

# Farm Automation & Precision Agriculture Cloud Platform

Technical Partnership  
In India



Quasortech



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

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# Driving Agri-Automation Through Strategic Technology Collaboration

**Quasortech** and **Marchmind** have joined forces to develop an **agricultural automation** solution, with Quasortech leading the **cloud platform** development and Marchmind focusing on field-level **IoT devices and firmware**.

Both Quasortech and Marchmind now aim to **bring** this product to the market, **targeting** both **new startups** and **existing players**.

In this endeavor, Quasortech plans to **launch only the cloud platform** in India, targeting players who can **integrate** their **own IoT solutions** with it.

and is **seeking technical partners** to

**Facilitate the initial adoption** of the platform among startups and existing businesses, and to

**Collaborate in extending the platform** to realize the vision of a full-scale agricultural ecosystem.

# About the Cloud Product



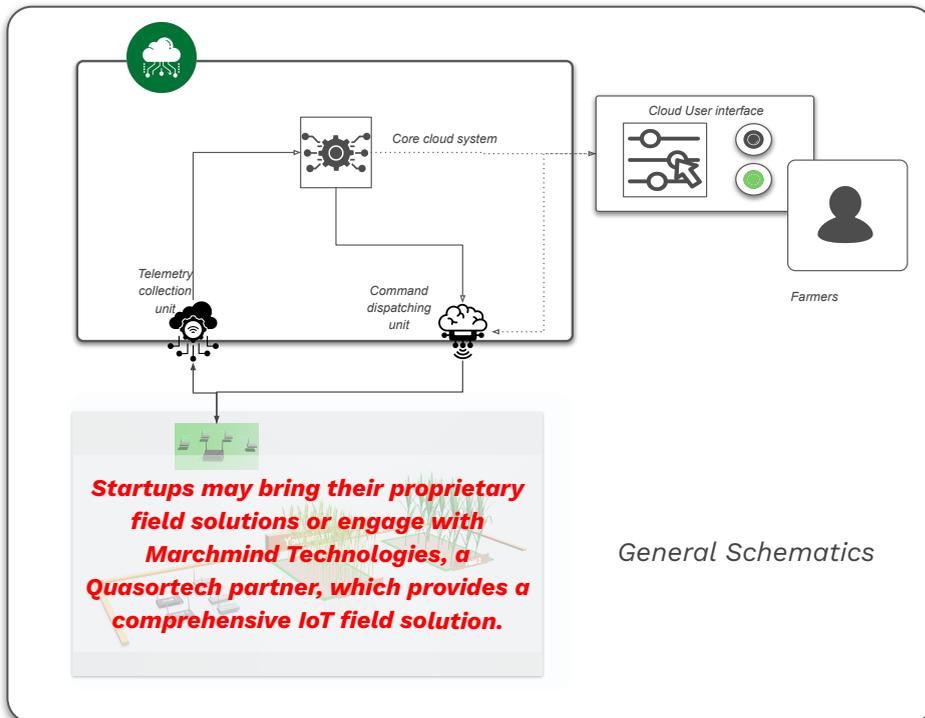
## Generic Cloud System for Motor Controller

- ❖ Generic and comprehensive cloud backend systems and a responsive user interface for Smart farm controllers that automate motors and other electrical equipments, offering easy setup, remote operation, and full device administration.



## Generic Cloud System for Irrigation Controller

- ❖ Generic and comprehensive cloud backend systems and a responsive user interface for Intelligent irrigation controllers that automate water and nutrient delivery with simple setup, remote supervision and real time monitoring to ensure efficient crop growth and precise nutrition.



Sample Power Management video guide



Sample Irrigation system management Video guide

Comprehensive Product Videos & Details Available On Demand

# What Quasortech offers to the Agri-Tech Startups ?

## Unlimited Free Trial with Revenue Share

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- ❖ Quasortech makes its current Farm Automation **Cloud** Solution to new agri-tech startups on an '**as-is**' basis **without any upfront cost**.
- ❖ Startups and interested parties can get a **copy of this solution, modify** the code, **extend** its features, integrate with their systems, **and launch** it in the market.
- ❖ Once the startup begins generating revenue, it shall pay three and half percent (**3.5%**) of its **revenue** to Quasortech as a fee, payable on a quarterly basis.
- ❖ Startups may **discontinue the fee** by purchasing the source code from Quasortech for INR 2,500,000 or 75% of the combined revenue from the last 24 months, whichever is higher.
- ❖ Any new capabilities or products developed by Quasortech shall be made available to the startups on mutually agreed terms.

## Support options for startups

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- ❖ Startups without the internal capability to host or modify the cloud solution can leverage Quasortech's network of technical partners.
- ❖ Startups may also directly engage with the technical partners to (i) deploy the solution, (ii) train their workforce, (iii) customize the platform to meet their requirements, (iv) provide ongoing maintenance and support, and (v) integrate the solution with other systems, including identity platforms, e-commerce systems, payment services and similar services.
- ❖ Certain partners may also offer a software-as-a-service (SaaS) version of the product in the future.

# Technology Partnership

*This is where you, as a Technology Partner, come in*

Quasortech plans to engage two to three Technology Partners in India

## Partner Criteria

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- ❖ Stable **technical team** skilled in C#, Angular, and Microsoft Azure.
- ❖ **Quasortech will train** these partners on the products, including architecture, design, codebase, implementation, and support processes.
- ❖ **Quasortech has** a clear **roadmap** to build a **Precision Agriculture Ecosystem** around its current product. Quasortech will lead the solution design, while **partners can collaborate** in co-developing these additional products.

## Services a Technology Partners Can Provide to Startups

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1 - Basic Assistance Services

2 - Value Added Services

## 1 - Basic Assistance Services

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- ❖ Helping startups **deploy** the product **as-is** on their Azure instance.
- ❖ Offering **basic training** on the product and its underlying technologies.
- ❖ **Training** is of **fixed duration** and delivered using predetermined **materials provided by Quasortech**.

## 2 - Value Added Services

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- ❖ **Additional technical** training for the startup's internal team (beyond basic assistance).
- ❖ Assisting the startup with code modifications and providing development **work on a contractual basis** as needed.
- ❖ Offering **ongoing** product **support**.
- ❖ **Hosting** the **product for startups** without internal technical resources.

Note: This list is illustrative; specific services may depend on the startup's needs.

## Partners Engagement process with startups

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- ❖ **Prospective startups** referred to Quasortech will be **shared with Technology Partners** for potential engagement. Partners may also directly identify prospects.
- ❖ If a **partner** engages with a startup, they must **provide Basic Assistance** Services at **no cost**.
- ❖ **Partners** are free to **offer Value Added Services** to startups on mutually agreed terms, with **no involvement** from **Quasortech**.
- ❖ With Quasortech's consent, **partners may set up a SaaS instance** of the solution for startups seeking a pay-per-use cloud option.

## Commercial Terms

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- ❖ **No upfront cost:** Technology Partners have no upfront commercial obligations to join the partnership.
- ❖ **No revenue share with Quasortech for value added services:** Revenue from Value-Added Services is not shared with Quasortech, and terms are agreed directly between Partners and Startups.
- ❖ **Ongoing revenue share with Technology Partners:** Quasortech will collect all ongoing sales revenue shares from startups and share 50% of the net revenue with Technology Partners.
- ❖ **SaaS Revenue Share:** If partners stand up a **SaaS version** of the product, a **30% fee** on the gross monthly **revenue** is payable to Quasortech.

## Technology Partner Obligations

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- ❖ **Quasortech's training:** Ensure their team is available for training from Quasortech on products, architecture, design, and codebase every 6–12 months.
- ❖ **Periodic evaluation:** Commit to 2-4 annual evaluations of their training team by Quasortech.
- ❖ **Periodic Startup Engagement Review:** Hold bi-annual discussion with the startups and share with Quasortech.
- ❖ Share details of all startup requested or discussed enhancements.

## Partnership Renewal

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- ❖ Partnerships are renewed annually, with Quasortech reserving the right to revoke renewal.
- ❖ Technology Partners are not obligated to engage with startups, but repeated refusals may lead to partnership termination.

# Current Products and Future Roadmap



## Future Roadmap for the Precision Agriculture Ecosystem



 AgEd *Education & Training for Agriculture*

 AgLink *Local farmer & Farm Suppliers Link*

 AgHydro *Hydroponics \ Greenhouse Farming \ Rooftop Farming*

 AgAssist *Assisted Farming (Remote Farm Management \ Farming as a Service - FaaS)*

## Products Under Development

 AgMaintain *Farming Equipment Maintenance Marketplace*

 AgInsight *Crop Health Monitoring System (AI based)*

## Currently Available Products

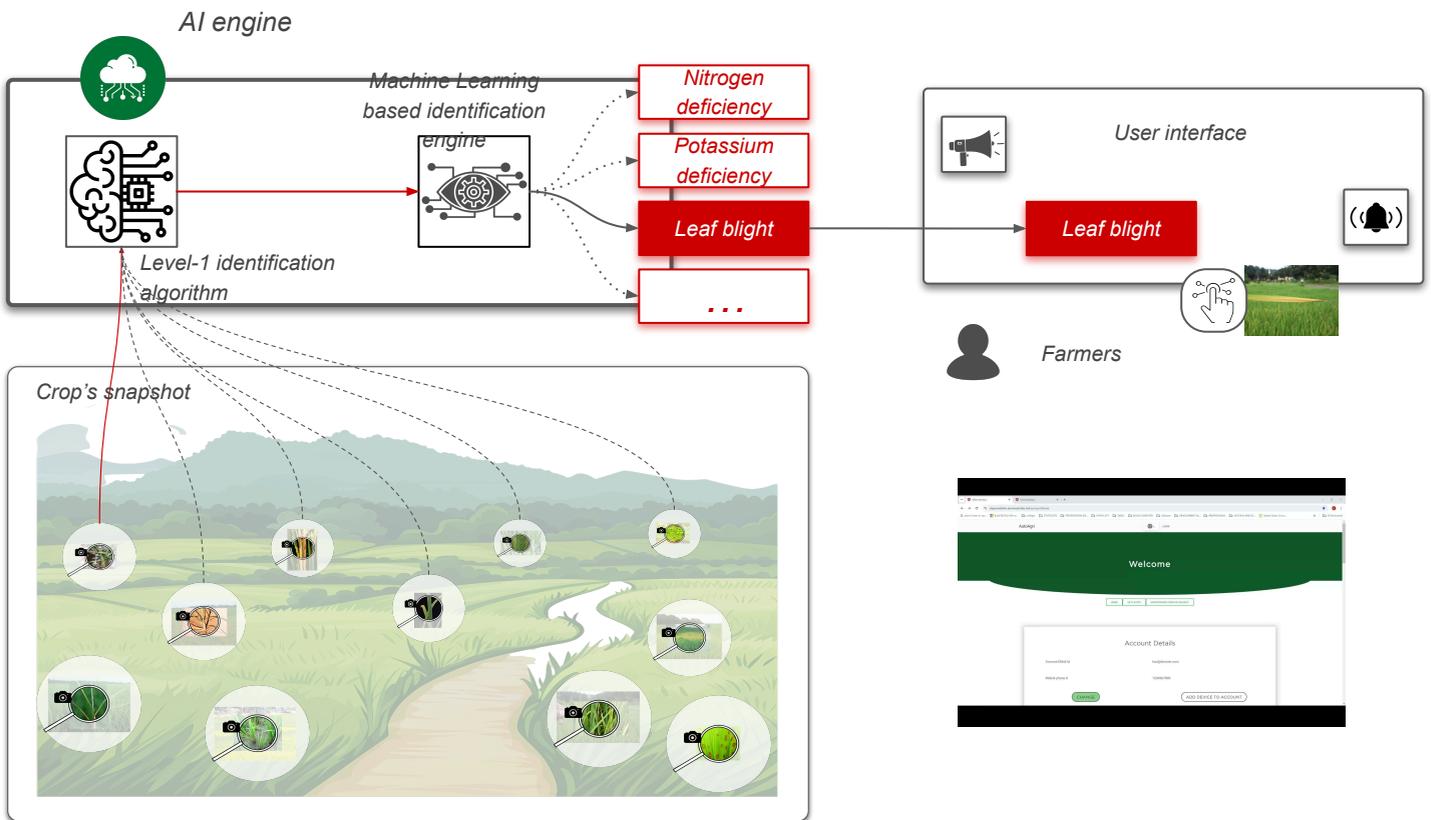
 AgBoost *Irrigation & Fertigation Automation*

 AgSync *Remote Administration of Electrical System and Electrical Equipments.  
Remote Monitoring of Soil Vital Nutrients and Characteristics .*

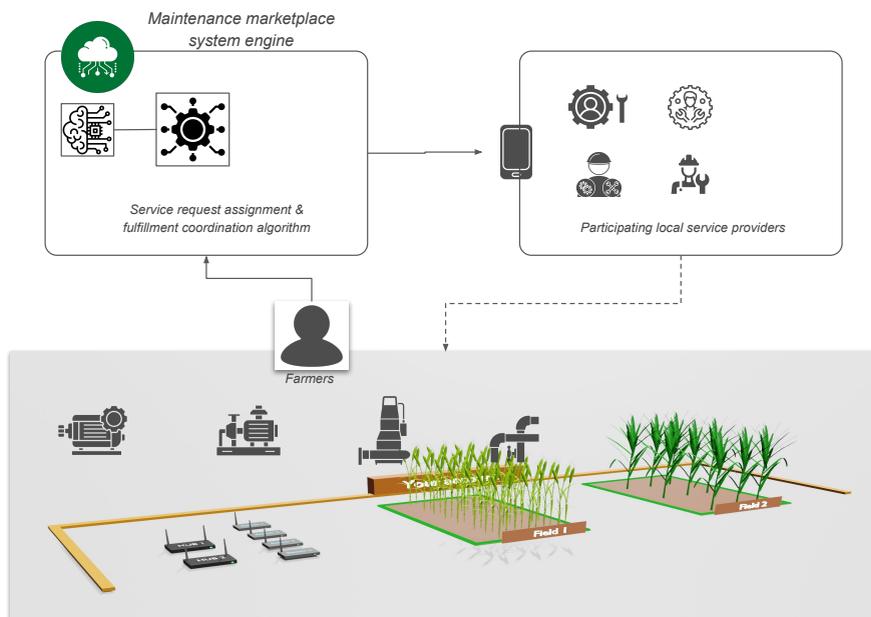
# Products Under Development



## AgInsight



## AgMaintain





Quasortech

*Driven by the belief that every great idea deserves a clear  
path to execution*

Thank you!

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