

Eol-Ref: CPC/VDS/JV/W-EX

Date: 17-07-2020

Expression of Interest (Eol) for long term Partnership for supply and manufacture of Snow Cutter / Snow Blower or Walking/Spider Excavator equipment under the “Make in India” policy.

Objective: “Make in India” and Self Reliability

BEML is seeking manufacturing and technology partnerships with reputed OEMs looking to establish and/or expand their supply chains/manufacturing base in India for the manufacture of various goods and/or service business in the areas of Defence & Aerospace, Rail & Metro, Mining & Construction, Engines and aggregates with the overarching objective of “Make in India” and enhancing Self-Reliance in line with the vision of Honorable Prime Minister of India

1.0 Back ground

BEML Ltd has three business verticals viz Defence & Aerospace, Rail & Metro and Mining & Construction with four manufacturing complexes located at Bengaluru, Kolar Gold Fields (KGF), Mysuru and Palakkad.

All the manufacturing divisions of BEML have been accredited with ISO 9001 – 2015 and ISO 14001 (HSC) certification. 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 the BEML Ltd is available on www.bemlindia.in

2.0 Overview of BEML Capabilities:

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

2.1 Defence & 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, Armoured Recovery Vehicle, Milrail Coaches and Wagons, ground support vehicles and other products to the Indian and other Armed Forces.

2.2 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

2.3 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.

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.

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, Powerline, 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 BEML Ltd seeks partnership with reputed OEMs for Spider/Walking Excavator and Snow Cutter / Snow Blower

BEML is actively seeking partnerships with globally reputed Original Equipment Manufacturers (OEMs) who are looking to establish or expand their market, sourcing/manufacturing footprint in India for spider/walking excavator and snow cutter/snow blower.

Qualification criteria of evaluation of EOI,

1. The manufacturer should be in the business of the supply and installation of Walking/spider excavator or Snow cutter / snow blower for the last twenty calendar years. Document proof shall be submitted for the same.
2. The company should have the cumulative turnover of minimum 50 million US dollar for the past 5 years.
3. The company should have sold minimum 100 nos. of Snow cutter / snow blower or Walking/spider excavator in the past 5 years.
4. The company should be interested to associate with BEML in any of the following mode or co-operation subsequent to initial supply of Completely build units.
 - a. Joint Ventures
 - b. Joint manufacturing
 - c. Technology licensing
 - d. Contract manufacturing
 - e. Know-how transfer arrangement

Shortlisted bidder should consider following also while submitting the response

1. Prospective partner may also be required to enter into a long-term Supply Agreement and meet the expected delivery requirements and other Terms & Conditions of RFP / Tender to be issued by BEML on cost basis.
2. Prospective partner should be willing to associate with BEML for conducting the Field Evaluation Trials conducted by various agencies.
3. The prospective partner shall be required to provide the desired Unit(s) of spider/walking excavator and snow cutter/blower for Field Evaluation Trials in varying climatic altitude and terrain conditions in India.
4. Prospective partner would be required to support BEML during interactions with the various agencies in India for initial screening, participation in the customer RFP / Tender and subsequent qualification process by way of deputing their experts to India and providing the required information and clarifications as required/sought by customer.
5. Prospective Collaborator shall provide firm and irrevocable commitment to provide product support in terms of maintenance, materials and spares etc. for a minimum period of 15 years from the date of last supply to BEML.

6. Prospective partner is required to confirm that in case of getting shortlisted as a result of this EoI process, following support shall necessarily be provided to BEML in order to enable BEML to prepare and submit a competitive techno-commercial bid to customer as per the terms of the customer RFP / Tender (& other requirements as applicable) and also to successfully execute the contract in case of BEML emerging as L1 bidder:
 - a. To provide costing elements required for preparation of BEML offer against customer RFP.
 - b. To provide a price list with long term validity with Price Variation Clause for assemblies / subassemblies / components / spares / Manufacturer's Recommended List of Spares etc. for items to be sourced from prospective partner.
 - c. Any other requirement felt necessary as per customer.
 - d. Above mentioned requirements are only indicative in nature, however any other document/information/input required by BEML for cost estimation and for preparation & submission of techno-commercial bid to customer shall have to be provided by the prospective partner.

6.0 Benefits of partnering with BEML

BEML Ltd has an extensive Marketing network and service centers. BEML has a strong R&D in all business verticals which have developed high end Mining and Construction equipment such as 150 and 200 Ton Dumpers and 180 Ton Excavators etc. BEML have delivered more than 1600 Metro Cars and have a dominant market share in the Indian Market.

BEML is having extensive Land bank at Bangalore, Mysore, Kolar Gold Fields and Palakkad to partner for a Make In India Park for self-reliance through indigenization in line with "Make in India" vision of Honorable Prime Minister of India. The products manufactured through collaboration/partnership may also be exported to other countries.

With extensive manufacturing facilities spread across India, a highly skilled and experienced manpower, presence and reach through its wide network of offices and divisions in India and a successful model of collaborating with other reputed OEMs, BEML is ideally placed to be the partner of choice in India for cooperation.

7.0 Contact Person

Interested parties may forward their interest by providing the details of their organization with credentials and areas of interest by providing the time line to following address by post (**super scribing EoI reference: CPC/VDS/JV/W-EX dt 17-07-2020**) or email on or before **30-07-2020, Time: 14 Hrs**

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