



**EXPRESSION OF INTEREST
COMMERCIALIZATION OPPORTUNITY FOR
NON - EXCLUSIVE LICENSING OF FLEET MANAGEMENT SYSTEM –
fleetell®**



NON - EXCLUSIVE LICENSING OF FLEET MANAGEMENT SYSTEM – fleetell®

1. INTRODUCTION

The Botswana Institute for Technology Research and Innovation (BITRI) through its subsidiary BITRI Investments (Pty) Ltd invites suitable citizen owned Software, e-services, Local Vehicle Tracking or IT Based companies to respond to the Expression of Interest (EOI)

2. BACKGROUND

2.1 BITRI

BITRI is a parastatal under the Ministry of Communications, Knowledge and Technology, established in 2012 to conduct needs-based research and development in focused areas in accordance with national priorities. The Mandate of BITRI is to identify, develop and/or adapt appropriate technology solutions that provides sustainable innovative solutions through co-creation and collaboration in line with national priorities and needs of Batswana. The technologies will as much as possible maximize the use of local materials to ensure efficiency and affordability. BITRI will harness its institutional capacity as well as collaborate with other organizations and institutions.

2.2 BITRI Investments (Pty) Ltd.

BITRI Investments is a 100% owned subsidiary and commercial arm of BITRI. It is the holding company for new venture creations and commercial contracts which are generated from successful research and development undertaken at BITRI

2.1. About fleetell®

The Fleetell® Fleet Management System (FMS) is an Interactive e-platform with a variety of features or modules which allows for data analysis to be used in daily decision making of an organization while effectively managing their fleet. It's an adaptable system implying that it is customizable to the clients' requirements. It allows end-users to receive real time communication from their fleet through an option of embedding a tracker which will complement the system.

2.2. Product Offer

The product offers the following associated value which will be critical to an organization:

2.2.1. Customizable

Fleetell® offers clients tailor made solutions where specific modules can be incorporated to match the user's daily fleet operational process. This ensures that the user fully utilizes the software system unlike off the shelf software where users spend large amount of funds and hardly use some of the modules as they lack relevance to the organizational processes or needs.

2.2.2. Local Support and Maintenance

BITRI's Fleetell® is locally made implying that service updates, and maintenance will be conveniently offered to the end-user..

2.2.3. User-Administered System

Fleetell® gives organizations or end-user autonomy, where they are in control of the tracking and inhouse remote vehicle requests. This autonomy allows for onsite data analysis and prompt decision making. It also allows for Vehicle Tracking Companies to offer the system as a service, if their clients are unable to self-administer.

2.3. Fleetell® Features

- **Browser access to functions via Internet**
 - User login with password and username and User access restricted by assigned roles.
- **Dashboard view**
 - Vehicle use view, Recent active trips, Requests - Trip (current week) and Notifications
- **Fleet Inventory**
 - All vehicles detailed information, add new vehicles details, Updating vehicles details, Vehicle types, Add and update vehicle types and Disposed vehicle details.
- **Requests**
 - Creating a new request and Request summary including their status using "labels."
- **Fleet Tracker**
 - Devices view with status and last update time, Map view of active devices.
- **Trip Calendar**
 - Calendar view of all requests by users
- **Reports**
 - service logs, accidents reports, Tyres etc (Cost Accounting/aggregation Module)

3. TECHNOLOGY TRANSFER

4.1 Licensing

Licensing as a commercialization model adopted by BITRI Investments (Pty) Ltd which implies that a company will be granted a Non - Exclusive right to commercialize the software and royalty payment terms with the selected company.

4.2 Skills Transfer

BITRI Investments (Pty) Ltd. will assist with technical skills transfer, training, software update on the technology and it shall be administered through a Service Level Agreement

4. ELIGIBILITY

Interested parties must provide information indicating their expertise and experience that is relevant in undertaking a project for the production and supply to meet industry demands.

5.1 Company profile, including a valid certificate of incorporation from CIPA, Valid BURS Tax Clearance Certificate, Relevant Licenses.

4.1.1. Director's Forms

4.1.2. Nature of Ownership e.g. Sole proprietary, Joint Venture etc.

4.1.3. Board of Directors Resolution

5.2 Category of the firm: Large / Medium / Small Scale / Startup.

5.3 State the current line of Business including the Sector and Subsectors.

5.4 Proof of funds or Bank Guarantee or Funder Support Letter.

5.5 Relevant PPADB Codes (Fleet Management) and BOCRA Licenses or a plan of acquisition for these requirements.

5.6 Submit the relevant personnel accompanied by Qualifications and Experience.

5.7 Illustrate Technical Experience on related to Fleet Management.

5.7.1 Provide at least 3 Traceable References

5.8 Go-To-Market Proposal

5.9 The EOI is strictly reserved for **100% Wholly Owned** Botswana Citizen Companies only including **Joint Ventures**.

Local or citizen owned Companies who meet the eligibility criteria will be invited to respond to a Detailed Non-Exclusive License Agreement Proposal.

5. TECHNICAL ENQUIRIES

Clarifications pertaining to this EOI may be forwarded either in writing, facsimile or email to:

Lead Researcher – Information Systems Technologies

Email: ttsalaile@bitri.co.bw

Postal Address: Private Bag 0082

6. SUBMISSION REQUIREMENTS AND CLOSING DATE

Expressions of Interests clearly marked “**NON - EXCLUSIVE LICENSING OF FLEET MANAGEMENT SYSTEM – fleetell®**”, should be hand delivered to:

Registry

Botswana Institute for Technology Research and Innovation

Private Bag 0082

Plot 50654, Machel Drive

Gaborone, Botswana

NB: The EOI will remain open for a period of 1 year ending 31st October, 2024.

Expression of Interest from companies failing to provide the required information will be rejected. Invitation to bid and any subsequent process will be issued in accordance with procurement rules and procedures of BITRI.

This Expression of Interest does not entail any commitment on the part of BITRI, either financial or otherwise.

7. Evaluation Criteria

8.1 Compliance

	Requirement	Compliance	Non-Compliance
1.	Certificate of Incorporation		
2.	Valid Tax Clearance		
3.	Board Resolution		

8.2 Technical

	Requirement	Maximum Points
1.	Trading License	10
2.	Audited Financials for Existing Companies	10
3.	PPADB Code 317 sub-Code 06 or Relevant Codes/BOCRA	20
4	Tracking & Vehicle Recovery Service Provision	10
5	Staff Profiles (CV), Qualifications and Experience	30
6.	3 Traceable references of Reputable Clients	15
7	Proposal	5
	Total	100

NB: Under Item:5 No Service =0 and Tracking =10 Item 6: **Staff CV**= 5 Marks; **Relevant Qualifications**: Degree or Below =5, Masters=10. **Experience**: ≤5 years = 5Marks, ≤ 10 =10Marks, ≥ 10 Years =15

8.3 Other

	Requirement	Maximum Points
1.	Proof of funds or Bank Guarantee or Funder Support Letter.	10
	Total	10

Grand Total = 110