

**M/s. BEML LIMITED,
BEML SOUDHA,
23/1, 4th Main
SAMPANGIRAMA NAGAR,
BENGALURU - 560027**

**Notice for Inviting
Expression of Interest (Eoi)
for
Identifying Consultant for Defence Business**

Doc. No.: BEML/Defence Business/Eoi/2024/1013 Dtd: 26.08.2024

Reference No:	BEML/Defence Business/Eoi/2024/1013 dt 26.08.2024
Due closing date:	26.09.2024
Eoi response mail ID:	bemleoi@bemltd.in
Contact for Clarifications:	Name : Mr.GANESH GOVINDA RAJU MACHARLA Designation:SBU Head (HMV) E mail Id :mggraju@bemltd.in Mobile number :9972030011

Issued by

BEML LIMITED

(Schedule 'A' Company under Ministry of Defence, Govt. Of India)

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SECTION-1

Disclaimer

The information contained in this Expression of Interest (Eol) document provided to the Prospective Individual, by or on behalf of M/s BEML Ltd., or any of its executives or advisors, is provided to the Prospective Individual on the terms and conditions set out in this Eol document and all other terms and conditions subject to which such information is provided.

1. The purpose of this Eol document is to provide the Prospective Individual with information to assist the formulation of their proposal. This Eol document does not purport to contain all the information each Prospective Individual may require. This Eol document may not be appropriate for all persons, and it is not possible for BEML Ltd., its executives, or advisors to consider the business/investment objectives, financial situation and particular needs of each Prospective Individual who reads or uses this Eol document. Each Prospective Individual should conduct his own investigations and analysis and should check the accuracy, reliability, and completeness of the information in this Eol document and where necessary obtain independent advice from appropriate sources.
2. BEML Ltd., its executives and advisors make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the Eol document.
3. BEML Ltd., may, in its absolute discretion, but without being under any obligation to do so, modify, amend, or supplement the information in this Eol document.
4. The issue of this Eol does not imply that BEML Ltd., is bound to select and shortlist any or all the Prospective Individual. Even after selection of suitable Prospective Individual, BEML Ltd., is not bound to proceed ahead with the Prospective Individual and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever.
5. The Prospective Individual shall bear all costs associated with the preparation, technical discussion/presentation, and submission of response against this Eol. BEML Ltd., shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the Eol process.
6. Canvassing in any form by the Prospective Individual or by any other agency on their behalf shall lead to disqualification of their Eol.

7. Notwithstanding anything contained in this Eol, BEML Ltd., reserves the right to accept or reject any application and to annul the Eol process and reject all applications, at any time without any liability or any obligation for such acceptance, rejection or annulment and without assigning any reasons, thereof. In the event that BEML Ltd., rejects or annuls all the applications, it may at its discretion, invite all eligible Prospective Individual to submit fresh applications.
8. BEML Ltd., reserves the right to disqualify any applicant during or after completion of Eol process, if it is found there was a material misrepresentation by any such applicant or the applicant fails to provide within the specified time, supplemental information sought by BEML Ltd.,
9. BEML Ltd., reserves the right to verify all statements, information and documents submitted by the applicant in response to the Eol. Any such verification or lack of such verification by BEML Ltd., shall not relieve the applicant of his obligations or liabilities hereunder nor will it affect any rights of BEML Ltd.,

SECTION-2**Schedule of Eol process & contact details****A. Schedule of Eol process**

The schedule of activities during the Eol Process shall be as follows -

SI.No.	Description	Date
01	Issue of Eol Document	26.08.2024
02	Last date & Time of Submission of Eol response	26.09.2024
03	Response to Eol, e mail to bemleoi@bemltd.in	

B. Interested Individuals meeting essential eligibility criteria and important terms & conditions of Eol should submit their response vide a letter or email attaching their profile

C. Soft copy of the response may be sent to the email id: bemleoi@bemltd.in

SECTION-3

Expression of Interest (Eoi) Identifying Consultant for Defence Business

1. Introduction:

BEML Ltd. a 'schedule 'A' Company under Ministry of Defence, Govt. of India, plays a pivotal role and serves India's core sectors like Defence, Rail, Power, Mining and Infrastructure. Details of BEML Ltd are available at www.bemlindia.in

2. Objective of EOI

In order to meet customer requirements, BEML Limited is diversifying into various areas with thrust on exports and strengthening foreign collaborations. In this regard BEML intends to engage services of a consultant who is retired from the Level of Maj Gen or above from the Indian Army preferably from the Ordnance Corps

3. Scope of Work

- 3.1. Shortlisted Individual shall consult and advise BEML on the emerging opportunities in Defence sector in domestic and international markets.
- 3.2. This Individual should advise BEML on procedures of Defence Acquisitions.
- 3.3. The Individual should guide BEML on selection of products which BEML can enter and offer to customer.
- 3.4. The Individual to advise BEML on foreign collaboration for addressing needs of Indian Armed Forces and Friendly Foreign Countries
- 3.5. The individual to advise BEML on growing the sustenance business and improving spares parts supplies.
- 3.6. The Individual to advise BEML on Defence export promotion and coordinate with foreign customers for supply of BEML Products.
- 3.7. The Individual will be required to be present at BEML Office for a minimum of 2 working days per week for official purposes and should be available for consultation and advise as and when required by BEML.
- 3.8. Travel and meet various domestic and international stakeholders of business expansion.
- 3.9. Submit monthly progress report and action plan for meeting the business requirements.

4. Time Lines:

4.1 The Period of engagement will be for 1 years which may be further extendable to 2 more years.

5. Essential Eligibility Criteria

5.1 The applicant should be an Indian National Retired from Indian Army's at the Level of Minimum Major General or Above.

5.2 The applicant should have worked at Army HQ during the last 5 years of his service with the Indian Army at a minimum level of Additional Director General (ADG) and would have handled acquisition of Spares or services or equipment.

5.3 The applicant should be a Graduate with an MBA degree.

5.4 The applicant should have also undertaken Specialized sources on Defence and / or its related Defence Technologies

5.5 The Individual should have served a foreign Tenure during his service with the Indian Army.

6. Selection Criteria

Applicant Individual will be shortlisted based on sequential criteria as below

6.1. The Individual should be medically fit to perform the above duties.

6.2. First preference will be given to the Individuals retired from Ordnance Services

6.3. Interaction and Discussions will be held with the individual on dates and time notified by BEML and selected individual will be issued the services purchase order.

7. General Terms and Conditions

7.1. The individual will be required to submit a Non-Disclosure Agreement on a minimum Rs 200 stamp paper. (Format will be shared by BEML after shortlisting)

7.2. The individual will provide undertaking that He / She is not consulting any other organization which may interfere with the business of BEML resulting in any sort of conflict of interest when consulting for BEML

7.3. The Individual should undergo a medical test and submit a report to BEML (Format will be shared by BEML after shortlisting)

8.0 Note:

Submission of the EOI :

The Eoi shall be submitted **before 26.09.2024** through email only mentioning Eoi reference:
BEML/Defence Business/Eoi/2024/1013 in Subject to *bemleoi@bemltd.in*

Technical queries if any, may be forwarded to mggraju@bemltd.in &
narasimha.p@beml.co.in