



ड्रोन सेवा | डिजिटल खेती | ई कॉमर्स | डिजिटल सेवा
ई गवर्नेंस | रूरल मार्केटिंग

100 Quick Q&A and 36 Minimum Business Guarantee related questions

1. What is the minimum investment required to start a Hal Center?

Answer:

The minimum investment required to start a Hal Center depends on the type of center you choose.

Mini Hal Center:

1. **Investment Cost:** ₹3,50,000
2. **Included Features:** Digital Kiosk, Agri Input, Digital Services, Drone Authorized Sales, E-Commerce Access, Rural Commerce, Franchisee License, Franchisee Software, Marketing Kit, and App Download Activity.
3. **Login Fee:** ₹5,100
4. **Down Payment:** ₹50,000
5. **Financing Options (EMIs):**
 - 3 months: ₹1,00,000 per month
 - 6 months: ₹55,000 per month
 - 12 months: ₹30,000 per month
6. **Special Note:** EMIs can be paid from the commission earned. A security check is mandatory.

Smart Hal Center:

1. **Investment Cost:** ₹6,00,000
2. **Included Features:** All features of Mini Hal Center + Mapping Drone and Software.
3. **Login Fee:** ₹11,000
4. **Business Guarantee:** ₹9,60,000 per year (₹19,20,000 for 2 years).
5. **Down Payment:** ₹2,50,000
6. **Financing Options (EMIs):**
 - 3 months: ₹1,25,000 per month
 - 6 months: ₹75,000 per month
7. **Special Note:** Business Guarantee is available for 2 years.

Super Hal Center:

1. **Investment Cost:** ₹19,50,000
2. **Included Features:** All features of Mini Hal Center and Smart Hal Center + Spraying Drone and E-Rickshaw.
3. **Login Fee:** ₹21,000
4. **Business Guarantee:** ₹30,10,000 per year (₹60,20,000 for 2 years).
5. **Down Payment:** ₹5,00,000
6. **Financing Options (EMIs):**
 - 6 months: ₹2,50,000 per month
 - 12 months: ₹1,50,000 per month
 - 24 months: ₹1,00,000 per month
7. **Special Note:** Government loans and subsidies are available.

Conclusion:

If you wish to start with a minimum investment, you can opt for the **Mini Hal Center** at ₹3,50,000. Smart and Super Hal Centers require a higher investment but come with additional features and higher business guarantees.

2. What is the expected ROI for a Hal Center?

Answer:

With consistent performance, you can expect an **ROI of 100%** within **12 to 15 months**. This timeline is based on achieving business targets in drone services, agri-input sales, and kiosk operations.

3. What kind of revenue can I expect monthly?

Answer:

On average, a Hal Center can generate **₹1.5 to ₹2.5 lakh per month** from drone spraying, mapping, and agri-input sales. Additional revenue streams like e-commerce and logistics can further increase your earnings.

4. How is the business guarantee structured for Super Hal Center?

Answer:

We provide a business guarantee of **₹30,10,000 per year for 2 years**, totaling **₹60,20,000**, ensuring partners have a clear roadmap to achieve their investment and profit goals.

5. What makes Hal Center a reliable investment for new entrepreneurs?

Answer:

Hal Center operates on a **diversified revenue model**, combining agriculture, logistics, and rural commerce. This ensures consistent income streams even if demand fluctuates in one area.

6. How does Hal Center cater to rural market needs?

Answer:

Our services are tailored for rural communities, including **drone spraying for precision farming**, **affordable agri-inputs**, and **digital services** like banking, e-commerce, and government schemes through kiosks.

7. Can an FPO or Cooperative invest in a Hal Center?

Answer:

Yes, **Farmer Producer Organizations (FPOs)** and **Cooperatives** are ideal partners. They can leverage the Hal Center to offer drone services and agri-inputs to their members while generating collective profits.

8. What training and support does OAPL provide?

Answer:

We offer **comprehensive training** on drone operation, agri-input sales, and digital kiosk management. You will also receive **technical support**, marketing assistance, and business development guidance.

9. How can I ensure high customer footfall at my Hal Center?

Answer:

By offering **high-demand services** like drone spraying and essential agri-inputs, combined with **localized marketing efforts** such as farmer awareness programs and community engagement initiatives.

10. What kind of financial support options are available?

Answer:

We assist partners in accessing **government subsidies**, **bank loans**, and **financing options** for equipment purchase through our network of financial institutions.

11. How do I achieve the business guarantee target of ₹50 lakh?

Answer:

This target is achievable through consistent operations:

- **₹25-30 lakh** from drone spraying and mapping services.
-

- **₹10-15 lakh** from agri-input sales.
 - **₹5-10 lakh** from kiosk-based services and other value-added offerings.
-

12. Is there a risk of market saturation?

Answer:

No, each Super Hal Center is strategically placed to serve a **unique catchment area** of **5-8 villages and 10,000 Acre farming land**, ensuring sufficient demand and minimal competition between centers.

13. What kind of profit margins can I expect from agri-input sales?

Answer:

Agri-input sales provide profit margins of **2-14%**, depending on the product category. Bulk sales to local farmers and FPOs can further enhance your margins.

14. How will Hal Center help increase my existing business revenue (for established businesses)?

Answer:

Existing businesses like **agriculture suppliers, vehicle dealerships, and logistics operators** can diversify and boost revenue by integrating Hal Center's **high-demand services**.

15. What exclusive services do I offer as a Hal Center partner?

Answer:

You'll offer exclusive access to **advanced drone technology** for farming, **precision mapping**, and **rural e-commerce services** that are unavailable through traditional rural businesses.

16. What are the operational costs for running a Hal Center?

Answer:

The average monthly operational cost, including staff salary, drone maintenance, and utility bills, ranges between **₹30,000 to ₹50,000**, leaving a substantial profit margin.

17. What kind of marketing support will I receive?

Answer:

OAPL provides **localized marketing support**, including **flyers, social media campaigns**, and **on-ground events** like demo days to promote services in your region.

18. Can retired officials or community leaders effectively run a Hal Center?

Answer:

Absolutely. Their **strong local connections** and influence make it easier to attract farmers and build trust, ensuring a high-performing Hal Center.

19. What happens if I don't meet the business targets?

Answer:

If targets aren't met, our **support team** will work closely with you to **identify challenges**, provide **additional training**, and **optimize your operations** to get back on track. Additionally, the company is deploying its own **sales team in the field** to ensure the **minimum business guarantee** is achieved. In case you are unable to meet the target, the company takes full responsibility and is **liable to generate the minimum guaranteed business**.

20. How can a school or NGO benefit from a Hal Center?

Answer:

Schools or NGOs can use the Hal Center as a **community hub**, generating revenue while offering valuable services like **digital education**, **drone demos**, and **health kiosks**.

21. What kind of warranty do drones and kiosks come with?

Answer:

Our drones and digital kiosks come with a **1-year warranty** covering manufacturing defects. Extended warranties are also available for additional peace of mind.

22. Can Hal Center partners access government contracts?

Answer:

Yes, as an authorized Hal Center, you can bid for **government projects** in precision farming, rural logistics, and digital service distribution, with OAPL's support.

23. How does Hal Center ensure sustainability?

Answer:

Our model focuses on **affordable services** for rural communities, **regular demand cycles** like seasonal spraying, and **community integration**, making it a sustainable investment.

24. Can a migrant worker invest in a Hal Center for their hometown?

Answer:

Yes, many migrant workers invest in their hometowns through Hal Centers, providing **jobs and services** to their communities while generating **steady income** remotely.

25. How can cold storage owners benefit from Hal Center?

Answer:

Cold storage owners can combine **drone mapping** to monitor crop conditions with **digital kiosks** to offer real-time pricing and logistics services, enhancing their value chain.

26. What services do I offer through the digital kiosk?

Answer:

Services include **banking, e-commerce, government schemes, and telemedicine**. These services generate **additional income** while driving footfall to your center.

27. Can vehicle or fleet operators partner with Hal Center?

Answer:

Yes, they can use the Hal Center for **logistics planning** and **transport services** to farmers, ensuring efficient delivery and earning additional income through service integration.

28. What's the advantage of partnering with OAPL as an early investor?

Answer:

As an early investor, you benefit from **pioneering opportunities** in your region, capturing **first-mover advantages** and establishing a **loyal customer base** early on.

29. How do you handle competition from local service providers?

Answer:

Hal Center offers **unique, high-tech solutions** like drone services and digital kiosks that local providers can't match, giving you a **competitive edge** in rural markets.

30. What happens if I want to exit the Hal Center partnership?

Answer:

We offer **flexible exit options**, allowing you to transfer your franchise to another eligible partner or repurchase equipment based on a **mutually agreed valuation**.

31. How soon can I start earning after setting up a Hal Center?

Answer:

You can start earning within **90 days of setup**, as our training, marketing, and operational systems ensure a quick launch.

32. What unique advantage does Hal Center provide over traditional agri-businesses?

Answer:

Hal Center offers **drone technology** and **digital services**, enabling precision farming and rural e-commerce, which traditional businesses cannot provide.

33. Is there a minimum customer base guaranteed?

Answer:

Yes, each Hal Center is designed to serve a catchment area of **3,000+ farmers & 10,000 acres farm**, ensuring a steady customer base.

34. How do I ensure a consistent income throughout the year?

Answer:

By diversifying services: **drone spraying during peak seasons, agri-input sales year-round, and digital kiosk services daily.**

35. Can I expand my Hal Center operations in the future?

Answer:

Yes, you can scale by adding **more drones, logistics services, and regional contracts** with our support.

36. How will OAPL help me build trust in my community?

Answer:

OAPL conducts **farmer awareness programs, demo sessions**, and shares **success stories** from other centers to build credibility. Additionally, we invest heavily in **digital marketing, brand endorsements, and advertising campaigns**. We collaborate with **celebrities and influencers** to promote the brand. OAPL actively participates in **local, state, national, and global events**, ensuring strong visibility and trust across multiple platforms.

37. How is the revenue split between drone services and kiosk operations?

Answer:

Drone services contribute **60-70%** of revenue, while kiosk and agri-input sales account for the remaining **30-40%**.

38. What profit margin can I expect from drone spraying services?

Answer:

Drone spraying offers a margin of **30-40%**, depending on the scale and frequency of operations.

39. How do Hal Centers benefit progressive farmers?

Answer:

Progressive farmers get **access to advanced technology**, improving yields and reducing costs, while you earn from their success.

40. What happens if there is low demand in my area?

Answer:

We offer **regional marketing support**, and you can leverage **additional services** like e-commerce and logistics to compensate.

41. Can I hire local staff to manage my Hal Center?

Answer:

Yes, hiring locals is highly encouraged as it strengthens community ties and improves day-to-day operations. Through the **Hal Didi initiative**, we promote **women empowerment** by involving local women in key roles. Additionally, OAPL is committed to **skilling local youth** in drone operations and other technical tasks. Hiring local staff is crucial, and the **company provides comprehensive training** to ensure they are well-equipped to manage all aspects of the Hal Center efficiently.

42. How long does it take to set up a fully operational Hal Center?

Answer:

It typically takes **15 to 30 days** from signing the agreement to complete setup and launch.

43. What are the recurring costs of running a Hal Center?

Answer:

Recurring costs include **staff salaries, utility bills, and maintenance**, which typically amount to **₹30,000 to ₹50,000 per month**. However, Hal Center partners need not worry about cash flow, as **payment settlements for services will be processed before salary is due**, ensuring smooth operations without financial strain.

44. What is the breakeven point for Hal Center?

Answer:

Most centers reach breakeven within **9 to 12 months** of operations, depending on service uptake.

45. How does Hal Center support government schemes?

Answer:

We partner with local governments to deliver **subsidized services** and **digitize rural initiatives**, enhancing your credibility and income.

46. Can Hal Center be integrated with existing businesses?

Answer:

Yes, businesses like **fuel stations** and **retail stores** can easily integrate Hal Center services, increasing their customer base and revenue.

47. What kind of customer retention strategies are used?

Answer:

We focus on **loyalty programs**, **regular service reminders**, and **personalized customer care** to ensure repeat business.

48. What support do I get for hardware maintenance?

Answer:

We provide **on-call support**, **annual maintenance contracts**, and **spare parts** for quick issue resolution.

49. Can I run multiple Hal Centers?

Answer:

Yes, once your first center is profitable, you can open more centers in nearby locations with our assistance.

50. What exclusive partnerships does OAPL have to support Hal Centers?

Answer:

We partner with **leading agrochemical companies**, **logistics providers**, and **government agencies**, ensuring top-tier services for your center.

51. What is the revenue potential of logistics services offered through Hal Center?

Answer:

Logistics services can generate an additional **₹30,000 to ₹50,000 per month**, depending on local demand.

52. Can Hal Center help in crop monitoring for local farmers?

Answer:

Yes, our drones provide **real-time crop health analysis**, helping farmers optimize yields while generating income for your center.

53. What kind of contracts can I expect from large-scale farmers or FPOs?

Answer:

FPOs and large farmers typically sign **seasonal contracts** worth **₹2-5 lakh per season**, providing a steady revenue stream.

54. What competitive edge does Hal Center provide in rural logistics?

Answer:

Hal Center's **drone-based delivery** and **real-time tracking** make logistics faster and more efficient than traditional methods.

55. Are there any exclusive territories for Hal Center partners?

Answer:

Yes, each partner gets an **exclusive operating zone** to avoid competition and maximize market potential.

56. Can I collaborate with local agro-input stores?

Answer:

Yes, partnering with local stores can enhance your **product offerings** and drive **mutual customer traffic**.

57. How do I get payments from government schemes or contracts?

Answer:

We assist in **securing contracts**, and payments are directly credited to your account after service verification.

58. What monitoring tools will I have to track my Hal Center's performance?

Answer:

You'll have access to a **dedicated dashboard** for tracking revenue, services, and customer feedback in real-time.

59. How does Hal Center contribute to rural employment?

Answer:

Each center generates **2-5 direct jobs** and supports **local service providers**, contributing to rural economic growth.

60. Can Hal Center partners avail insurance for drones and kiosks?

Answer:

Yes, we offer **insurance options** for equipment to safeguard your investment against unforeseen events.

61. How can NGOs use Hal Center for social initiatives?

Answer:

NGOs can use the center for **awareness campaigns**, **training sessions**, and **service delivery**, while generating income from core services.

62. What profit can I make from e-commerce services through the kiosk?

Answer:

E-commerce services can add **₹15,000 to ₹25,000 per month** in profits, depending on the volume of transactions.

63. How do I ensure timely maintenance of my drones?

Answer:

We provide a **scheduled maintenance plan** and **priority servicing** for all partners to minimize downtime.

64. What benefits do middlemen and produce buyers get from Hal Center?

Answer:

They gain **direct access to farmers**, ensuring **better quality produce** and optimized logistics, while you earn from the transactions.

65. Can cold storage owners integrate Hal Center services?

Answer:

Yes, cold storage owners can use **drones for inventory checks** and offer **kiosk services** to farmers, enhancing their value proposition.

66. What is the ROI if I invest ₹10 Lakhs in a Hal Center?

Answer:

You can expect a return of **₹50 Lakhs** within **2-3 years**, with an estimated annual profit margin of **25-30%**.

67. How does Hal Center reduce operational costs for farmers?

Answer:

Our **drone spraying** reduces pesticide usage by **30-40%**, cutting costs and improving efficiency.

68. What marketing support does OAPL provide for new Hal Centers?

Answer:

We provide **localized marketing kits**, including **digital ads, banners**, and **demo sessions** to boost visibility.

69. Is financing available for setting up a Hal Center?

Answer:

Yes, we have tie-ups with **banks and NBFCs** offering **easy loans** with flexible repayment options.

70. How does the revenue model work for Farmer Producer Organizations (FPOs)?

Answer:

FPOs can save on operational costs and earn **₹2-3 Lakhs per season** by utilizing Hal Center services for their member farmers.

71. What support will I receive for site verification and setup?

Answer:

Our team handles **site verification, layout planning**, and **installation** within **15 days** after agreement signing and payment received.

72. How will Hal Center improve the income of middlemen and brokers?

Answer:

By streamlining **produce collection** and **supply chain**, middlemen can increase their volume and reduce operational costs.

73. How do retired officials benefit by investing in Hal Centers?

Answer:

They can leverage their **network and credibility** to attract customers, ensuring a **steady passive income**.

74. Can I start with a smaller investment and scale up later?

Answer:

Yes, you can start with a **basic model** and reinvest profits to scale up to a **full-service Hal Center**.

75. What business guarantee does OAPL provide?

Answer:

We ensure a **minimum business guarantee** of **₹60,20,000** over the first 2 years, backed by our operational support.

76. How does Hal Center support agricultural machinery businesses?

Answer:

By offering **drone-based demonstrations**, it complements existing machinery, creating an additional revenue stream.

77. What are the security measures for Hal Center?

Answer:

Each Hal Center is equipped with **CCTV cameras**, provided by the company, to ensure security. The **CCTV system** records **live footage** with **audio-video features**, providing continuous monitoring. Additionally, the **Center Partner** is required to ensure **24x7 electricity**, with a backup system such as an **inverter** or **solar lights**, to maintain operations and security. This ensures the safety of both the equipment and the premises, creating a secure environment for customers and staff.

78. What's the earning potential for vehicle owners and fleet operators?

Answer:

Logistics services via drones can generate **₹30,000 to ₹50,000 per month** by optimizing local transport operations.

79. How will Hal Center impact healthcare services in rural areas?

Answer:

Hal Center facilitates **medicine delivery** and **health campaigns** via drones, creating new income opportunities and improving health outcomes.

80. What exclusivity do I get in my area?

Answer:

You'll have **exclusive operational rights** within a **2 km radius**, ensuring no competition from other Hal Centers.

81. How can grain and produce buyers benefit from Hal Centers?

Answer:

Buyers get **direct access to farmers** through Hal Centers, enabling **bulk purchases** and reducing middlemen costs.

82. What's the minimum revenue I can expect from kiosk services alone?

Answer:

Kiosk services, including e-commerce and bill payments, can generate **₹100,000 to ₹200,000 per month** in revenue.

83. How do Hal Centers handle customer disputes or complaints?

Answer:

We have a **dedicated support system** and **complaint resolution framework** to address issues promptly, maintaining trust.

84. What operational risks should I be aware of?

Answer:

Key risks include **hardware downtime** and **seasonal demand fluctuations**, both of which are mitigated by our support systems and diversified services.

85. Can Hal Centers participate in government subsidy programs?

Answer:

Yes, we facilitate **registration for government schemes**, ensuring farmers get subsidies, and you earn from increased service usage.

86. How much profit can I earn from drone rental services?

Answer:

Drone rental services can generate significant income. For **photography drones**, you can earn **₹1,000 to ₹2,000 per hour**, depending on the usage and demand. **Spraying drones** can earn you **₹400 to ₹800 per acre** for agricultural applications. **Industrial drones** can be rented on an **ad hoc basis** or at rates like **per square kilometer** or project-based pricing, offering flexible

earning opportunities. The profit potential depends on the demand and frequency of rentals, with the option to diversify into various sectors such as agriculture, photography, and industrial applications.

87. How do Hal Centers ensure sustainability in rural markets?

Answer:

By offering **multi-service platforms** (agriculture, logistics, e-commerce), we ensure steady demand across seasons.

88. What kind of digital services can I offer through the kiosk?

Answer:

You can offer **banking services, bill payments, ticket bookings, and e-commerce**, generating additional income.

89. How do I track my earnings and expenses?

Answer:

You'll have access to an **ERP system** that provides real-time updates on revenue, expenses, and profitability.

90. What's the average footfall a Hal Center receives?

Answer:

Hal Centers typically see a footfall of **50-100 customers daily**, depending on the region and services offered.

91. How does Hal Center help local lenders to farmers?

Answer:

We provide **data-driven insights** on crop health, helping lenders make informed decisions and reducing default risks.

92. Can school owners benefit by hosting Hal Centers?

Answer:

Yes, they can offer **digital education services** and earn additional income through kiosk operations.

93. What's the potential revenue from logistics operations?

Answer:

Rural logistics can generate up to **₹50,000 monthly**, depending on the volume and distance of deliveries.

94. How do Hal Centers support NGOs?

Answer:

NGOs can use Hal Centers for **awareness campaigns, training programs, and community outreach**, while earning from core services.

95. What happens if the drone technology evolves?

Answer:

OAPL provides **continuous upgrades and training**, ensuring you stay ahead with the latest advancements.

96. How do I handle competition from other rural businesses?

Answer: With Hal Center's **exclusive technology and diverse services**, you'll have a competitive edge unmatched by others.

97. Does OAPL have all the necessary licenses and permissions to run this business center?

Answer: Yes, OAPL has the required **expertise, certifications, and permissions** to operate these centers. Whenever a drone is sold, our center partner will be registered as an **operator** on the **Digital Sky** platform, and the **pilot** will be registered as well. All drones will be **type certified**. We also have **agreements** with **agrochemical companies** to promote their products and services. Before establishing any center, we ensure that all necessary **approvals and licenses** are obtained as required.

98. How can Hal Centers help in reducing post-harvest losses?

Answer: Our **drone monitoring and logistics solutions** help in timely harvest and efficient storage, reducing losses by **10-15%**.

99. Can Hal Center services be customized for local needs?

Answer:

Yes, services can be tailored to meet the **specific demands** of your region, ensuring maximum utility and profitability.

100. What assurance does OAPL provide for service quality?

Answer:

We guarantee **top-quality technology**, **regular training**, and **ongoing support** to ensure smooth and profitable operations.

Q&A Related with Investment & Business Guarantee

1. Are there any financing or subsidy options available for the initial investment, specifically for the Mapping Drone and Spraying Drone?

Yes, financing and subsidy options are available for the **Spraying Drone** through government schemes like the Agri Infrastructure Fund. The **Mapping Drone** is a part of the bundled investment and does not have separate financing options.

2. Is the total investment for a Hal Center bundled, or can services like the mapping drone and spraying drone be purchased separately?

The **spraying drone** can be purchased separately. However, when there is **demand** from the field or farmers, such as orders from **agrochemical companies** like **IFFCO**, OAPL will be required to deploy the spraying drone, either through the **Hal Center partner** or another vendor in the area. This deployment should not contradict the **Hal Center partner's** operations. If the **spraying drone** is not bought as part of the package by the **Hal Center**, the **Hal Center partner** will not be entitled to the **12 lakh rupees minimum business guarantee**. Instead, a **service fee of 5%** will be paid to the **Hal Center partner** for the **spraying drone rental** service. Additionally, the rest of the **drone spraying business** in the area will go to whoever has deployed the spraying drone in that region.

3. What are the costs associated with furnishing and setting up the Hal Center, and who is responsible for these expenses?

The **Center Partner** is responsible for the costs of furnishing, furniture, electrical work, and internet connectivity. OAPL will provide a detailed layout plan for setup.

4. Will OAPL provide all the necessary branding materials, or does the center partner need to procure additional items?

OAPL will provide **branding materials** like posters, banners, and digital assets at no extra cost. The Center Partner does not need to procure these.

5. Can the Center Partner choose their own vendors for furnishing, or must they use OAPL-authorized vendors?

The Center Partner has the option to choose **independent vendors**, but they must follow OAPL's **layout plan** and **branding guidelines**.

6. How will the Center Partner ensure they meet the annual business guarantee targets?

The Center Partner must manage operations effectively, perform services regularly, and engage customers for mapping, spraying, agri-input sales, and digital kiosk services to meet the revenue targets. OAPL will provide **training**, **marketing support**, and **technical assistance** to help meet these targets.

7. How does the financial assistance or subsidy under government schemes like the Agri Infrastructure Fund work for potential franchisees?

OAPL will assist eligible franchisees in obtaining financial assistance or subsidies through government schemes like the **Agri Infrastructure Fund**, which can help with equipment purchases, including the spraying drone.

8. If financing is availed for equipment purchases, how are EMI payments integrated into the operational expenses of the franchise?

EMI payments for financed equipment (like drones) will be considered as part of the operational expenses of the franchise and should be factored into the overall budget when managing the center's finances.

9. Under what conditions can OAPL buy back drones and equipment from a franchisee if the business guarantee is not met?

OAPL will buy back drones and equipment from the franchisee if the **minimum business guarantee** is not met, after assessing depreciation through a third-party valuer.

10. If a franchisee incurs losses, how does the process of franchise takeover work, and what reimbursements can they expect?

If the franchisee incurs losses, **OAPL will take over** the franchise, provided the equipment is in **working condition**. The franchisee will be reimbursed for their **invested amount**.

11. What are the specific responsibilities of the Center Partner in terms of equipment maintenance, safety, and operational compliance?

The **Center Partner** is responsible for:

- Ensuring the **safety and security** of equipment.
- Maintaining the equipment regularly to ensure it remains in working condition.
- Operating the franchise in compliance with **OAPL guidelines**.

12. How does OAPL support the Center Partner in ensuring that operational guidelines are followed and business guarantees are met?

OAPL provides:

- **Training and marketing support** to help generate revenue.
- **Technical assistance** to ensure that operational guidelines are followed.
- Ongoing **monitoring and guidance** to ensure business guarantees are met.

13. What actions should a Center Partner take if they anticipate not meeting the business guarantee for a given year?

The **Center Partner** should:

- Notify OAPL early.
- Work with OAPL's support team to improve service delivery and meet targets.

- Explore additional revenue-generating activities, like increasing digital kiosk services or engaging more customers for spraying and mapping.

14. What is the Franchisee-Owned, Company-Operated (FOCO) model, and how does it affect the responsibilities of OAPL and the Center Partner?

- **OAPL Responsibilities:**
 - Provide digital infrastructure, software, and training to enable the Center Partner to perform services.
 - Ensure the minimum business guarantees are met annually for each service.
- **Center Partner Responsibilities:**
 - Manage daily operations, ensure the safety and maintenance of equipment, and follow OAPL guidelines.
 - Bear costs for electricity, furnishings, and local operational expenses.

15. What are the expected operational expenses for the Center Partner, and what does OAPL cover?

- The **Center Partner** is responsible for:
 - **Electricity** costs.
 - **Furnishings** and **local operational expenses**.
- OAPL provides:
 - **Digital infrastructure, software, and training**.
 - **Branding materials** (posters, banners, digital assets) at no additional cost.

16. How are the payments for the Digital Kiosk services managed, and what is the expected revenue from this service?

- The **revenue** generated from these services will depend on government-to-citizen (G2C) services, app downloads, and rural marketing activities.
- **OAPL will provide training** and marketing support to help generate revenue from these services.

17. Is a license required for agri-input sales, and can the Center Partner use independent vendors for purchasing agri-inputs or other stock items?

- **License Requirement:**
Yes, a **license** is required for the sale of **agri-inputs**. **OAPL** will assist the **Hal Center Partner** in obtaining the necessary license, but the **license cost** will be borne by the **Hal Center Partner**. However, to promote **agri-input products** on the **Digital Kiosks**, a **license is not required**. If a farmer purchases directly from the **e-commerce portal** through **assisted sales**, the **e-commerce portal** will be responsible for ensuring all licenses and compliance requirements are met. In this case, a **promotion fee** or **referral fee** will be paid to the **Hal Center Partner** for facilitating the transaction.

- **Independent Vendor Usage:**

The **Center Partner** is free to choose **independent vendors** for **agri-inputs** or other stock items. However, they must ensure that the **agri-input stock value** is maintained at ₹1,00,000 to business target ₹6,00,000 in annual sales.

- If the stock is not purchased from an **OAPL-authorized vendor**, a **7.5% service fee** on the total value of **agri-inputs** billed to the customer will be charged for each sale.
- If the **authorized vendor of OAPL** is unable to supply a particular agri-input or brand required by the farmer, and the **Hal Center Partner** purchases it from an independent vendor, they must inform **OAPL** of both the **purchase cost** and the **selling price**. In this case, a **50%-50% profit-sharing** arrangement will be applied between **OAPL** and the **Hal Center Partner**.

- **OAPL Support:**

OAPL will ensure that all required products and brands are available to the **Hal Center Partner** through **authorized vendors**.

18. How does the franchise ensure compliance with the terms of the agreement and what penalties or actions are in place for non-compliance?

- The **Center Partner** must operate in compliance with the terms outlined in the agreement, including maintaining equipment, meeting sales targets, and ensuring proper operation of services.
- **Penalties** for non-compliance include:
 - **Loss of refundable deposit** for non-compliance.
 - **OAPL** can take over the franchise and **reimburse** the invested amount if equipment is in working condition and business guarantees are not met.

19. What are the options available if a franchisee faces difficulty in meeting the business guarantee, and how can they seek help from OAPL, including for pending loan or EMI payments?

- The **Center Partner** should notify **OAPL** if they face difficulty in meeting the **business guarantee**.
- **OAPL** support includes:
 - **Training** and guidance on improving services.
 - **Marketing support** to increase customer engagement.
 - **Technical assistance** to improve service delivery.

If, despite receiving support, the **franchisee** is still unable to generate business, **OAPL** will repay the **invested amount** and take back all the **equipment** or **resell the franchise** to another partner. The **equipment** must be in **working condition**, and a **third-party valuer** will determine the price of the components if they are used.

If there is a **pending loan** or **EMI** on the **spraying drone** purchased as part of the package, **OAPL** will either **pay off the outstanding loan** or **assume responsibility for the loan**, transferring it under **OAPL's name**. This ensures that the **Hal Center Partner** is relieved from further financial obligations related to the loan or EMI.

20. What are the risks and benefits of the bundled investment package for the Hal Center?

- **Benefits:**
 - **Bundled offering** ensures seamless operations by providing all the required equipment and services together.
 - The **business guarantees** for each service provide a clear roadmap to meet revenue targets.
 - **Financing options** are available for the spraying drone, making it easier to manage initial costs.
 - A **grace period of 15 to 30 days** can be provided after the **first deposit** to help the **Center Partner** manage initial challenges.
- **Risks:**
 - The **Center Partner** may face risks such as **climate conditions, force majeure, or failure to meet farmer demand**, which can impact their **ability to serve the minimum business guarantee** set by **OAPL**.
 - **Failure to serve the minimum business guarantee** can result in penalties or buyback options by **OAPL**.

21. How can a Center Partner achieve additional revenue streams beyond the minimum business guarantee?

- The **Center Partner** can explore additional revenue streams by:
 - Increasing **digital kiosk services**, including G2C services and rural marketing.
 - Offering **advanced mapping and surveying services** for larger agricultural areas or different crops.
 - Upselling **agri-inputs** and partnering with local suppliers.
 - Expanding **spraying services** to cover more crops or larger areas.

OAPL provides **support** and guidance to help identify new opportunities for revenue growth.

22. What kind of technical and operational support will OAPL provide throughout the franchise operation?

- OAPL offers **ongoing technical support**, including troubleshooting, equipment maintenance, and training on the operation of drones and digital systems.
- OAPL will provide **operational guidance** to ensure the Center Partner adheres to operational best practices, improving efficiency and service delivery.

23. What are the rules regarding the franchisee's right to transfer, sell, or assign the franchise to another party?

- The **transfer or sale** of the franchise to another party requires **OAPL's approval**.
- If a Center Partner decides to exit or transfer the franchise, OAPL will **buy back equipment** at its depreciated value and reimburse the Center Partner, provided the equipment is in good working condition.

24. What is the process if a franchisee decides to close the Hal Center business?

- If a franchisee wishes to close the business, they must inform **OAPL** and comply with the terms of the agreement.
- **OAPL will buy back** the equipment (at depreciated value), and the **refundable deposit** will be returned based on compliance with the agreement.
- The franchisee must ensure that all equipment is in **working condition** for reimbursement.

25. Are there any restrictions on the geographical area in which a Center Partner can operate the franchise?

- The **geographical area** for each franchise is typically predefined by **OAPL** based on demand and market conditions.
- The **Center Partner** must operate within the approved area and may require approval from OAPL to expand operations to other regions.

26. Can the Center Partner engage in other businesses outside the scope of the Hal Center operations?

- The **Center Partner** is allowed to engage in other businesses **outside the scope** of Hal Center operations, provided it does not interfere with their commitment to meeting the business guarantees for mapping, spraying, agri-input sales, and digital kiosk services.
- The **Center Partner** must ensure that any external business activities do not violate the terms of the agreement with OAPL.

27. What is the process for training the franchisee and their staff, and is there any cost associated with it?

- **OAPL** provides training to the **Center Partner** and their staff to operate the franchise successfully, including **drone operation, mapping services, spraying services, and digital kiosk services**.
- The **training is free of charge** and included as part of the **franchise package**.
- **Training for one spraying drone pilot with a license** is included for free. However, if additional pilots need to be trained, the **license fee** will be applicable and must be paid directly to the **DGCA authorized RPTO**.
- Ongoing **technical support** and additional **training sessions** may be available at no extra cost, depending on the needs of the franchisee.

28. How does OAPL ensure the quality and performance of the Hal Centers?

- OAPL will conduct **regular checks** and audits to ensure that all Hal Centers are complying with operational guidelines, maintaining equipment, and meeting business guarantees.
- **Performance monitoring** will be done through **regular reporting** by the Center Partner, which will be reviewed by OAPL to identify areas for improvement and provide necessary support.

29. What is the timeline for the delivery of the Digital Kiosk, drones, and other equipment, and what is the training timeline?

- **Digital Kiosk Delivery:**
The **Digital Kiosk** can be availed on the **same day** or within **one week** after signing the agreement and receiving the initial deposit.
- **Drone Delivery:**
The **mapping drone** and **spraying drone** can take **15 to 30 days** for delivery. However, under any circumstances, **all equipment** and components will be delivered within **45 days** from the agreement date.
- **Center Functionality:**
The **center** will be fully functional within **60 days** from the agreement date.

Note: For any other questions/queries reach directly to ojasaerospace@gmail.com or our sales team.