

## **Expression of interest for DPR for Aerospace Business Expansion**

### **A. Brief about BEML & Aerospace Business:**

BEML Limited (<http://www.bemlindia.com>) a Govt of India undertaking (established in 1964) has 3 major business verticals – viz Mining & Construction, Defence & Aerospace, Rail & Metro for both Indian and export markets and is one of the largest engineering & manufacturing enterprise.

BEML Limited, as a part of diversification strategy, forayed into the Aerospace Business during the year 2009. Dedicated facilities were established at Mysore Complex to manufacture Rocket Motor casings for various Missile programmes and also to manufacture Airborne sheet metal components and structures. As on date, 150 sets of rocket motor casings have been delivered to DRDL & BDL for Akash, QRSAM & MRSAM Programmes. With this infrastructure and capabilities, BEML obtained AS9100 accreditation for Quality Management Systems and actions is on for getting NADCAP certification for the special processes.

### **B. Objectives of the Eoi:**

To identify Potential Consultancy service firms for formulation of Detailed Project Report (DPR) on Aerospace Business Expansion.

### **C. Brief Scope of Work:**

- Growth in aerospace industry- At National and at global levels
- Opportunities- Local & Global programs
- Competitors profile and their strength and weaknesses
- Business segments shall include various platforms such as: Aircraft (Civil, Military), Helicopters, UAVs, Space Programmes.
- Segments to pursue shall indicate Key areas of deep dive which shall include:
- Addressable Market Size, Time for Revenue Realization, Competitive Intensity, Technology Barriers, Capex Intensity, Level of capability gap from BEML's current capability

**Note: Technical inputs, investment plans and Detail Scope of Work regards to specific BEML identified two projects (hence, 2 DPRs have to be prepared) will be shared upon EOI qualification for generation of DPR.**

#### **D. EOI Terms and conditions:**

- The consultancy service shall have to prepare the Detailed Project reports including the financial statements which include payback, ROI, IRR/NPV.
- The interested bidders are requested to respond to this EOI within two (2) weeks from the date of release of EOI.
- **Experience of consultancy services:** The consultancy shall have the experience of formulation of DPR for Aerospace industries in one of the areas,
  - a) Sheet metal Structures and machining activities.
  - b) Assembly of Airborne Modules, Aircraft Systems
  - c) Integration of Aircraft / Helicopter / Space structures / UAVs.
- Minimum One Proof of record regards to execution of DPR in one of the above specified areas shall be enclosed for qualification along with Completion Certificate.
- Tender will be floated to the bidders who qualify EOI terms and conditions.
- Bidders have to submit their tenders within two (2) weeks from the date of RFQ.
- Final DPRs have to be submitted within three (3) weeks from the date of release of PO.
- BEML reserves the right to accept or reject any proposal without assigning any reasons thereof & decision taken by

#### **E. Submission of the EOI**

The EOI shall be submitted on or before **14:00 hours of 05.08.2019** with all the formats duly filled. EOI in sealed covers stating compliance to all the points should be sent to the following address super scribing the EOI reference and closing date to the following address.

**General Manager – Corporate Materials**  
**Room No. 02, BEML Soudha,**  
**BEML Limited, 23/1, 4<sup>th</sup> main, S R Nagar,**  
**Bangalore-560 027, Karnataka,**  
**India.**  
**Tel (Off): +91-80-22963179**  
**Email: gmcm@beml.co.in**

## F. General

For any further details you may contact the following official

Name : Sridhara S R  
Designation : General Manager  
Mobile : 9902477767  
Phone : 080-22963206  
Email ID : asbd@beml.co.in

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