



BEML LIMITED

INTERNATIONAL BUSINESS DIVISION

**(A GOVT. OF INDIA MINI RATNA COMPANY UNDER MINISTRY OF DEFENCE)
"11TH FLOOR, VANDANA BUILDING, TOLSTOY MARG
NEW DELHI, 110 001, PHONE: 011- 23443520**

**NOTICE FOR INVITING EXPRESSION OF INTEREST
FOR EMPANELING LOCAL REPRESENTATIVE
IN CAMEROON TO PROVIDE AFTER SALES SERVICE FOR EQUIPMENT SUPPLIED TO MINISTRY OF
ECONOMY, PLANNING AND REGIONAL DEVELOPMENT FOR CASSAVA FARM PROJECT**

EOI REFERENCE NUMBER : BEML/EOI/CAMEROON/REPRESENTATIVE/2021

EOI DOCUMENT

**THIS DOCUMENT CONTAINS : 07 PAGES
DUE DATE FOR SUBMISSION OF RESPONSE : 23.02.2021**

**NOTICE FOR INVITING EXPRESSION OF INTEREST FOR EMPANELING LOCAL REPRESENTATIVE
IN CAMEROON TO PROVIDE AFTER SALES SERVICE FOR EQUIPMENT SUPPLIED TO MINISTRY OF
ECONOMY, PLANNING AND REGIONAL DEVELOPMENT FOR CASSAVA FARM PROJECT**

EXPRESSION OF INTEREST

1.1 INTRODUCTION:

BEML Limited is a leading multi-technology and multi-location company under the Ministry of Defence, Government of India, offering high-quality products for diverse sectors of economy such as coal, mining, steel, cement, power, irrigation, construction, road building, aviation, defence, metro and railways.

BEML offers a comprehensive and diverse range of mining machinery for opencast mines. BEML produces machines such as Hydraulic Excavators, Bulldozers, Wheel-Loaders, Wheel Dozers, Dump Trucks, Motor Graders, Pipe-layers, Tyre Handlers, Water Sprinklers and Backhoe Loaders.

BEML has been in existence since 1964 and has sizeable market share in domestic market with more than 7000 units deployed across various sectors of economy. BEML has exported more than 1000 units of mining and construction equipment worth about US\$ 275 million to more than 68 countries across the world.

1.2 EXPRESSION OF INTEREST (EOI):

Government of India has sanctioned LOC of USD42 million through Exim bank of India to Government of Cameroon for Procurement of Earth moving machinery for opening of Roads, Clearing and preparation of soils for the Cassava Farm Projects at Ebolowa, Cameroon. Contract is under signature between BEML Limited and Govt of Cameroon for supply, commissioning and testing of BEML earth moving equipment. The details of equipment are as below;

Sl. No.	Equipment	BEML MODEL	Description	Qty (Nos.)
1	Bull Dozer	BD155	324 HP Bulldozer fitted with Semi U blade and Multi shank Ripper.	11
			Optional attachments:	
			a) Tree pusher.	03
			b) Land Clearing rake.	11
			c) Land Clearing (Marine) chain with a pair of sliding hook	05
2	Bull Dozer	BD65-1	165 HP Bulldozer fitted with Semi U blade and Multi shank Ripper.	10
			Optional attachments:	
			a) Tree pusher.	03
			b) Land Clearing rake.	10
3	Motor Grader	BG605A	150 HP motor Grader	10
4	Wheel Loader	BL30	Wheel Loader of at least 170HP	10
			Optional attachments:	
			a) Rock Bucket for Wheel Loader of at least 170HP	10
			b) Wood Grasper Wheel Loader of at least 170HP	05
5	Hydraulic excavator	BE300LC	Tracked Excavator at least 170HP	10
			Optional attachments:	
			a) Rock Bucket for Excavator of at least 170HP	10
			b) Hammer	10
6	Compactors	NON BEML PRODUCTS	Monocylindric Compactor (90-100 HP)	10
			Pad Foot Drum kit for 90-100HP Compactor	10
7	Backhoe Loader	BL9H(4X4)	Backhoe Loader (90-100 HP)	10

In order to execute the contract, BEML should have a local representative in Cameroon to provide after sales service for three years for the above-mentioned equipment. Local representative should have infrastructure facilities such as work shop with all tools & tackles, trained manpower for maintenance of equipment and ware house for storage of spare parts.

To take after sales service care, BEML intends to appoint local representative in Cameroon to work with BEML for the equipment going to be supplied to Ministry of Economy, Planning and Regional Development for Cassava Farm Project, Ebolowa, Cameroon.

TECHNICAL

1.3. QUALIFYING CRITERIA:

- (a) Applicant firm should be registered in Cameroon.
- (b) Applicant should have workshop facilities in Cameroon for maintenance of earth moving equipment mentioned at para1.2 and should be ready to put-up temporary setup at project site in Ebolowa.
- (c) Applicant firm should have a minimum manpower of 10 persons for maintenance of earth moving equipment mentioned at para1.2.
- (d) Applicant should not be blacklisted or debarred by any multilateral agency or any authority in India or Cameroon.

1.4 DOCUMENTS TO BE SUBMITTED ALONG WITH EOI:

- (a) Certificate of incorporation/ Registration certificate of the Company in Cameroon.
- (b) Applicant should furnish proof (Photo Graphs/Documents) for having workshop facilities for maintenance of earth moving equipment mentioned at para1.2.
- (c) Applicant should furnish a declaration in its letter for having minimum manpower of 10 persons for maintenance of earth moving equipment mentioned at para1.2.
- (d) Applicant should furnish the annual financial report for the previous two years.
- (e) Applicant should not be blacklisted or debarred by any multilateral agency or any authority in India or Cameroon. **Applicant should furnish a declaration on its Letter Head conveying confirmation to this Clause.**

1.5 SCOPE OF WORK OF THE APPLICANT:

- a) To liaise with Ministry of Economy, Planning and Regional Development, Cameroon.
- b) To provide workshop facilities along with space for storage of spare parts for maintenance of earth moving equipment mentioned at para1.2.
- c) To supply adequate number of manpower at customer site to provide after sales service upto BEML contract obligations with MOEPRD.
- d) To provide local logistic, transport support and accommodation to BEML personnel deputed for providing after sales service upto BEML contract obligations with MOEPRD.
- e) To update the status of equipment on weekly basis.
- f) To liaise with the shipping agent, local transportation authorities and ensure safe transportation of equipment / spare parts to the customer site by taking necessary approvals from the respective authorities.

- g) To provide local logistic support for warranty spare parts in the Cameroon and to arrange co-ordination of all import activities including customs clearance at the port of entry.

Note: Applicants whose technical documents are in line with the requirement of EOI, will be considered.

CONTACT PERSON AND SCHEDULE

Contact Person: Deputy General Manager, (International Business Division)
 BEML LTD.
 11th FLOOR, VANDANA BUILDING, TOLSTOY MARG, NEW DELHI-110 001, India
 PHONE: 011- 23443520
 E-mail ids : sea@beml.co.in, latam@beml.co.in, export1@beml.co.in,

Schedule of Events:

Sl. No	Particulars	Important Dates
1	Last date for receipt of queries/clarifications from Applicants.	10.02.2021
2	Reply to applicants for all queries/clarifications by BEML Limited	12.02.2021
3	Last date & time for receipt of response to Expression of Interest (EOI)	23.02.2021 @ 16:00 HRS (IST)

Last date and time for receipt of response to Expression of Interest (EOI) is as above mentioned in schedule of events. Any delayed responses are liable for rejection.

Note: - If any key date falls on Saturday or Sunday or a public/general holiday, key date can be considered extended for the next working date.

Mode of submission of response:

Response to the Expression of Interest (EOI) along with all supporting documents should be submitted in Soft copy form (pdf format) to secured email id : cmtenderbox@beml.co.in.

GENERAL INSTRUCTIONS /TERMS AND CONDITIONS

- a) Expression of Interest is to be submitted to "Deputy General Manager" (International Business Division), BEML LTD., 11th FLOOR, VANDANA BUILDING, TOLSTOY MARG, NEW DELHI-110 001, INDIA.
- b) This is only an invitation for Expression of Interest. No payment will be made to the bidder / responder for any expenses incurred by bidder for responding to this EOI.
- c) The bidders are requested to seek clarifications, if any, through e-mail to sea@beml.co.in, latam@beml.co.in, export1@beml.co.in addressed to Deputy General Manager (International Business Division).
- d) Reply to all queries/clarifications by BEML Limited will be issued latest by **12.02.2021**
- e) If the space allotted is found to be insufficient, additional continuation/supplementary sheets may be provided by the applicant, duly indicating the same in respective column of the format. The applicant will be requested to produce the originals of all information / documents as and when required by BEML Limited.
- f) Any incongruity, falsification or error in the information and data provided by the Applicant, if so detected, while processing or subsequently would invite rejection of the said applicant application.
- g) **BEML Limited reserves the right to accept or reject the Expression of Interest (EOI) or the whole process without assigning any reason what so ever to the bidders.**
- h) BEML will float separate tender to the empaneled bidder(s), for finalizing the Service charges.
- i) Bidder(s) shall treat all the information provided by BEML whether in the form of hard copies or electronic files or oral communication, in connection with this job as "Strictly Confidential" and shall not divulge/transfer to third parties, other than the purpose for which it has been furnished, without prior written consent of BEML and the information shall be returned in same form upon completion of the job or at the request of BEML. You are required to enter into a Confidentiality Agreement with BEML for this purpose.

Application

1	NAME & ADDRESS OF THE FIRM :	1) Name 2)Address 3)Telephone 4)E-mail 5)Mobile No 6)Fax No
2	Type of Firm a) Public Ltd., Co.? b) Pvt. Ltd., Co.? c) Partnership firm. d) Others	
3	NAME OF DIRECTORS / PARTNERS i. Director	1) Name 2)Address 3)Nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
	ii. Director	1) Name 2)Address 3)nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
	iii. Director	1) Name 2)Address 3)nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
4	Managing Director/ Partner:	1) Name 2)Address 3)nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
	Contact No.	
	Telephone No.:	
	Mobile No.:	
	Fax No.:	
	E-mail:	
5	Have you or any of the partners / Directors been involved as defendant in a criminal or civil suit (Excluding minor traffic violations etc.) : YES / NO	

Note: Kindly furnish the Copy of Registration certificate of firm

Signature and seal of Authorized person of the Applicant

6	INFRASTRUCTURE				
6.1	Existing showroom, workshop and warehouse facilities:				REMARKS
		SHOWROOM	WORKSHOP	WAREHOUSE	Supporting documents need to be furnished by applicant.
	1. Location:				
	2. Area:	Sq. Mtrs ____	Sq. Mtrs ____	Sq. Mtrs ____	
	1. Location:				
	2. Area:	Sq. Mtrs ____	Sq. Mtrs ____	Sq. Mtrs ____	

07. MANPOWER:

7.1. Organization chart: Please furnish the organization chart.

7.2 Details of man power:

Sl. No	Category	Number of persons		Remarks
		Directly employed	Under contract	
1	Skilled person(s)			Applicant should furnish a self-declaration on its Letter Head regarding manpower.
2	Semi-skilled person(s)			

08. Experience in handling similar projects:

- i. Liaison with Government departments for at least one project. **Please attach a copy of supporting documents.**

Signature and seal of Authorized person of the Applicant