

**M/s. BEML LIMITED,  
BEML SOUDHA,  
SAMPANGIRAMNAGAR,  
BENGALURU - 560002**

**Invitation for Expression of Interest (Eoi)  
for Development & Supply of Hydraulic Crane for BEML  
ARV**

**Reference No : BEML/ARV/CRANE dated 29<sup>th</sup> November 2023**

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**Due closing date : 30.12.2023**

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**Eoi response mail : bemleoi@beml.co.in  
ID**

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**Contact for : Name : Mr.Soumik Roy Chowdhury  
technical Designation : AGM  
Clarifications E mail : dep@beml.co.in  
Mobile no : 9480429934**

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**Issued by  
M/s. BEML, Limited  
(Under Ministry of Defence)**

Eol-Ref: **BEML/ARV/CRANE** dated 29<sup>th</sup> November 2023

**Expression of Interest (Eol) for Development & Supply of Hydraulic crane for BEML ARV**

**1.0 Back ground:**

BEML Limited is a leading multi-technology and multi-location company under the Ministry of Defence. BEML is operating its business in three verticals viz., Defence & Aerospace, Mining & Construction and Rail & Metro. It offers high-quality products for diverse sectors of economy, such as coal, mining, steel, limestone, power, irrigation, construction, road building, aviation, defence, metro and railways. It has emerged as the forerunner of heavy *engineering* industry with a track record of growth and revenues for over five decades.

The company has state-of-the-art manufacturing facilities at Kolar Gold Fields, Mysuru, Bengaluru and Palakkad, all possessing ISO 9001-2015 and ISO 14001 (HSC) certifications. BEML has its own world-class composite R&D establishment for Design & Development of products.

The Company has a nationwide Marketing Network and an International Business Division for Exports activity.

Details of BEML Ltd are available at [www.bemlindia.in](http://www.bemlindia.in)

**2.0 Overview of BEMLCapabilities:**

BEML Limited, a Central Public Sector Enterprise coming under the Ministry of Defense was incorporated in 1964. Subsequently it became a listed company and is engaged in the design, development and manufacturing in the areas of Mining& Construction, Defense& Aerospace and Rail & Metro Equipments.

**2.1 Mining &Construction:**

BEML Ltd is engaged in the business of Hydraulic Excavators, Bulldozers, Wheel Loaders, Wheel Dozers, Dump Trucks, Motor Graders, Pipe Layers, Tyre Handlers, Water Sprinklers and Backhoe Loaders to customers in the Mining and Construction segments.

BEMLis manufacturing Bull dozers from 90 hp to 850 hp and having major market share in Indian Mining and construction.

BEML has also developed Mining Dump trucks of 150 Ton and 200 Ton class and Excavators of both Hydraulic and Electrical of 180 Ton capacity.

**2.2Defence &Aerospace:**

BEML Ltd is engaged in the business of High Mobility vehicle for all terrain operations, Heavy Recovery Vehicle, Pontoon Mainstream Bridge Systems, Crash Fire Tenders, Mobile Mast Vehicle, Engineering Mine Ploughs, Tank Transportation Trailers, Weapon Loading equipment, Armored Recovery Vehicle, Military rail

Coaches and Wagons, ground support vehicles and other products to the Indian and other Armed Forces.

### **2.3 Rail & Metro:**

BEML Ltd is engaged in the business of Integral Rail Coaches, Overhead Inspection Cars, AC/DC Electrical Multiple Units, Stainless steel EMUs, Utility vehicles, Track Laying Equipment, Broad-gauge Rail bus, Treasury Vans, Spoil disposal Units to the Indian and other Railways.

BEML Ltd has also successfully diversified into manufacturing state-of-the-art technology stainless steel Metro Cars for various urban Metro Corporations and enjoys a dominant market share in this segment.

### **3.0 Research & Development:**

BEML Ltd has R&D establishment for Design & Development of high-tech engineering products for its three verticals. It employs over 300 professionals with high experience and skills spanning a wide range of technology areas.

The R&D establishment has CAD Centre, Fluid-power, Power line, Structural Engineering & Material Science laboratories and is continuously engaged in New Product Development and upgradation of existing products to meet customer requirements. More than 65% of Company's Sales Turnover is through in-house developed R&D products. The R&D expenditure is around 2 ~ 3% of its turnover.

### **4.0 International Business Division:**

BEML has a sizeable market share in export markets with exports to 68 countries across the globe. Over the years this division has exported over 1200 machines covering all the three verticals.

### **5.0 Introduction:**

Main Battle Tanks are heavy vehicles of great strategic value in the battle field. If they fail in the field, recovering, repairing and bringing back them to the battle field in short time is of utmost importance. However, these being very heavy equipment, recovery demands use of heavy special equipment. For the field recovery and repairs the heavy Main Battle Tanks (MBT), ARV Vehicle will be used for this purpose.

This Procurement Technical Specification (PTS) is applicable for the procurement of the Hyd. Crane along with its accessories, Spares for the Armoured Recovery Vehicle (ARV) for supply to MoD, India.

This PTS is applicable between M/s. BEML Ltd and Crane Manufacturer.

This document explains the requirement Technical specifications for Crane & the scope of work for the Development & Supply of Crane has been brought out in this document

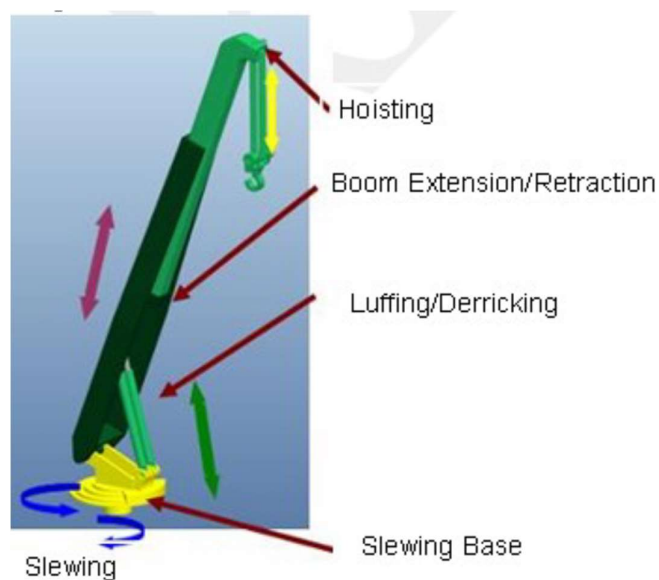
## 6.0 NECESSITY OF HYDRAULIC CRANE

As a major aggregate of ARV Recovery system, the crane is meant for lifting and positioning Major Unit Assemblies (MUAs) under field conditions. The crane is desired to have the following operational features:

- Slewing
- Luffing (Lifting up) and Derricking (lowering down)
- Fixed boom (Option 1) or Telescoping (Option 2)
- Hoisting

This document explains the requirements of technical specifications for the crane system.

- Fig. 1. Model of Crane with Various Motions



Model of Crane with Various Motions

**PLEASE REFER Document No.: BEML/R&D/BEML ARV/ Hyd. Crane-SPEC/1001/Rev-0  
 Dtd:28.06.2022 for details on Hydraulic Crane for ARV**

### 7.0 Qualifying Criteria

SI.No	Parameter	YES/NO	Remarks
1.	Bidder must be the OEM for crane, offloaded/brought out/trader etc. are not allowed		
2.	Bidder must be in to crane manufacturing from minimum past 5 years.		
3.	Bidder must be a regular supplier to Indian Armed Forces / other OEMs and would have completely executed the supply of minimum 30 No at least.		
4	Bidder must have proof of experience like delivery completion certificate, only PO will not suffice		
5	Bidder must ensure that the crane should have at least 80% indigenous component, to avoid dependency on imports and encourage make in India		
6.	Bidder must ensure that the crane model must be a regular & latest one, as spare parts & service needs to be guaranteed for 15 years.		
7.	Bidder must have sufficient & skilled manpower, proper facility for manufacturing and enough space for testing of crane.		
8.	Bidder must have all necessary certifications.		
9	Bidder has to arrange for live demo of the crane.		

10	On-site vendor assessment of the bidder is part of qualification process.		
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The Firm should furnish the Information on qualification criteria as per the above format with documentary evidence wherever necessary

### **8.0 SUBMISSION OF THE EOI**

The EOI response to be submitted online through BEML E-mail: [bemleoi@beml.co.in](mailto:bemleoi@beml.co.in), stating compliance to each point in Qualifying criteria, along with the enclosures to be forwarded by interested reputed firms, in subject "***Eoi For Development & Supply of Hydraulic crane for ARV***"

**For any Technical Clarifications, Contact**

Name : Mr. **Mr.Soumik Roy Chowdhury**

Designation : AGM

E MAIL ID :dep@beml.co.in

Mobile no : 9480429934

**EOI CLOSING DATE IS : 30.12.2023**

**E mail for response : [bemleoi@beml.co.in](mailto:bemleoi@beml.co.in)**