

EOI Ref: CPC/VDS/Eoi/MAKE-II/19-20/PHASE-IV Date:12 September 2019

Expression of Interest for Indigenous manufacture of 34 items under Make-II Procedure. (Phase-IV)

A. Brief about BEML, Requirement and Procedure:

1. BEML Limited is a leading multi-technology and multi-location Mini-Ratna category-I company under the Ministry of Defence offering high quality products for diverse sectors of economy such as Defence, coal, mining, steel, cement, power, irrigation, construction, road building, metro & railways and aviation. It has emerged as the forerunner of heavy engineering industry with a track record of growth and revenues for over four decades. With a commitment to market driven R&D, we request you to please visit our website www.bemlindia.in for more details on BEML limited.
2. Being India's leading defence equipment manufacturer, BEML keeps the Indian Army and other defence forces abreast with state-of-the-art military equipment. The company is manufacturing variants of TATRA vehicle for all terrain operations including Bridge Layer, Field Artillery Tractor, Medium & Heavy Recovery Vehicle, Pontoon Mainstream Bridge System, Crash Fire Tender, Mobile Mast Vehicle. BEML also supplies Engineering Mine Ploughs, Tank Transportation Trailer, Weapon Loading equipment, Armoured Recovery Vehicle, Mil rail Coaches and Wagons. Two new product variants developed by BEML's strong technology development team include Command Post Vehicle and BEML TATRA Driving Simulator to cater to the growing needs of armed forces. BEML plays a major role in the country's Integrated Guided Missile Development Project by supplying Ground Support Vehicle. The company has created world-class Test Track at its KGF Complex to test defence equipment and vehicles.

B. Objectives of the Eoi:

To identify potential partners who will develop & supply the listed items **(Annexure-4)** as per Make-II procedure (Refer BEML website: www.bemlindia.in for Make-II procedure in Purchase Manual under Chapter – 30)

C. Eligibility Criteria:

The following are the mandatory conditions to be filled (**attached at Point 31 of Annexure-2**) by the firm for responding to the EoI. Please Confirm Yes / No for each point.

- i) The identified items are to be manufactured in India
- ii) Firm should be registered in India
- iii) Foreign firms to confirm that they are not in restricted list of arms import having entity in India.
- iv) The Purchase Order copies of similar items supplied to other companies to be enclosed.
- v) The firm should have Major facilities for manufacturing identified product.
- vi) The firm should confirm that they are OEM or component manufacturer having track record developing components/products/Technology. Only manufacturers need to respond to this EOI. Dealers/distributors/agents/representatives need not respond.
- vii) Suppliers to confirm for supply of two sets of samples for trial testing as decided by BEML Division Indigenization Committee

The following are the Non-Mandatory conditions:

- a) The firm shall be willing to modify the components to match the performance requirements on the product at BEML premises.
- b) BEML will extend all facilities to inspect the part and test for determining the suitability of the same for BEML application.
- c) Once the performance of the offered component / assembly is established on the product it will be considered for regular supplies.

D. PROCESS OF EoI:

- 1) Relevant technical details will be shared to vendors who have shown interest for supply of identified items/components/parts under Make-II.
- 2) BEML Indigenization Committee (IC) at each Division will coordinate for design and development of sample from vendor and will facilitate the following.
 - i) Providing requisite inputs/documentation/sample to suppliers (samples may be provided against Bank Guarantee)

- ii) Providing clarifications related to functional / Operational aspects of item / Equipment
 - iii) Co-ordinate the trials including provisioning of trial range / test facilities etc.
- 3) Vendors need to confirm that they have already developed similar items and they are interested to develop the item.
- 4) After confirmation by the Vendors, Purchase Order with 'NIL' financial implication will be released along with following clauses:
 - I. Time frame for supply of sample
 - II. Quantities
 - III. Commercial offer to be submitted by vendor after sample development and prior to commencement of trials
- 5) In case, if vendor needs more time for sample development, vendor needs to communicate to Indigenization Committee of concerned division for time frame extension. The division Indigenization Committee (IC) to decide for extending the time frame for development and will be communicated to respective vendor.
- 6) After successful development of sample by the vendor, Commercial offer to be submitted prior to commencement of trials quoting the PO reference.
- 7) User trials will be carried out by BEML to evaluate the performance of developed sample.
- 8) After successful completion of trials, commercial offer will be opened
- 9) The Integrity Pact shall also be signed with the vendor along with the Non-disclosure and Non-competitive agreement.
- 10) L1 will be called for negotiation, if prices are not reasonable. After mutual acceptance of unit prices, Vendor needs to supply the items as per the schedule given by the divisions.
- 11) If more than one vendor's sample accepted in all aspects, quantities shall be shared in the ratio of 60:40 to L2 vendor subject to L2 vendor accepting the finalised L1 vendor price.
- 12) Vendors and BEML will jointly hold the IPR generated during the development of Project.

E. Submission of the EOI

The EOI shall be submitted on or before **14:00 hours of 30.10.2019** with all the formats duly filled. EOI in sealed covers stating compliance to all the points should be sent to the following address super scribing the EOI reference and closing date to the following address.

Deputy General Manager –Corporate Vendor development Cell

BEML Soudha,

BEML Limited

23/1, 4th main, S R Nagar,

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Karnataka,

India.

Tel (Off): +91-80-22963253

Email: office@vds.beml.co.in

F. General

For any further specifications / drawings/technical clarifications you may contact the officials indicated in the format of Division-wise contact details **(Annexure-3)**.

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