

**GOVERNMENT OF INDIA
MINISTRY OF RAILWAYS
RAILWAY BOARD**

No. 2018/NFR/25/New Innovative Ideas scheme

Dated: 21.05.2018

**General Manager
All Zonal Railways**

**Sub: New and Innovative Ideas and Concepts Scheme for Generation of
Non-Fare Revenue**

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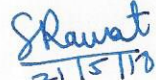
To promote new ideas and concepts related to passenger convenience and enhancing Non Fare Revenue a policy on Indian Railways has been formulated. The details of the New, Innovative Non Fare Revenue Ideas Scheme (NINFRIS) are enclosed as the Annexure.

This scheme will come into force with immediate effect.

This issues with the concurrence of Finance Directorate of Ministry of Railways.

The receipt of this letter may please be acknowledged.

D.A.: As above.


(Smita Rawat)
Executive Director
Non Fare Revenue & Tourism

No. 2018/NFR/25/Scheme on New Innovative Ideas

Dated: 21.5.2018

Copy to: FA&CAO, All Indian Railways – for information and necessary action.


For Financial Commissioner, Railway Board

Scheme for New and Innovative Ideas / Concepts for Generation of Non-Fare Revenue

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1.0 General

- 1.1 In order to promote new ideas and concepts for enhancement of Non-Fare Revenue and/ or improve passenger convenience on IR it has been decided by Ministry of Railways (MOR) to introduce a 'New, Innovative Non Fare Revenue Ideas Scheme' (NINFRIS).
- 1.2 This policy has basically been framed to kickstart generation of NFR through innovative means and/ or brings about improvements in passenger convenience.

2.0 Applicability

- 2.1 The scheme shall be based at Division level. The focus of this scheme shall be on all new and innovative ideas, concepts, proposals, ideas, themes, etc., that have not been tested before and with potential to enhance non-fare revenue earnings.
- 2.2 To classify an idea/ concept as innovative, generally a similar proposal should not have been implemented on the concerned Division before.

3.0 Main Features of the scheme

- 3.1 Divisional Railway Managers (DRMs) of the Divisions shall have full powers for executing innovative ideas/ concepts for generation of NFR on their Divisions. **However, projects taken up under this Scheme should not infringe upon any other Non-Fare Revenues Policies.**
- 3.2 The Branch Officer of Commercial Department shall be the Nodal Officer in the Division for handling such proposals.
- 3.3 A committee comprising Branch Officers of Commercial, Finance and department holding the assets to be used, as members, shall scrutinise the proposals received and make recommendations to DRM for approval.
- 3.4 For evaluation purposes, savings in expenditure, if any, likely to accrue from the project may be notionally added to the revenue potential of the project as 'deemed earnings'.
- 3.5 To eliminate non-serious ideas/ concepts each such proposal should be accompanied by a token non-refundable application fee of Rupees one thousand only (₹1,000/-). Submitting an idea or concept would not give the person making the submission an exclusive right on implementation of the same. However, if the person submitting the idea also intends to implement the same, this should be clearly mentioned in the submission. Based upon the magnitude of revenue possibilities from the said proposal, DRMs are empowered to decide on the amount of earnest money deposit which shall not be less than Rupees ten thousand only (₹10,000/-).

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- 3.6 Detailed terms and conditions for finalising the agreement to be signed subsequent to the proposal being accepted, should be worked out within the Division by the same Committee with the approval of the DRM.
- 3.7 Projects may be executed directly by the Divisions, using their own manpower or through any Railway public sector/ outside agency (such as NGOs, Self Help Groups, Cooperative societies, etc).
- 3.8 Such ideas which have been tested under the definitions above and have been successful should be institutionalised for which the Division shall have the power to make necessary rules and determine methods of execution based on the experience gained, subject to any rules that might already be in existence. However, after the idea takes root, its further extension/ expansion should generally be through tendering. Successful projects can be used as a method of price/ rate discovery for similar projects in the future.
- 3.9 The tenure for such NFR initiatives, shall be one year or part thereof, but can be extended by further one year, with the approval of DRM. In such cases, the license fee applicable for the extended period may be determined depending on the realisation of the potential of the project.

4.0 Safeguards/ Precautions

- 4.1 Care should be taken that norms of aesthetics, environmental concerns, decongestion, Safety and security and free movement of passengers, all other standards of sanitation, construction (of temporary structures), fire safety, etc. as prescribed under Railway rules are not violated.
- 4.2 Projects undertaken should not be political or religious in nature.
- 4.3 No permanent structure should be constructed.

5.0 Others

- 5.1 Divisions and Zones are encouraged to report success of such initiatives and give wide publicity for possible replication across the Indian Railways.

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