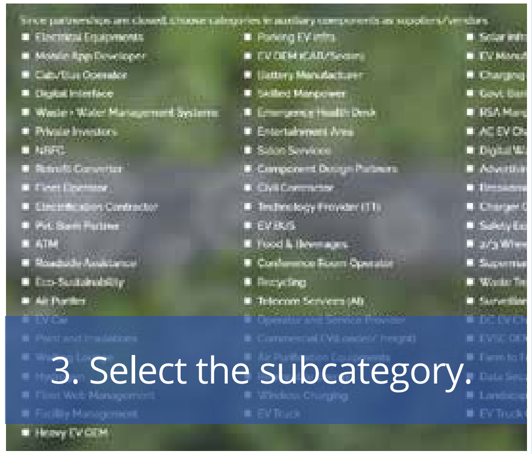

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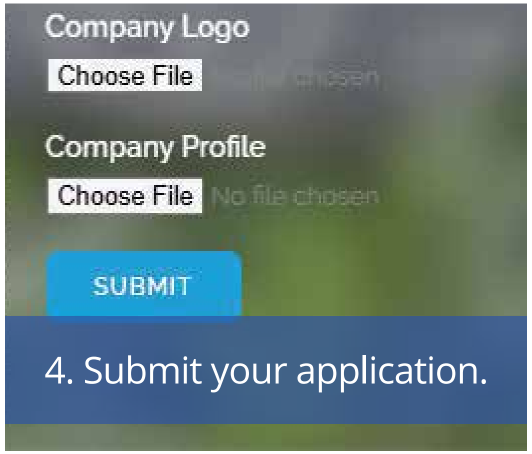

4. Submit your application.

PHASE I - Screening to Determine Merit

Post submission, within 72 business hours, The National Highways for Electric Vehicles (NHEV) team will process your application and perform mentioned screening (A) but not limited to following. Applicants need to submit required documents (B) for screening through E-Mail, with clear mention of their name and application to Secretariat@easeofdoingbusiness.in

(A)

Existing category is Open	✓
i. Work order is not yet awarded to existing partner in applied category	✓
ii. Positive open source background check of the applicant	✓
iii. No pending tax Compliance with the applicant	✓
iv. No undelivered project more than 6 month beyond the timelines of the project	✓
v. Applicant is not blacklisted by any Government's Ministry/Department/State body	✓

(B) **Documents Required for Screening**

i. Overall financial details of the company
ii. Current range of products & services
iii. Existing clients & Partner portfolio
iv. Existing project and ongoing orders
v. KYC of the Company / Directors/Board

(C) The application will be rejected if an applicant is carrying a red flag including:

i. Delay in submission of official documents within the required timeframe
ii. Non-availability of mandatory documents
iii. Previous NHEV application (within the last 12 months) was accepted but applicant could not furnish.

(D) Only Approved applications shall be issued acceptance in Phase II.

i. No Registration, Application fees required for online application & Screening process.
ii. If in any case, someone asks for fee submission before acceptance in the name of NHEV or Ease of Doing Business (EODB), applicants may report such instances to services@nhev.in

Phase II - Acceptance of Application

Upon receipt of the Acceptance Letter for their applications, the Applicant needs to share the signed & filled EOI Application form (Soft Copy & Hard Copy), Application Fee transaction details and Xerox Documents via. E-Mail or Post within a week from the acceptance issue date.

Approved Applicants from Screening shall receive

i. Acceptance letter
ii. Annuity Hybrid E-Mobility Financial Model & Preview
iii. Expression of Interest Application Form
iv. Payment advice of INR 50,000 + GST per category (non-refundable)

E-Mail Address: *Secretariat@easeofdoingbusiness.in*

Postal Address: EODB Services OPC Pvt. Ltd.
Reg Office: 3rd Floor, 44,
Above Madame tussauds, Regal Building,
Connaught Place, Delhi- 110001

Contact Number: Program Secretariat Office - 011 4105 9899

In case the above-mentioned compliances and documents are not received within one week, the application shall be put on hold. Further notifications or exceptions will be considered only under extraordinary circumstances such as in the case of a foreign applicant or delays due to bank remittance timelines. In such cases, an extension may be sought for a limited period to submit the application fee beyond one week from the date of invoice. Please note that without the submission of the application fee, the technical and commercial evaluation of the candidature cannot be undertaken, and the issuance of the Letter of Recommendation (LoR) and Letter of Acceptance will not proceed.

Phase III - Budgeting Exercise under AHEM for LoR Productivity

Upon receipt of signed & filled EOI Application form (Soft Copy & Hard Copy) along with Application Fee transaction details and Xerox Documents via E-Mail or Post within a week from the acceptance issue date, the Official NHEV Applicant enters the commercial Budgeting Exercise.

Official Applicants shall receive:

i AHEM Sample Budget Sheet to quote tentative price for Budgeting

ii EMD exemption form mentioning required certifications for submission.

Upon approval of Trial Scope of Work Document and the supporting Trial AHEM Budget sheet, the applicant is allowed to furnish the Pilot Fees of INR 10,00,000 + GST (post exepmtion) per category.

i. The pilot Fee is revocable without interest or tax if not allocated against any order, upheld as a pilot fee (taxable) till the project period on allocation and subject to GST submission on issuance of the Letter of Recommendation (LoR) on piloting fee invoice.

ii. Revocable on Completion: Revocable deposits are governed by the terms of the EoI and ToR, and are to be refunded without tax or interest after the allocation of the station and receipt of the procurement and Operation & Management (O&M) fee from the station allottee, as this expense is included in the overall station cost.

iii. Revocable deposits are forfeited if the prospective partner decides to back out during any project phase or in the event of any undue, unethical or illegal methods are attempted or practised to connect, contact or influence a PPP allottee or nodal agencies or government bodies in their favour.

iv Partner giving any reason or ground to the Government to stop/terminate the project or withdraw support, fund or permissions or even any such equivalent facilitation that results in the permanent closure of the project due to any disclosed / undisclosed reason will result in the forfeiture of the Revocable deposits.

Phase IV - Final submission for the issuance of LOA

Upon issuance of the LoR, the applicant must participate in the tech trial to validate their technical submission.

After Sucessfull TTR - Following documents to be submitted:

1. Alpha TOR (work flow)
2. Service Level Agreement (SLA)
3. Expression of Interest Application Form
4. Final budget as per upcoming sites

The LoA provides four critical assurances to the applicant:

A. Site Allocation Confirmation: The LoA maps your technical submission to specific approved sites. It clearly indicates which sites your submission has been evaluated against and approved for deployment.

B. Funding Details: It mentions the funding bank, the ESCROW account details, and identifies the site-specific TPS partner. The LoA confirms that payment disbursements will be processed through ESCROW, backed by the Letter of Confirmation submitted by the PPP allottee to the funding bank.

C. Right to Proceed or Decline: The LoA grants you the right to either proceed with execution as per the defined Scope of Work or refuse or reject the allotted site(s) based on your feasibility or internal review.

D. Defined Payment & Audit Milestones: It outlines your payment disbursement schedule, percentage-wise milestone mapping, and audit checkpoints. These ensure financial and operational clarity before commencement

Note: The LoA must contain a complete background to deliver these four certainties and enable informed decisions and seamless execution by all parties involved.

Phase V – Pilot Fee Computation Post Scope Execution

Piloting fee is currently determined with maximum precision & services sufficient to a majority of partners who seek general services like:

a) Technical Interoperability b) Regulatory Compliances c) Financial Modelling

Partners contribute ₹10 Lakhs + GST as a security deposit against piloting services, which cover the necessary efforts, coordination, and compliances required to conclude POC, prototype & pilot.

At the completion stage of services these efforts and associated expenditure are scaled in delivery unit sized of a ₹10 Crore bundled contract for which a 2%–3% success fee or equivalent to ₹30 Lakhs piloting fees shall be payable to cover overall expenditure and service delivery for the above-mentioned services upon receipt of first payment by the partner.

Following remain optional and are chosen by the partner on a case-to-case basis to supplement their pilot scope and visibility.
Partners may source these services independently from the open market or request Ease of Doing Business (EoDB) to deliver them through verified channels.

1. Simulation Workshops, 3D Visual Content Development, and Advanced Technical Media Production
2. Technical Documentation, Stakeholder Facilitation, and Structuring of Financial Instruments
3. Whitepaper Launches, Research Publications, Data-Driven Surveys, and Sectoral Studies
4. Brand Activation Events, Recognition & Title Conferment, Scaled Modelling, and Cinematic Content Production
5. Partner Showcase Deck for Technology, Products, and Services Portfolio
6. Strategic National Expansion Plans and Scale-Up Roadmaps for Partner Organizations

Disclaimer: *The piloting agency understands that the applicant/partner acknowledges having been made aware of and fully comprehends the commercial aspects involved herein. No claim shall be entertained under this process on the grounds of lack of prior knowledge.*