



BEML LIMITED

**(A GOVERNMENT OF INDIA UNDERTAKING)
INTERNATIONAL BUSINESS DIVISION
BEML SOUDHA, 23/1, 4TH MAIN, S.R.NAGAR,
BANGALORE 560027 KARNATAKA, INDIA**

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

EOI REFERENCE NUMBER: BEML/EOI/CAMEROON/REPRESENTATIVE/2019

EOI DOCUMENT

THIS DOCUMENT CONTAINS : 8 PAGES

**DUE DATE FOR SUBMISSION HARD COPIES: 30TH DAY FROM THE DATE OF PUBLICATION IN CAMEROON
TRIBUNE**

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

CONTACT PERSON AND SCHEDULE

Contact Person: Deputy General Manager- International Business Division
BEML soudha, 23/1, 4th main, S.R.Nagar, 560027.
Phone: +91 80 22963229/22233350

E-mail id for correspondence: nwa@beml.co.in

Schedule of Events:

Sl. No	Particulars	Important Dates
1	Last date for receipt of queries/clarifications from Applicants.	15 th day from the date of Publication in Cameroon Tribune
2	Consolidated reply to applicants for all queries/clarifications by BEML Limited	17 th day from the date of Publication in Cameroon Tribune
3	Last date & time for receipt of response to Expression of Interest (EOI) at BEML Limited	30 th day from the date of Publication in Cameroon Tribune 16:00 HRS (IST)

All queries and replies will be available only on BEML website <http://www.bemlindia.in> by this date.

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 documents:

Response to the Expression of Interest (EOI) should be submitted in sealed cover by courier /post addressed to **Deputy General Manager (International Business Division), BEML SOUDHA, 23/1, 4TH MAIN, S.R.NAGAR, BANGALORE 560027 KARNATAKA, INDIA** so as to reach on or before by 16:00 HRS (IST) on **30th day from the date of Publication in Cameroon Tribune** and also Soft copy of application along with all supporting documents to be mailed to office@export.beml.co.in, sea@beml.co.in, nwa@beml.co.in so as to reach on or before by 16:00 HRS (IST) on **30th day from the date of Publication in Cameroon Tribune**.

Cover containing the response to Expression of Interest (EOI) shall be super-scribed with "Reference number **BEML/EOI/CAMEROON/REPRESENTATIVE/2019- NOTICE FOR INVITING EXPRESSION OF INTEREST FOR APPOINTING LOCAL REPRESENTATIVE IN CAMEROON TO PROVIDE AFTER SALES SERVICE FOR EQUIPMENT SUPPLIED TO MINISTRY OF ECONOMY, PLANNING AND REGIONAL DEVELOPMENT FOR CASSAVA FORM PROJECT**

Hard copy of application should bear the **seal and signature** of authorised person of the applicant.

**NOTICE FOR INVITING EXPRESSION OF INTEREST FOR APPOINTING 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. BEML Limited participated in the tender floated by Govt of Cameroon during April'19 for supply, commissioning and testing of BEML earth moving equipment. The details of equipment are as below.

Sl. No	Equipment	BEML MODEL	Description	Qty
1	Bull Dozer	BD155	324 HP Bulldozer fitted with Semi U blade and Multi shank Ripper.	13
			Optional attachments:	
			a) Tree pusher.	5
			b) Land Clearing rake.	13
			c) Land Clearing (Marine) chain with a pair of sliding hook	5
2	Bull Dozer	BD65-1	165 HP Bulldozer fitted with Semi U blade and Multi shank Ripper.	12
3	Motor Grader	BG605A	150 HP motor Grader	12
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	5
5	Hydraulic excavator	BE300LC	Tracked Excavator at least 170HP	10
			Optional attachments:	
			Rock Bucket for Excavator of at least 170HP	10
			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(90-100 HP)	10

As per the requirement of tender, 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 Project

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 Ebolwa
- (c) Applicant firm should have a minimum man power 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 man power 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 related to this tender.
- 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 man power at customer site to provide after sales service for 3 years.
- d) To provide local logistic, transport support and accommodation to BEML personnel deputed for providing after sales service for 3 years
- 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 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

GENERAL INSTRUCTIONS /TERMS AND CONDITIONS:

- a) Expression of Interest is to be submitted to "Deputy General Manager (International Business Division), BEML SOUDHA, 23/1, 4TH MAIN, S.R.NAGAR, BANGALORE 560027, KARNATAKA, 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) Last date for receipt of queries/clarifications from applicants is latest by **15th** day from date of Publication in Cameroon Tribune. The bidders are requested to seek clarifications, if any, through e-mail to nwa@beml.co.in addressed to Deputy General Manager (International Business Division).
- d) Consolidated reply to all queries/clarifications by BEML Limited will be issued latest by **17th** day of publication and replies will be available only on BEML website <https://www.bemlindia.in/viewtender.aspx>
- e) One set of original plus one set of copy of response to the Expression of Interest (EOI) in sealed cover are to be submitted by post to " Deputy General Manager (International Business Division), BEML SOUDHA, 23/1, 4TH MAIN, S.R.NAGAR, BANGALORE 560027, KARNATAKA, INDIA so as to reach on or before **30th** day from date of publication in Cameroon Tribune by 16:00 HRS (IST). The covers containing Expression of Interest (EOI) shall be super-scribed with reference number **BEML/EOI/CAMEROON/REPRESENTATIVE/2019** and the words **NOTICE FOR INVITING EXPRESSION OF INTEREST FOR APPOINTING LOCAL REPRESENTATIVE IN CAMEROON TO PROVIDE AFTER SALESSERVICE FOR BEML EQUIPMENT SUPPLIED TO MINISTRY OF ECONOMY,PLANNING AND REGIONAL DEVELOPMENT FOR CASSAVA FORM PROJECT**
- f) 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.
- g) 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.
- h) **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.**

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 document**

Signature and seal of Authorized person of the Applicant

SECTION - 5

SL.NO	PARTICULARS	MARKS
1	Firm registration in Cameroon	20
2	Workshop facilities for maintenance of of earth moving equipment mentioned at para1.2. Applicant should furnish a declaration on its Letter Head conveying confirmation to this Clause and providing workshop photos	20
3	Minimum man power of 10 persons for maintenance of of earth moving equipment mentioned at para1.2. Applicant should furnish a declaration on its Letter Head conveying confirmation to this Clause	20
4	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.	20
5	Annual financial report for the previous two years.	20
Sub Total		100