F.No.: PMU-NHEV(IV)0326/IO-1

NHEV Program Secretariat - PMU

Advance Services for Social and Administrative Reforms

Ease of Doing Business, Program Division, New Delhi

K.G. Marg, New Delhi

Dated: 05th January, 2026

Subject : Interim Proposal for Integration of Working Group Consultations and Revision of NHEV Pilot Fee Structure

I am directed to share that, based on internal consultation, it has been recommended to incorporate two structured Working Group presentations prior to the issuance of Provisional and Final Letters of Award (LoA) with the aim of ensuring quality participation and defining clear evaluation standards.

Currently, without further structured consultation, Partners are facing challenges in consolidating the Scope of Work (SoW) and finalizing the associated budgets. In view of this, it is proposed to operationally conduct two Working Group Meetings, to facilitate cross-scope understanding and enable finalization of the overall Scope.

Accordingly, subject to approval of this internal consultation, an additional 33% of current Pilot Fee will be added to the revised Pilot Fee structure, effective from 01 April 2026.

This proposal has been initiated after observing the smooth issuance of Provisional Letters of Award (LoA) to certain Partners during December 2025, where similar Working Group Meetings played a key enabling role. However, during February and March, the Piloting Agency has faced resource constraints in organizing such meetings, as the agency is not structured as an event management organization.

The Interim Notification is being shared for consideration.

To,

The Office of National Program Director,

Ease of Doing Business Services (OPC)

KG Marg, New Delhi- 110001

From,

NHEV Program Secretariat – PMU

44, 3rd Floor, Khadi Gram Udyog Bhawan

Connaught Place, New Delhi – 110001

S/d

Ankush Singh Pahil

Working Group Member - NHEV

NHEV Program Secretariat

Copy to:

National Program Director – EODB

Chief Business Growth Officer – EODB

Department of Personnel Training - EODB

Annexure I

Key Areas of Concern and Rationale for Proposed Revision in Pilot Fee Structure

- It has been observed that after submission of the existing Pilot Fee of INR 5,00,000 + GST, several Partners remain inactive and do not participate in the actual pilot implementation or prototyping activities conducted through the Working Group. Such participation is operationally critical and entails an additional cost of approximately INR 2,50,000 + GST, which is essential for progressing towards real commercialisation. The inactivity appears to stem from the absence of incremental visibility benefits beyond their status as Project Partners. Notably, participation in at least two Working Group meetings is typically required for Partners to progress towards the final Letter of Award (LoA).

- The core objective of the Ease of Doing Business (EODB) initiative in executing such ambitious pilots is to engage only highly active, committed, and outcome-oriented partners, rather than creating a large pool of organisations with limited execution intent. The focus is on enabling prototyping, commercialisation, and eventual deployment of onboarded technologies, products, and services. While some Partners are engaging with the ecosystem and implementing solutions within their own operational domains or segments (for example, fleet operators such as NueGo), such isolated deployments do not fully align with the broader ambition of EODB. The intended goal is integrated, ecosystem-wide deployment.

- The current Pilot Fee has effectively become a minimum entry benchmark, comparable to participation in general exhibitions or marketing-led industry events. Consequently, an increasing number of organisations are opting to submit the Pilot Fee primarily to gain enhanced industry positioning, national-level visibility, branding leverage, and funding opportunities. This trend indicates that participation is being viewed through a profitability and marketing lens, with some entities leveraging the unicity and credibility associated with onboarding within NHEV for promotional advantages rather than committing to the subsequent stages of prototyping and execution leading to LoA. Such an approach is counterproductive to the programme's intent. A clear differentiation from conventional sponsorship or exhibition models is therefore essential, ensuring that only serious, execution-driven Partners participate in the commercialisation and prototyping journey.

S/d
Abhishek Gupta
Project Director – NHEV Greenways

Annexure II

Table 1: Existing Fee Structure

S.no.	Particulars	Fees (INR)
1.	Application Fee	50,000
2.	Patent	1,00,000
3.	Prototyping & Exposition of Prototype (Product / Walkthrough / Video)	1,00,000
4.	Pilot Fee	5,00,000
Total		**7,50,000**

Table 2: Recommended Revised Fee Structure

S.no.	Particulars	Fees (INR)
1.	Application Fee	50,000
2.	Patent	1,00,000
3.	Prototyping & Exposition of Prototype (Product / Walkthrough / Video)	1,00,000
4.	Pilot Fee	5,00,000
5.	Participation in Working Group with Technical and Commercial Presentation to discuss Provisional LoA	2,50,000
Total		**10,00,000**

All fees mentioned above are excluding taxes

S/d
Abhishek Gupta
Project Director – NHEV Greenways