

EXPRESSION OF INTEREST

FOR

JOINT WORKING WITH BEML

IN

MMRDA Bid 'MONORS3'

FOR

MUMBAI MONORAIL PROJECT

ISSUED BY

BEML LIMITED

RAIL & METRO DIVISION

BANGALORE COMPLEX

1) **INTRODUCTION**

This Expression of Interest (EoI) seeks response from Monorail rolling stock suppliers, who are interested to associate with BEML for participation in MMRDA Bid 'MONORS3' for Design, Manufacture, Supply, Testing and Commissioning Of 10 Nos. of Monorail Train Sets of 4 Cars Each And Training Of Personnel For Mumbai Monorail.

2) **About BEML Limited:**

- 2.1 BEML Limited (formerly Bharat Earth Movers Limited) was established in May 1964 as a Public Sector Undertaking for manufacture of Rail Coaches & Spare Parts and Mining Equipment at its Bangalore Complex. The Company has partially disinvested and presently Government of India owns 54 percent of total equity and rest 46 percent is held by Public, Financial Institutions, Foreign Institutional Investors, Banks and Employees. BEML Limited, plays a pivotal role and serves India's core sectors like Defence, Rail, Metro, Power, Mining and Infrastructure. The Company started with a modest turnover of Rs. 5 Cr during 1965 and thanks to its diverse business portfolio, the company has been able to achieve a turnover of more than Rs.3,000 Cr.
- 2.2 The Rail & Metro business of BEML Limited, was established to cater to the manufacturing needs of rolling stock in India. Starting 2002, BEML has successfully diversified into manufacturing of the state-of-the-art stainless steel Metro cars. BEML has been a pioneer in this area having supplied over 1600 metro cars till date. BEML's esteemed customers in metro segment include Delhi Metro, Bangalore Metro, Jaipur Metro and Kolkata Metro. Further, BEML secured the driverless metro car contract for the prestigious Mumbai Metro Line 2 & 7 project, which is presently under execution. Delhi Metro, the nation's most successful metro, is one of the major customers to BEML and more than 60% of the rolling stock run by Delhi Metro is supplied from BEML factory.
- 2.3 In the Railway segment, since its inception, BEML has successfully rolled out varied range of products such as Rail Coaches, AC EMUs, DC EMUs, Stainless Steel EMUs, Rail Buses, 4 & 8 Wheeler OHE cars, Track Laying Equipments, Spoil Disposal Units, Utility Vehicle, BWTB Wagons, BFAT Wagons, BRSTN Wagons and BOMN Wagons. BEML Limited is the first rail Coach-manufacturing unit in India to get ISO 9001 accreditation. The division is accredited with ISO9001-2015, ISO 14001-2015 & BS OHSAS 18001-2007 certifications. As of date over 18000 coaches have been supplied to Indian Railways. BEML truly epitomizes the "Make in India" initiative of the Government of India.
- 2.4 More details about the entire range of BEML's products and operations are available at <https://www.bemlindia.in/>

3) **Scope of Cooperation**

- 3.1 Through this EoI, BEML intends to select an applicant with whom, BEML can associate and attempt to submit MMRDA Bid No. 'MONORS3'. The mode of association can be consortium formation or the selected applicant as an exclusive sub-contractor to BEML, to be discussed and agreed. The complete set of Bid No. 'MONORS3' tender document along with addendums / corrigenda can be downloaded from <https://etendermmrda.maharashtra.gov.in/>. Alternatively, the same can be obtained from BEML based on written request through email to rj@beml.co.in.
- 3.2 The selected applicant shall have to be the technology provider to BEML for Monorail rolling stock. Actual scope split to be discussed and agreed.
- 3.3 Duration of cooperation: Specific for MMRDA 'MONORS3'. During the course of association, both parties may mutually discuss and agree to extend the cooperation for further time as decided.

4) **INFORMATION TO APPLICANTS**

- 4.1 Reputed Rolling stock suppliers may submit the application on their letter head along with all the documents as prescribed in this EOI document.
- 4.2 Notwithstanding anything to the contrary mentioned in the document, by virtue of submission of the application against this BEML EOI, the applicant is deemed to have perused and fully understood the 'MONORS3' tender document along with addendums / corrigenda and is aware of the site conditions and the existing structure of Mumbai Monorail project.
- 4.3 Any applicant from a country which shares a land border with India will be eligible to participate in this EOI only if the applicant is registered with the Competent Authority as mentioned in the Office Memorandum of Ministry of Finance, DoE F No.6/18/2019-PPD dated 23rd July 2020 and comply with the extant Government rules and orders.
- 4.4 Expression of Interest documents of the applicant are to be signed by Authorized Person with Proof of Authority to be enclosed. The same shall be sent through email / post / courier or handed over in person to the following addresses within 12 days of the publication of this EOI i.e. 17.10.2020 @ IST 1500 Hrs:

Chief General Manager (Marketing),
BEML Limited,
New Thippasandra Post,
Bangalore-560075
Karnataka, INDIA

Email: rj@beml.co.in

Tel: 08025242416

- 4.5 The details submitted by the applicants shall be complete in all respects and BEML may seek clarifications / additional information as considered necessary. Such clarifications / additional information must be provided within 02 days of BEML request.
- 4.6 Any request for clarification on the EoI document may be submitted at the above address, within 04 days from the date of issue of EoI.
- 4.7 Responses to EoI are to be submitted in English only. Supporting documents, as required, should also be in English language. In case of some documents are available in language other than English, the applicant shall necessarily provide duly authenticated translated version of the same in English.
- 4.8 All the pages of the EoI submission shall bear the sign and seal of the authorized signatory of the company.
- 4.9 BEML reserves the right to withdraw / cancel the EoI proceedings without assigning any reasons whatsoever.
- 4.10 **Evaluation Methodology:**
- A) The applicants qualified in initial filter criteria at ANNEXURE - 3 shall only be considered for further evaluation as per ANNEXURE - 4. There shall be no minimum qualifying points for ANNEXURE - 4.
- B) For conversion of foreign currency into Indian Rupee, the exchange rate as on the date of submission due of EoI as per <https://www.xe.com> will be adopted.
- C) BEML shall identify and approach the applicants for association in the descending order of the total points obtained in the Evaluation at ANNEXURE - 4. Detailed discussions on techno-commercial matters and other terms & conditions shall be held with the shortlisted applicant.
- D) The applicants shall note that this EoI is primarily for addressing the Monorail rolling stock tender; As such, any applicant who does not satisfy or comply with the requirements of Bid "MONORS3" is liable to be rejected.

4.11 Submission Checklist

S.No	Description of the document	Document Reference	Yes/No
1	Applicant's Company Profile	Annexure-1	
2	Articles of incorporation or constitution of the legal entity, Brochures and Catalogues of company, Structure of the applicant including details of ownership and control & Details of Monorail coach manufacturing facility; Any additional information	Annexure -1 supporting document	
3	Financial Details	Annexure-2	
4	Audited annual reports of last 05 financial years	Annexure - 2 supporting document	
5	Initial Filter Criteria	Annexure-3 along with supporting documents	
6	Evaluation Criteria	Annexure-4 along with supporting documents	
7	Company Declaration	Annexure-5	
8	Proof of Authority Document	-	
9	Whether each page of the EoI submitted have been signed and sealed by authorized signatory of the company.	-	

*** End of Document ***

APPLICANT'S COMPANY PROFILE

The applicant's Company Profile and other details to be submitted as per the format below with appropriate supporting documents:

1.1	General Information
1.1.1	Name of company: (Please attach articles of incorporation or constitution of the legal entity named above)
1.1.2	Country of Incorporation:
1.1.3	Year of Incorporation:
1.1.4	Details of Registered Office: Address: Telephone: Fax: E-mail: Mob: Website:
1.1.5	Details of Design Office / Works: Address: Telephone: Fax: Mob: E-mail:
1.1.6	Authorised Contact person(s) Name(s): Designation: Address: Telephone: Fax: Mob: E-mail:
1.1.7	Product range of Rolling Stock (Attach brochures and catalogues)
1.1.8	Structure of the applicant including details of ownership and control (Please attach write up / document)
1.1.9	Details of Monorail coach manufacturing facility (Attach write-up with photographs included)
1.1.10	Any additional information - applicant may include / attach documents
1.2	Details of authorized Indian subsidiary/Marketing/Liaison contact: (in India, if any) Name: Contact Person: Address: Telephone: Fax: Mob: E-mail:

Sign & Seal of Authorized Signatory

FINANCIAL DETAILS

(currency to be mentioned)

Sl No	Particulars	FY 1	FY 2	FY 3	FY 4	FY 5
1	Net Worth					
2	Turn Over					
3	Profit					

Notes:

- a) The financial year as applicable in the country of origin of the applicants would be considered. FY 1 will be the latest completed Audited Financial Year, preceding EoI publishing date. FY 2 shall be the year immediately preceding Year 1 and so on.
- b) The applicant shall attach copies of the Audited Annual Reports for the last 5 (five) financial years preceding the EOI publishing Date.

Sign & Seal of Authorized Signatory

INITIAL FILTER CRITERIA FOR EOI APPLICANTS

SL.No	Criteria	Applicant Response Yes / No
1	Does the applicant have the experience of design, manufacturing, delivery, testing and commissioning of Monorail cars with similar capacity to MMRDA MONORS3 anywhere in the world during the last 10 years?	
2	Propulsion System: (a) Can the applicant provide in-house propulsion system satisfying the MMRDA Bid MONORS3 tender condition? or (b) Can the applicant arrange association with suitable propulsion supplier satisfying the MMRDA Bid MONORS3 tender condition?	
3	Bogie System: (a) Can the applicant provide in-house Bogie System satisfying the MMRDA Bid MONORS3 tender condition? or (b) Can the applicant arrange association with suitable Bogie System supplier satisfying the MMRDA Bid MONORS3 tender condition?	
4	Suspension System: (a) Can the applicant provide in-house Suspension System satisfying the MMRDA Bid MONORS3 tender condition? or (b) Can the applicant arrange association with suitable Suspension System supplier satisfying the MMRDA Bid MONORS3 tender condition?	
5	Has the applicant been debarred by Multilateral and bilateral funding agencies / Government of India / Railway Administration / any state Government in India / Central or State Government Undertaking as on the due date of submission of application?	

INITIAL FILTER CRITERIA FOR EOI APPLICANTS

SL.No	Criteria	Applicant Response Yes / No
6	Does the applicant have records of poor performance during the last five years, as on the date of application, such as abandoning the work, rescission of the contract for reasons which are attributable to non-performance of the contractor, inordinate delays in completion, consistent history of litigation resulting in awards against the contractor or any of the constituents, or financial failure due to bankruptcy, and so on.	
7	Is the Net Worth of the applicant (to be obtained from audited Balance Sheet) 'positive' in the audited statement of at least any 3 of last 5 financial years?	
8	Is the applicant willing to comply with MMRDA MONORS3 tender specification?	
9	Is the applicant willing to take interface responsibility and establish compatibility of MONORS3 rolling stock with other existing systems of MMRDA (including civil structure)?	
10	Is the applicant willing to comply with the Indigenization / local content requirements as per MMRDA MONORS3 tender?	
11	Is the applicant willing to transfer the technology to BEML for undertaking BEML scope of activities (to be finalized at later stage) for the project?	
12	Is the applicant willing to work on price competitiveness for securing the contract?	

- 1) A "No" answer to any SL. No. 1, 2, 3, 4, 7, 8, 9, 10, 11, 12 will disqualify the applicant. Only one of (a) or (b) shall be marked "Yes" for SL. No. 2, 3, 4.
- 2) A "Yes" answer to any SL. No. 5, 6 will disqualify the Applicant.
- 3) For SL No. 2, 3, 4, the applicant shall submit undertaking of compliance, striking out the option whatever is not applicable

Note: The applicant shall submit documentary evidence supporting his responses in this Annexure

EVALUATION OF EOI APPLICANTS FOR JOINT WORKING WITH BEML FOR MONO RAIL TRAINS:

SL.No	Parameter	Unit of Measurement	Applicant Response	Evaluation Benchmark
1	Number of Monorail cars designed, manufactured and supplied by the applicant with similar capacity to MMRDA MONORS3 with in the country of origin in the past 10 years starting 01 January 2010	No.		WEIGHTAGE: 10 POINTS QUANTITY: FOR EACH CAR, 0.2 POINTS WILL BE ALLOCATED, WITH A CEILING OF 10 POINTS
2	Number of contracts executed for design, manufacture and supply of Monorail trains with similar capacity to MMRDA MONORS3 by the applicant with in the country of origin in the past 10 years starting 01 January 2010	No.		WEIGHTAGE: 10 POINTS QUANTITY: 1 POINT FOR EACH CONTRACT, WITH A CEILING OF 10 POINTS
3	Number of Monorail cars designed, manufactured and supplied with similar capacity to MMRDA MONORS3 by the applicant outside the country of origin in the past 10 years starting 01 January 2010	No.		WEIGHTAGE: 10 POINTS QUANTITY: FOR EACH CAR, 0.2 POINTS WILL BE ALLOCATED, WITH A CEILING OF 10 POINTS

SL.No	Parameter	Unit of Measurement	Applicant Response	Evaluation Benchmark
4	Number of contracts executed for design, manufacture and supply of Monorail trains with similar capacity to MMRDA MONORS3 by the applicant outside the country of origin in the past 10 years starting 01 January 2010	No.		WEIGHTAGE: 10 POINTS QUANTITY: 1 POINT FOR EACH CONTRACT, WITH A CEILING OF 10 POINTS
5	Number of countries to which Monorail trains with similar capacity to MMRDA MONORS3 were exported by the applicant in the past 10 years starting 01 January 2010	No.		WEIGHTAGE: 10 POINTS NIL : 0 POINTS 01 COUNTRY : 2 POINTS 02 COUNTRIES : 4 POINTS 03 COUNTRIES: 6 POINTS 04 COUNTRIES : 8 POINTS 05 COUNTRIES AND ABOVE : 10 POINTS
6	Number of years for which Net Worth of the applicant (to be obtained from audited Balance Sheet) is 'positive' in the audited statement in last 5 financial years.	YEARS		WEIGHTAGE: 10 POINTS LESS THAN 03 YEARS : 0 POINTS 03 YEARS : 3.33 POINTS 04 YEARS : 6.66 POINTS 05 YEARS : 10 POINTS
7	Average annual turnover during the last five financial years (adjusted to last date of the latest financial year by assuming 5% escalation for Indian Rupee and 2% for foreign currency per year)	Mention Currency & Amount		WEIGHTAGE: 10 POINTS RUPEE EQUIVALENT LESS THAN RUPEES 2000 MILLION : 0 POINTS THEREAFTER, 0.125 POINTS FOR EVERY 100 MILLION ACHIEVED, WITH A CEILING OF 10 POINTS

SL.No	Parameter	Unit of Measurement	Applicant Response	Evaluation Benchmark
8	Number of years for which the applicant is Profitable in the last five (5) financial years.	YEARS		WEIGHTAGE: 10 POINTS NIL YEARS : 0 POINTS 01 YEAR : 2 POINTS 02 YEARS : 4 POINTS 03 YEARS : 6 POINTS 04 YEARS : 8 POINTS 05 YEARS : 10 POINTS
9	Submission of Quality Certificates such as ISO 9001, ISO 14000, OHSAS 18001, IRIS or Certificates issued by member of International Associations for Monorail Rolling stock' as applicable, or any other.	NUMBER OF CERTIFICATE TYPES		WEIGHTAGE: 10 POINTS NIL : 0 POINTS 01 CERTIFICATE TYPE : 2 POINTS 02 CERTIFICATE TYPE : 4 POINTS 03 CERTIFICATE TYPE : 6 POINTS 04 CERTIFICATE TYPE : 8 POINTS 05 CERTIFICATE TYPE AND ABOVE: 10 POINTS
10	Technical Aspects - 10.1 R&D Strength 10.2 Design infrastructure including Software tools 10.3 Patents obtained 10.4 Manufacturing capabilities 10.5 Testing Capabilities	DOCUMENTS TO BE SUBMITTED	DOCUMENTS TO BE SUBMITTED	TOTAL WEIGHTAGE: 10 POINTS WITH WEIGHTAGE OF 2 POINTS FOR EACH SUB-ASPECT. FOR 10.1, THE FIRM SHALL SUBMIT A MATRIX OF ENGINEERING RESOURCES MENTIONING THE QUALIFICATIONS, YEARS OF EXPERIENCE AND AREAS OF EXPERTISE. FOR EACH OF 10.2, 10.3, 10.4, 10.5 THE FIRM SHALL SUBMIT WRITE-UP. EVALUATION AGAINST THIS PARAMETER SHALL BE DONE ON THE BASIS OF THE INFORMATION PROVIDED BY THE APPLICANT AS PART OF THE APPLICATION.

Note: Applicant shall fill its responses in the above table and submit documentary evidence in support.

COMPANY UNDERTAKING

Dated: _____

This is to confirm that to the best of our knowledge and belief that the information furnished in our Expression of Interest documents submitted to BEML Limited correctly describes the credentials and experience of our Company and individuals. We understand that any misrepresentation in the documents submitted may lead to our disqualification for associating with BEML Limited in future.

2. We hereby declare that we have fully and carefully read and understood all the contents of the documents of the BEML EoI

3. We hereby undertake that the Company has not been debarred / blacklisted by Multilateral and bilateral funding agencies / Government of India / Railway Administration / any state Government in India / Central or State Government Undertaking as on date

4. We hereby declare that the number of arbitration cases pending against the company at the time of submitting this EoI is _____.

5. We declare that presently we do not have any Joint Venture Arrangement or Memorandum of Understanding with any Company for Monorail trains to Indian market.

6. We agree that, if any false/misleading information was found to be furnished in the EoI documents submitted by us, BEML reserves the right to undertake any actions at its discretion as deemed fit.

7. We agree that, we shall furnish documentary support to enable BEML verify the details and data provided in our EoI submission. Any such verification or lack of verification by BEML of our submission shall not relieve us of our obligations or liabilities laid out as per this EoI.

8. We agree that the data/commitment provided in the EoI documents by us, is completely binding on our company and may be made part/elaborated in future agreements to entered between our company and BEML.

Sign & Seal of Authorized Signatory