

EOI Ref: GMBD(Def)/AATV/EOI/2022/01

Date: 02 June 2022

M/s. BEML LIMITED,

BEML SOUDHA,

SAMPANGIRAMNAGAR,

BENGALURU - 560002

Invitation for Expression of Interest (EOI) for to **Partner with BEML Limited for Co-Production and Supply of Articulated All-Terrain Vehicle (AATV) to Ministry of Defence, Govt of India**

Eoi Reference	Ref. No. GMBD(Def)/AATV/Eoi/2022/01
Eoi closing date	Closing date: 17th June 2022, Time: 17:00 Hrs
Eoi response mail Id	bemleoi@beml.co.in
Contact for technical clarifications	Name: Mr. Ramesh Raju DGM(R&D) email: gawrr@beml.co.in Contact No.:08153 279195
PLEASE MENTION Eoi Reference in e mail subject	

Expression of Interest to Partner with BEML Limited for Co-Production and Supply of Articulated All-Terrain Vehicle (AATV) to Ministry of Defence, Govt of India

A. INTRODUCTION:

- 1) BEML Limited is a leading multi-technology and multi-location company under the Ministry of Defence operating its business in three vertical viz., Defence & Aerospace, Mining & Construction and Rail & Metro. It offers high-quality products for diverse sectors of economy such as Defence, aviation, coal, mining, steel, limestone, power, irrigation, construction, road building, metro & railways. It has emerged as the forerunner of heavy engineering industry with a track record of growth and revenues for over five decades. For further details please visit our website www.bemlindia.in
- 2) The Indian Army is planning to procure Articulated All-Terrain Vehicle (AATV) to accomplish its various missions. These acquisitions are for the use by various defence services. The procurement case is processed under Buy Indian category as per Para 9 of chapter I of DAP-2020.

B. OBJECTIVES OF THE EOI:

To identify an Indian potential Bidder with whom collaboration can be established for development of Two prototypes on No Cost No Commitment (NC-NC) basis, meeting Indigenous criteria of MoD requirement, in-house testing, participation in Users trials on NC-NC basis to User and on successful trials completeness and winning the contract, supply of full quantity of AATV to Indian Army and thereafter provide Warranty and After Sales support.

C. SCOPE OF THE COLLABORATION

- 1) BEML to respond Request for Proposal (RFP), issued by Ministry of Defence (MoD) based on information/inputs both Technical and commercial provided by Bidder. The configuration details of Bidder's product vis-à-vis desired specification of User shall be provided as per ***Annexure-1***.
- 2) Two Proto-types will be supplied on NC-NC basis by Bidder for User evaluation Trials in about 8 months from the date of TEC clearance from MoD to BEML.
- 3) Joint participation in User trials and other trials as per Trial directives issued by MoD
- 4) On award of contract, BEML and Bidder will meet the MoD's Contractual obligations back to back as per mutually agreed terms & conditions through a definite agreement.
- 5) Jointly provide the spares & maintenance, training, warranty and other support services for the project till the service life.

D. ELIGIBILITY CRITERIA:

The following are the mandatory conditions to be fulfilled by the Bidder for responding to the EoI.

- a. This EoI is governed by Public Procurement Order Make in India order 2017 and its amendments.
- b. In case of Indian consortium, the applicant must submit a document signed by all the members of the participating organizations stating the name of the lead Bidder. Parties will enclose a notarized copy of proof of Consortium constitution. Once the Consortium is declared while submitting the EoI, the same Consortium Partnership shall continue on award of contract by BEML from MoD till completion of project requirement during the tenure of the contract.
- c. Any Party shall submit the response in the capacity of an individual Party or as a part of only one Consortium. Any Party shall not be part of two consortiums.
- d. All the Parties in the consortium shall be liable for the entire scope of work and risks involved thereof to the entire contract value and as per law. The Parties shall accept for the full scope of work, acceptance to the part of work shall not be entertained and such offers shall be summarily rejected without giving any opportunity for further clarification.
- e. The Party must be registered in India as required by law with minimum five (5) years of continuous operation up to the date of publication of this EOI.
- f. The Party should have manufacturing and/or operations with at least five (5) years of infrastructure set up in India.
- g. Should be a registered Bidder with global reputation not placed on the restricted list for arms import by Indian MoD. Dealers/ distributors/ agents/ representatives are not eligible to participate in this EoI.
- h. The Bidder should have demonstrated/supplied the AATV or equivalent equipment to its Indian Army/MHA and should have been accepted/in-service or shortlisted.
- i. Should have demonstrable experience of more than 5 years in developing/customizing Articulated all-terrain Vehicles for military/civilian applications.
- j. The Bidder shall be willing to modify their proposed AATV equipment to the MoD's need and co-produce the equipment in BEML's plant.
- k. The Bidder must transfer the technology to BEML to locally supply the parts/assemblies under Buy Indian (IDDM) as per DAP 2020.
- l. The Bidder should have supplied/executed one similar equipment with supply order to MoD/MHA from last 5 years.

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- m. The Bidder shall note that Govt. of India, Ministry of Defence will be acquiring these stores only through a competitive tender process following the DAP 2020. As per DAP 2020 two equipments has to be offered to the Ministry of Defence for Trial/testing on No-Cost-No-Commitment (NC-NC) basis. The firm shall be agreeable to offer two equipments with min 60% indigenous content to BEML abiding this condition.
- n. BEML will have the sole right to market the product in India for military/MHA and export.
- o. The Bidder shall accept BEML to hold IP rights for all technologies developed for said AATV project.
- p. Bidder to hold IPR for the equipment being proposed under this Eol.
- q. Bidder to certify and Indemnify BEML with respect to any disputes on IPR proposed to be transferred to BEML.
- r. Bidder to certify that the AATV technology/design/drawings are not sourced from MoD blacklisted firms.

The Bidder shall fill the required fields & submit the Eligibility Criteria while responding to this EOI enclosed at [Annexure-2](#) with supporting document/certificate/undertaking letter wherever applicable.

E. GENERAL TERMS & CONDITIONS

- a) This Eol document for AATV by the bidder does not have any relation with respect to the previous Eol / RFI / RFP floated for similar activities.
- b) This Eol document is not an offer and is issued with no commitment. BEML reserves the right to withdraw the Eol or change or vary any part thereof at any stage.
- c) BEML also reserves the sole right and discretion to disqualify any Party, should it be so necessary at any stage without assigning any reason. This is a fundamental condition of this Eol document and must be well understood and accepted by the Parties/Bidder before participating in the Eol.
- d) Timeline and sequence of events resulting from this Eol shall ultimately be determined by BEML.
- e) By submitting an Eol, each Party shall be deemed to acknowledge that it has carefully read all the terms & conditions of this Eol document, and has fully informed himself / herself as to all existing terms and conditions.
- f) **The Party/Bidder shall compulsorily fill up the following to this Eol document, along with all supporting documents.**
 - 1. **Operational Characteristic's and features as per [Annexure-1](#)**
 - 2. **Compliance to Eligibility Criteria as per [Annexure-2](#)**
- g) The Eol and all correspondence and documents shall be written in English.

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- h) The Selected Party should not subcontract the work related to the agreed scope of work without prior written approval from BEML.
- i) The Selected Party shall provide the number of resources available required for development of the work during different phases with necessary technical capabilities.
- j) The personnel of Selected Party must adhere to all the safety guidelines while handling/ manufacturing equipment, machinery, components etc. All the safety gadgets procurement and issue shall be within the scope of the work of the Selected Party.
- k) The terms and conditions as stated in this Eoi document are not exhaustive and BEML reserves the right to add or delete or modify any terms and condition in the RFP to be issued to the short-listed Parties.
- l) **Party/ Parties can refer BEML website (www.bemlindia.in) for BEML GENERAL PROCUREMENT TERMS & CONDITIONS from BEML PURCHASE MANUAL**

F. PRESENTATIONS ON PROPOSED SOLUTION/ METHODOLOGY

The Bidder shortlisted based on the eligibility criteria may be invited/video conference to make a presentation at a date, time and location notified by BEML. The purpose of the presentation would be to allow the Bidder to present its solution/methodology, experience, capabilities, infrastructure, and other key points, if any.

G. SUBMISSION OF THE EOI

The EOI response to be submitted BEML E-mail: bemleoi@beml.co.in stating compliance to each points, along with the enclosures to be forwarded by interested reputed firms, mentioning in **Subject: "Expression of Interest to Partner with BEML Limited for Co-Production and Supply of Articulated All-Terrain Vehicle (AATV)"**

For any Technical Clarifications, Contact

Name: Mr. Ramesh Raju

Deputy General Manager–R&D,

Email: gawrr@beml.co.in

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**Annexure-1**

| Sl. No.                                                                                                                              | Operational Characteristics and Features                                                                                                                                                                                                           | Bidder Response** |
|--------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|
| <b>** The Bidder shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</b> |                                                                                                                                                                                                                                                    |                   |
| 1                                                                                                                                    | <b>Operational Parameters.</b>                                                                                                                                                                                                                     |                   |
| (a)                                                                                                                                  | <b>Terrain.</b> The AATV should be capable to operate up to 18000 feet in High Altitude Areas (Glaciated and Snow bound) and marshy terrain (salt waste dry/wet) in Plains.                                                                        |                   |
| (b)                                                                                                                                  | <b>Payload Capacity.</b> Minimum three (03) tons.                                                                                                                                                                                                  |                   |
| (c)                                                                                                                                  | <b>Seating Capacity.</b> The AATV should have facility for carriage of minimum ten (10) personnel (excluding the vehicle crew), all with combat load.                                                                                              |                   |
| (d)                                                                                                                                  | <b>Ballistic Protection.</b><br>(i) Should have inbuilt ballistic protection of minimum standard STANAG 4569 Level 1 (KE threat) for both opaque & transparent surfaces (less bottom).<br>(ii) No Up-Armouring or Add-On armouring should be used. |                   |
| (e)                                                                                                                                  | <b>Power to Weight Ratio.</b> Not less than 20 HP/Ton (with minimum payload of three (03) Tons).                                                                                                                                                   |                   |
| (f)                                                                                                                                  | <b>Operating Range.</b> Not less than 150 Kms with full payload in cross-country terrain in Plains and at an altitude of 15000 to 18000 feet.                                                                                                      |                   |
| (g)                                                                                                                                  | <b>Maximum Speed .</b> Not less than 30 Kmph while moving cross country on hard soil terrain on a near horizontal gradient with full payload of three (03) tons at 15000-18000 ft.                                                                 |                   |
| (h)                                                                                                                                  | <b>Turning Radius.</b> The maximum turning radius should not be more than 12 meters.                                                                                                                                                               |                   |
| (i)                                                                                                                                  | <b>Gradient.</b> Should be able to manoeuvre over hard mountainous terrains with gradient of minimum 30 <sup>0</sup> with full payload.                                                                                                            |                   |
| (j)                                                                                                                                  | <b>Side Slope.</b> Should be able to manoeuvre over hard mountainous terrains with side slope gradient of minimum 17 <sup>0</sup> with full payload.                                                                                               |                   |
| (k)                                                                                                                                  | <b>Vertical Step.</b> Should be able to manoeuvre over terrains with vertical step height of minimum 0.5 m with full payload.                                                                                                                      |                   |
| (l)                                                                                                                                  | <b>Trench.</b> Should be able to manoeuvre over terrains with trench width of minimum 1.5 m with full payload.                                                                                                                                     |                   |
| (m)                                                                                                                                  | <b>Floatation.</b> Should be capable of floatation over a water body with                                                                                                                                                                          |                   |

**Annexure-1**

| Sl. No. | Operational Characteristics and Features                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Bidder Response** |
|---------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|
|         | <b>** The Bidder shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</b>                                                                                                                                                                                                                                                                                                                                                                     |                   |
|         | speed of water current not exceeding 2 knots with full payload and preparation time not exceeding 15 minutes.                                                                                                                                                                                                                                                                                                                                                                                            |                   |
| (n)     | <b>Fording Capability.</b> Should be capable of fording across a water body of depth not more than 01 m and speed of water current not exceeding 1.5 knots with full payload.                                                                                                                                                                                                                                                                                                                            |                   |
| (o)     | <b>Operating Altitude.</b> Should be able to operate optimally at an altitude of up to 18000 feet with full payload.                                                                                                                                                                                                                                                                                                                                                                                     |                   |
| (p)     | <b>Ground Clearance.</b> Not less than 300 mm, with full payload of three (03) tons.                                                                                                                                                                                                                                                                                                                                                                                                                     |                   |
| (q)     | <b>Cold Start Facility.</b> Should have inbuilt cold engine start system.                                                                                                                                                                                                                                                                                                                                                                                                                                |                   |
| (r)     | <b>Heating, Ventilation and Air Conditioning (HVAC).</b> Environmental control/HVAC system will be provided in the vehicle cabins with arrangements for both cooling and heating. A temperature of 25°C ± 5°C up to an ambient temperature of 45°C and 15°C drop in temperature for ambient temperature above 45°C should be achievable. Similarly, a temperature of 25°C ± 5°C up to an ambient temperature of 0°C and 15°C rise in temperature for ambient temperature below 0°C should be achievable. |                   |
| (s)     | <b>Air Transportability.</b> Should be transportable by service aircrafts held with Indian Armed Forces (C130 J/ C-17/IL-76).                                                                                                                                                                                                                                                                                                                                                                            |                   |
| (t)     | <b>Operating Temperature.</b> The AATV should optimally function at following temperatures.<br>(i) Minimum Temperature - Between minus 10°c and minus 20°c.<br>(ii) Maximum Temperature - Between 40°c and 45°c.                                                                                                                                                                                                                                                                                         |                   |
| 2       | <b>Technical Parameters.</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                   |
| (a)     | <b>Vehicle Type.</b> The AATV should be a twin cabin and tracked vehicle                                                                                                                                                                                                                                                                                                                                                                                                                                 |                   |
| (b)     | <b>Gross Vehicle Weight.</b> The Gross Vehicle Weight of the AATV with payload of three (03) tons should not be more than 16 Tons.                                                                                                                                                                                                                                                                                                                                                                       |                   |
| (c)     | <b>Overall Dimensions of Vehicle.</b><br>(i) <b>Length</b> - Not more than 10 m.<br>(ii) <b>Width</b> - Not more than 2.5 m.<br>(iii) <b>Height.</b> - Not more than 3 m excluding the Radio Set antenna.                                                                                                                                                                                                                                                                                                |                   |

**Annexure-1**

| Sl. No.                                                                                                                              | Operational Characteristics and Features                                                                                                                                                                                                                                                                                                                                                                                                                                | Bidder Response** |
|--------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|
| <b>** The Bidder shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                   |
| (d)                                                                                                                                  | <b>Hatch.</b> Should have a gunner's hatch on top of both cabins. A hatch door should be provided that can be closed and bolted from inside when not required.                                                                                                                                                                                                                                                                                                          |                   |
| (e)                                                                                                                                  | <b>Windscreen.</b> The windscreen of front cabin should be in two parts.                                                                                                                                                                                                                                                                                                                                                                                                |                   |
| (f)                                                                                                                                  | <b>Water Storage.</b> AATV should be equipped with a Grade 304 Stainless Steel drinking water storage tank of not less than 150 litres capacity with tap arrangement inside the vehicle.                                                                                                                                                                                                                                                                                |                   |
| (g)                                                                                                                                  | <b>Transmission.</b> The AATV should have fully automatic transmission.                                                                                                                                                                                                                                                                                                                                                                                                 |                   |
| (h)                                                                                                                                  | <b>Steering.</b> The vehicle should have power steering.                                                                                                                                                                                                                                                                                                                                                                                                                |                   |
| (i)                                                                                                                                  | <b>Nominal Ground Pressure.</b> Nominal Ground Pressure of the vehicle should not be more than 0.40 Kgf/cm <sup>2</sup> .                                                                                                                                                                                                                                                                                                                                               |                   |
| (j)                                                                                                                                  | <b>Emission Norms.</b> Should be compliant to minimum BS-III or equivalent standard.                                                                                                                                                                                                                                                                                                                                                                                    |                   |
| (k)                                                                                                                                  | <b>Self-Recovery.</b> Should have inbuilt self-recovery capability with full payload.                                                                                                                                                                                                                                                                                                                                                                                   |                   |
| 3                                                                                                                                    | <b>Maintainability &amp; Ergonomic Parameters.</b>                                                                                                                                                                                                                                                                                                                                                                                                                      |                   |
| (a)                                                                                                                                  | <b>Safety Arrangements.</b> Seat harness for both crew and passengers and should have a provision for bilge pump in case of emergency during floatation.                                                                                                                                                                                                                                                                                                                |                   |
| (b)                                                                                                                                  | <b>Intercommunication.</b> Should have an intercommunication facility between two cabins.                                                                                                                                                                                                                                                                                                                                                                               |                   |
| (c)                                                                                                                                  | <b>Lighting Arrangements.</b><br>(i) <b>Front.</b> To be equipped with two each of Head Lights, Fog Lights, Turn Signal Indicators and Convoy Lights.<br>(ii) <b>Rear.</b> To be equipped with two each of Tail Lights, Brake Lights, Turn Signal Indicators, Reverse Lights and Convoy Lights.<br>(iii) <b>Body.</b> Minimum three lights inside each cabin body. An extendable LED map reading light each is to be provided in the front cabin near co-driver's seat. |                   |
| (d)                                                                                                                                  | <b>Accessories.</b> Accessories as under should be provided with the vehicle<br>(i) Jack with capacity - One per vehicle with capacity 20 Tons.                                                                                                                                                                                                                                                                                                                         |                   |



**Annexure-1**

| Sl. No.                                                                                                                              | Operational Characteristics and Features                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Bidder Response** |
|--------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|
| <b>** The Bidder shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                   |
|                                                                                                                                      | (ii) Defogger - Defogging system in each vehicle.<br>(iii) Hazard and warning lamp - One each in front & rear per vehicle.<br>(iv) Radio Set Antenna Mount - One per vehicle (in front cabin).<br>(v) Wiper - Two on windscreen per vehicle.<br>(vi) Recovery hooks - One each in front & rear with D-Shackles per vehicle.<br>(vii) Fire Extinguishers - One multi-purpose dry chemical powder fire extinguisher in each cabin per vehicle of two kgs capacity each suitably mounted inside the vehicle.<br>(viii) First aid kit - One each per cabin per vehicle.<br>(ix) Warning Triangle - Two per vehicle.<br>(x) Vehicle tool kit and accessories/attachments associated with the AATV. |                   |
| (e)                                                                                                                                  | Suitable vehicle information system with display/ warning lights/ audio signals for speed, odometer, trip-meter, engine temperature, door ajar, fuel indicator, battery indicator and lubricant oil pressure lamp should be provided.                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                   |
| (f)                                                                                                                                  | Suitable vehicle information system with display/ warning lights/ audio signals for speed, odometer, trip-meter, engine temperature, door ajar, fuel indicator, battery indicator and lubricant oil pressure lamp should be provided.                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                   |
| (g)                                                                                                                                  | <b>Life Expectancy of Tracks.</b> Should be minimum 5000 km on metalled roads. In case of metallic tracks in the AATV, the vendor should provide additional rubber pads/ shoes for tracks for movement over asphalt surface.                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |
| (h)                                                                                                                                  | <b>FOL and Batteries.</b> The type and grade of Fuel, Oil & Lubricants (FOL) and batteries should be easily available commercially in India.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                   |
| (i)                                                                                                                                  | <b>Weather Proofing.</b> The vehicle will be painted with corrosion resistant paint.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                   |
| 4                                                                                                                                    | Rough Order of Magnitude (ROM) cost of the Product (In INR)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |                   |

## Annexure-2

| SI No                                                                                                                                | Eligibility Criteria                                                                                                                                                                                                                                                                                                                                                                                                      | Bidder Response**                                                                                                          |
|--------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|
| <b>** The Bidder shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</b> |                                                                                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                            |
| 1.                                                                                                                                   | The Party must be registered in India as required by law with minimum five (5) years of continuous operation up to the date of publication of this EOI.                                                                                                                                                                                                                                                                   | <i>Submit company registration certificate</i>                                                                             |
| 2.                                                                                                                                   | The Party should have manufacturing and/or operations with atleast five (5) years of infrastructure set up in India.                                                                                                                                                                                                                                                                                                      | <i>Submit list of machineries, manufacturing facilities, Testing facilities photos with specifications, brochures etc,</i> |
| 3.                                                                                                                                   | Should be a registered Bidder with global reputation not placed on the restricted list for arms import by Indian MoD. Dealers/ distributors/ agents/ representatives need not respond to this Eoi.<br><b><i>As per Appendix-C &amp; Appendix-D</i></b>                                                                                                                                                                    | <i>Submit Appendix-C&amp;D</i>                                                                                             |
| 4.                                                                                                                                   | The Bidder should have demonstrated/supplied the AATV or equivalent equipment to its Indian Army/MHA and should have been accepted/in-service or shortlisted.                                                                                                                                                                                                                                                             | <i>Submit relevant supply order copy/acceptance letter from competent authority</i>                                        |
| 5.                                                                                                                                   | Should have demonstrable experience of more than 5 years in developing/customizing Articulated all-terrain Vehicles for military/civilian applications.                                                                                                                                                                                                                                                                   | <i>Submit supporting document / certificate</i>                                                                            |
| 6.                                                                                                                                   | The Bidder shall be willing to modify their proposed AATV equipment to the MoD's need and co-produce the equipment in BEML's plant.                                                                                                                                                                                                                                                                                       | <i>Submit Undertaking letter</i>                                                                                           |
| 7.                                                                                                                                   | The Bidder must transfer the technology to BEML to locally supply the parts/assemblies under Buy Indian (IDDM) as per DAP 2020.                                                                                                                                                                                                                                                                                           | <i>Submit Undertaking letter</i>                                                                                           |
| 8.                                                                                                                                   | The Bidder should have supplied / executed one similar equipment with supply order to MoD/MHA from last 5 years.                                                                                                                                                                                                                                                                                                          | <i>Submit supply order copy</i>                                                                                            |
| 9.                                                                                                                                   | The Bidder shall note that Govt. of India, Ministry of Defence will be acquiring these stores only through a competitive tender process following the DAP 2020. As per DAP 2020 two equipments has to be offered to the Ministry of Defence for Trial/testing on No-Cost-No-Commitment (NC-NC) basis. The firm shall be agreeable to offer two equipments with min 60% indigenous content to BEML abiding this condition. | <i>Submit Undertaking letter</i>                                                                                           |

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### *Annexure-2*

| SI No                                                                                                                                | Eligibility Criteria                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Bidder Response**                                                                    |
|--------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|
| <b>** The Bidder shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                      |
| 10.                                                                                                                                  | BEML will have the sole right to market the product in India for military/MHA and export.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | <i>Submit Undertaking letter</i>                                                     |
| 11.                                                                                                                                  | The Bidder shall accept BEML to hold IP rights for all technologies developed for said AATV project.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <i>Submit Undertaking letter</i>                                                     |
| 12.                                                                                                                                  | Bidder to hold IPR for the equipment being proposed under this Eol.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | <i>Submit Undertaking letter</i>                                                     |
| 13.                                                                                                                                  | Bidder to certify and Indemnify BEML with respect to any disputes on IPR proposed to be transferred to BEML.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | <i>Submit Undertaking letter</i>                                                     |
| 14.                                                                                                                                  | Bidder to certify that the AATV technology/design/drawings are not sourced from MoD blacklisted firms.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | <i>Submit Undertaking letter</i>                                                     |
| 15.                                                                                                                                  | Enclose Eol Response Format as per <b>Appendix-A</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | <i>Submit Appendix-A</i>                                                             |
| 16.                                                                                                                                  | Enclose Certificate as to Authorize signatories as per <b>Appendix-B</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | <i>Submit Appendix-B</i>                                                             |
| 17.                                                                                                                                  | Brief description on company profile covering below aspects: <ol style="list-style-type: none"> <li>1. Company registration certificate</li> <li>2. Brief write-up on Company Products profile, core capability</li> <li>3. Auditor certified statements of Annual turnover of the company in the last 3 years.</li> <li>4. Board of directors.</li> <li>5. Head Quarters.</li> <li>6. Infrastructure Capabilities</li> <li>7. Quality Management, ISO certificates or equivalent</li> <li>8. Subsidiaries / JVs in India</li> <li>9. Strategic alliance with foreign companies</li> <li>10. Contact details of the Single Point of Contact.</li> </ol> | <i>Submit supporting document / certificate / undertaking letter for each aspect</i> |

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**Appendix' A**

{With Cover Letter in Company letterhead}

**Eoi RESPONSE FORMAT**

To,  
Corporate Purchase  
BEML Limited  
SR Nagar, Bangalore 560027

Dear Sir,

Ref: Expression of Interest to Partner with BEML Limited for Co-Production and Supply of Articulated All-Terrain Vehicle (AATV) to Indian MoD

Having examined the Expression of Interest (Eoi) document dated \_\_\_\_\_, downloaded from the BEML website, i.e [www.bemlindia.in](http://www.bemlindia.in), we, the undersigned, intend to submit an Eoi in response to the aforesaid Eoi document.

We attach hereto the Eoi and response as required by you, which constitutes our Eoi.

Primary and Secondary contacts for our company are:

|               | <b>Primary Contact</b> | <b>Secondary Contact</b> |
|---------------|------------------------|--------------------------|
| Company Name: |                        |                          |
| Name:         |                        |                          |
| Title:        |                        |                          |
| Address:      |                        |                          |
| Phone :       |                        |                          |
| Mobile:       |                        |                          |
| Fax:          |                        |                          |
| E-mail :      |                        |                          |

EOI Ref: GMBD(Def)/AATV/EOI/2022/01

Date: 02 June 2022

We confirm that the information contained in this response or any part thereof, including its exhibits, and other documents and instruments delivered or to be delivered to BEML are true, accurate, verifiable and complete. This response includes all information necessary to ensure that the statements therein do not in whole or in part mislead BEML in its short-listing process.

We fully understand and agree to comply that on verification, if any of the information provided here is found to be misleading the short-listing process, we are liable to be dismissed from the selection process or termination of the contract after the execution of the contract.

We agree to the unconditional acceptance of all the terms and conditions set out in the Eoi document.

It is hereby confirmed that I / We are entitled to act on behalf of our company/ corporation/ firm / organization and empowered to sign this document as well as such other documents, which may be required in this connection.

Dated this

(Signature)

(In the capacity of)

(Name)

Duly authorized to sign the Eoi Response for and on behalf of:

(Name and Address of Company) Seal / Stamp of Party

Witness Signature:

Witness Name: Witness

Address:

***Appendix' B***

{With Cover Letter in Company letterhead}

**CERTIFICATE AS TO AUTHORIZED SIGNATORIES**

I, \_\_\_\_\_, the Company  
Secretary of \_\_\_\_\_,  
certify that \_\_\_\_\_ Who signed the  
above AATV EOI is authorized to do so and bind the company by authority of its board  
/ governing body.

Date :

Signature :

(Company Seal)

EOI Ref: GMBD(Def)/AATV/EOI/2022/01

Date: 02 June 2022

***Appendix' C***

{With Cover Letter in Company letterhead}

**DECLARATION BY THE BIDDER**

This is to certify that our person/persons/Company/Firm/Associations does not have any litigation, arbitration cases against BEML Ltd or pending before the Court / Arbitrator in connection with any contract / tender issued by BEML Ltd.

Signature of Bidder with  
(Company Seal)

EOI Ref: GMBD(Def)/AATV/EOI/2022/01

Date: 02 June 2022

***Appendix' D***

{With Cover Letter in Company letterhead}

**DECLARATION BY THE BIDDER**

This is to certify that \_\_\_\_\_ (Name of the Firm) has not been banned / black listed / debarred from Trade by any BEML / CENTRAL / State Govt. Dept. / Autonomous Institution / PSUs in India at the time of bid submission. Also the AATV technology / design / drawings are not sourced from MoD banned / black listed / debarred firms.

I / we hereby certify that all the information given above is factual.

Signature with date of Authorized signatory

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Firm's Seal: \_\_\_\_\_