**Proposal for Establishing Genesis: An Offshore Engineering Hub in Chennai**

**Executive Summary**  
This document outlines a comprehensive proposal for establishing Genesis, a Chennai-based offshore engineering hub. Genesis will cater to the energy and manufacturing domains, aligning with the VC’s strategic vision under two potential scenarios:

1. **Scenario A**: The VC provides a platform and solutions.
2. **Scenario B**: The VC does not provide a platform and solutions, requiring Genesis to develop them from scratch.

This phased approach ensures scaling to a 60-member team, delivering high-quality platform solutions and domain-specific applications. The proposal includes team composition, skill sets, delivery expectations, and key questions with potential answers to clarify next steps.

**Strategic Vision**

**Goals for Genesis**

* Establish a scalable engineering hub in Chennai within 18 months.
* Build or customize a platform and deliver tailored solutions for energy and manufacturing clients.
* Foster innovation in AI/ML, data engineering, and domain-specific applications to address client challenges effectively.

**Differentiators**

* Dual focus on platform robustness and client-specific customizations.
* Cost-effective operations leveraging skilled talent in Chennai.
* Phased hiring and milestone-driven execution to ensure optimal resource utilization.

**Scenarios for Execution**

**Scenario A: VC Provides a Platform and Solutions**

* **Primary Focus**: Customizing and operationalizing the platform for client-specific needs.
* **Timeline**: Faster delivery due to the foundational platform.
* **Team Responsibilities**:
  + Platform customization for energy and manufacturing use cases.
  + Scaling platform capabilities to onboard multiple clients.

**Scenario B: VC Does Not Provide a Platform and Solutions**

* **Primary Focus**: Building a platform from scratch with incremental feature additions.
* **Timeline**: Requires more time for development but offers full control and IP ownership.
* **Team Responsibilities**:
  + Developing the platform MVP.
  + Expanding platform features and delivering client solutions.

**Team Structure and Skill Sets**

**Core Teams**

1. **AI/ML Development Teams**
   * **Primary Functionality**: Build and deploy machine learning models for predictive analytics and optimization.
   * **Key Skills**: TensorFlow, PyTorch, LangChain, Python, Java, LLM development, NLP expertise.
2. **Data Engineering Teams**
   * **Primary Functionality**: Design and maintain scalable data pipelines and lakes.
   * **Key Skills**: Apache Spark, Kafka, AWS, GCP, ETL processes.
3. **Platform Infrastructure Teams**
   * **Primary Functionality**: Manage CI/CD pipelines, ensure scalability, and handle DevOps operations.
   * **Key Skills**: Kubernetes, Docker, Terraform, Prometheus, Grafana.
4. **Domain-Specific Application Teams**
   * **Primary Functionality**: Develop tailored solutions for energy and manufacturing domains.
   * **Key Skills**: IoT, MES systems, robotics. (TBD)
5. **QA and Testing Teams**
   * **Primary Functionality**: Ensure delivery quality through automated and manual testing.
   * **Key Skills**: Selenium, Playwright, Postman.
6. **Business Analysts and Project Managers**
   * **Primary Functionality**: Translate business needs into technical requirements and ensure project delivery.
   * **Key Skills**: Agile methodologies, Jira, domain expertise.

**Phased Execution Plan**

**Phase 1: Initial Setup (0–6 Months)**

* **Scenario A**: Customize and integrate the provided platform for pilot clients.
* **Scenario B**: Build the platform MVP with foundational features.
* **Deliverable**: Functional platform operational for early use cases (Scenario A) or Platform MVP ready for internal testing (Scenario B).

**Phase 2: Expansion (7–12 Months)**

* **Scenario A**: Develop client-specific extensions and domain customizations.
* **Scenario B**: Add advanced features to the platform and deliver solutions for pilot clients.
* **Deliverable**: Fully operational solutions for 1–2 pilot clients.

**Phase 3: Full Operation (13–18 Months)**

* **Scenario A**: Scale solutions to support 3–5 clients.
* **Scenario B**: Finalize platform features and scale client solutions.
* **Deliverable**: Robust platform and solutions for 3–5 clients.

**Delivery Expectations**

**Scenario A**

* 0–6 Months: Functional platform operational for pilot clients.
* 7–12 Months: Solutions for 1–2 pilot clients.
* 13–18 Months: Full platform deployment for 3–5 clients.

**Scenario B**

* 0–6 Months: Platform MVP ready for testing.
* 7–12 Months: Full platform operational for pilot clients.
* 13–18 Months: Robust platform and solutions for 3–5 clients.

**Platform-Related Questions**

1. **What capabilities does the provided platform have (if any)?**
   * Does it include APIs, a microservices architecture, or prebuilt modules for energy and manufacturing use cases?
   * Is the platform customizable, and what are the limitations of customization?
   * What are the expected performance benchmarks for the platform in its current state?
2. **What is the platform's current technology stack and its tools?**
   * Does the stack include proprietary or open-source technologies?
   * Are there any preferred tools or frameworks we must adhere to?
3. **What documentation and resources are available for the platform?**
   * Are there detailed design documents, technical specifications, and developer guides?
   * Is the platform already tested and validated for scalability and robustness?
4. **What level of support will be provided for platform integration?**
   * Is there a team available for technical support or knowledge transfer?
   * Will we receive regular updates and patches for the platform?

**Budget and Financial Questions**

1. **Is the $2M budget fixed, or can it be reallocated?**
   * Are there provisions for additional funding if unforeseen challenges arise?
   * Can the budget be reprioritized across phases (e.g., more for development or hiring)?
2. **Who will manage the budget? And will the allocation of funding happen in phases?**
3. **What are the VC's priorities in allocating the budget?**
   * Are there specific constraints for operational costs, infrastructure, or hiring?

**Strategic Vision and Expectations**

1. **What is the long-term vision for Genesis?**
   * Is the hub intended to expand into new domains beyond energy and manufacturing?
2. **What metrics will define success for this initiative?**
   * Are there specific KPIs, such as client acquisition, platform scalability, or cost efficiency?
3. **What are the expected timelines for delivering results?**
   * How critical is adhering to the 18-month plan, and what are acceptable deviations?

**Client and Market Insights**

1. **Who are the target clients for Genesis?**
2. **Are there existing client commitments or pilots?**
   * Do we need to align our platform solutions with specific client requirements?

**Team and Operational Support**

1. **What is the VC’s expectation regarding team composition?**
   * Should we focus more on platform development, domain expertise, or QA and testing?
2. **Will the VC provide access to any pre-existing talent or partnerships?**
   * Are there preferred recruitment agencies or connections to leverage?
3. **What operational support will the VC provide?**
   * Does this include legal, HR, or administrative help for setting up the hub?

**Risk Management**

1. **What risks are considered critical by the VC?**
   * Are there specific risks (technical, operational, or market-related) that need to be mitigated proactively?
2. **How much autonomy does Genesis have in decision-making?**
   * Are there restrictions on technology choices, vendors, or operational strategies?

**Intellectual Property (IP)**

1. **What is the IP strategy for Genesis?**
   * Who owns the IP if the platform is built from scratch?
   * Are there specific IP considerations when customizing the provided platform?

**Collaboration and Governance**

1. **What is the governance structure for Genesis?**
   * Will there be regular reporting to the VC, and at what frequency?
   * Are there board-level expectations or oversight mechanisms?
2. **What level of collaboration is expected with the VC’s other initiatives?**
   * Should Genesis integrate with or complement any of the VC’s existing ventures?