

**Expression of Interest (EoI) for Long-term Partnership in area of Homeland Security****Objective**

BEML is seeking technology partnerships with MSME suppliers/Startup companies registered with NASSCOM or an equivalent recognized body proficient in the area of Homeland Security with the overarching objective of promoting 'Startups' and also entering into the business of Homeland Security.

**1. Background**

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](http://www.bemlindia.in)

**2. Overview of BEML Capabilities:**

BEML Limited, a Central Public Sector Enterprise 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.

**a. Defence & Aerospace**

BEML Ltd is engaged in the business of High Mobility vehicles for all terrain operations, Heavy Recovery Vehicles, Pontoon Bridge Systems, Crash Fire Tenders, Mobile Mast Vehicles, Engineering Mine Ploughs, Tank Transportation Trailers, Weapon Loading equipment, Armoured Recovery Vehicles, Mil-rail Coaches and Wagons, ground support vehicles and other products to the Indian and other Armed Forces.

**b. 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

**c. 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. 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. 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. BEML Ltd seeks partnership with established suppliers in the area of Homeland Security as per below Qualification criteria**

- a. The supplier / Startup should be a member of NASSCOM or an equivalent recognized body and recognized under 'Start up India' by Ministry of Commerce and Industry. (Supporting documents to be provided)
- b. The supplier / Startup should be registered as MSME for manufacturing as well as software services and should be an ISO 9001 and ISO 12207 certified company. (Supporting documents to be provided)
- c. The supplier should have been in operation for three years with an average annual turnover of Rs.1 Crore in last 2 years in the relevant field (Relevant documents duly certified to be submitted as proof)
- d. The Interested firms shall have to confirm their eligibility as per Govt. guidelines mentioned at Ministry of Finance notification: F. No.6/18/2019-PPD dated 23.07.2020 (An undertaking complying to this to be provided).

- e. The supplier should be capable to take up Maintenance and AMC services and Support the products supplied for at least 15 Years. (An undertaking complying to this to be provided)
- f. The company should have expertise and experience in security monitoring system, integrating security and surveillance devices for minimum 50 kms running length including Installation, Commissioning & Training to Indian Armed Forces, preferably for at least 2 projects in the relevant field at a minimum order value of Rs 50 lakh each and successfully completed. (Copy of Purchase Order to be submitted by the firm with following details)
  - a. Name of the Project
  - b. Date, Period
  - c. Time line for completion
  - d. Organisation
  - e. Location
  - f. Type of work/ project
  - g. Cost
  - h. Present Status of the project etc.
- g. The Firm / OEM should not have been 'BANNED' by any National or State government or PSU/ Government agency and should not be involved in any litigation encompassing corrupt or fraudulent practices by any of the government agencies in India as on the date of submission of EOI. (Firm has to submit the self-certified copy regarding above in their letter head)
- h. BEML reserves the right to modify/withdraw this EOI without assigning any reason.

**6. Shortlisted supplier should consider following also while submitting the response**

- a) The shortlisted supplier based on the eligibility criteria may be invited / video conference to make a presentation at a date, time and location notified by BEML, invitation will be given 5 days in advance. The purpose of the presentation would be to allow the supplier to present its solution / methodology, experience, capabilities, infrastructure, and other key points, if any.
- b) Prospective partner may be required to enter into a long-term Agreement and meet the expected delivery requirements and other Terms & Conditions of RFP / Tender to be issued by BEML, on cost basis.
- c) 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 and providing the required information and clarifications as required/sought by customer.

- d) If required, the prospective partner shall be required to provide the desired unit(s) / systems for Field Evaluation Trials in varying climatic altitude and terrain conditions in India free of cost and associate with BEML for conducting the Field Evaluation Trials conducted by various agencies.
- e) Prospective partner shall provide firm and irrevocable commitment to provide product support in terms of service, maintenance, materials and spares etc. for the period of support as per mutually executed projects.

Note:

The supplier shall fill & submit the responses to point number 5 & 6 to this EOI enclosed at **Annexure-1 & Annexure-2 respectively** with supporting document/certificate. Suppliers complying with all above criteria will be preferable.

**7. 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 Limited keeps the Indian Army and other defence forces abreast with state-of-the-art military equipment. The company manufactures variants for all terrain operations including Bridge Layer, Field Artillery Tractor, Medium & Heavy Recovery Vehicle, Pontoon Mainstream Bridge Systems, Crash Fire Tenders, Mobile Mast Vehicle, etc. BEML also supplies Engineering Mine Ploughs, Tank Transportation Trailers and Weapon Loading equipment, Armoured Recovery Vehicle, Mil-rail Coaches and Wagons. BEML plays a stellar role in the country's Integrated Guided Missile Development Project by supplying ground support vehicles.

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.

## 8. 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 **Eol reference CPC/VDS/JV/ HLS/MI/2020-21 dt October 22, 2020**) or email to **[homelands@beml.co.in](mailto:homelands@beml.co.in)** before **19<sup>th</sup> November 2020, Time : 14:00 Hrs**

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**Compliance to point no. 5 (Qualification criteria)**

Sl No	Parameter	Compliance
a.	The supplier / Startup should be a member of NASSCOM or an equivalent recognized body and recognized under 'Start up India' by Ministry of Commerce and Industry. (Supporting documents to be provided)	
b.	The supplier / Startup should be registered as MSME for manufacturing as well as software services and should be an ISO 9001 and ISO 12207 certified company. (Supporting documents to be provided)	
c.	The supplier should have been in operation for three years with an average annual turnover of Rs.1 Crore in last 2 years in the relevant field (Relevant documents duly certified to be submitted as proof)	
d.	The Interested firms shall have to confirm their eligibility as per Govt. guidelines mentioned at Ministry of Finance notification: F. No.6/18/2019-PPD dated 23.07.2020 (An undertaking complying to this to be provided).	
e.	The supplier should be capable to take up Maintenance and AMC services and Support the products supplied for at least 15 Years. (An undertaking complying to this to be provided)	
f.	<p>The company should have expertise and experience in security monitoring system, also in integrating security and surveillance devices for minimum 50 kms running length including Installation, Commissioning &amp; Training Indian Armed Forces, preferably for at least 2 projects in the relevant filed at a min order value of Rs 50 lakh each and successfully completed. (Copy of Purchase Order to be submitted by the firm with following details)</p> <ul style="list-style-type: none"> <li>a. Name of the Project</li> <li>b. Date, Period</li> <li>c. Time line for completion</li> <li>d. Organisation</li> <li>e. Location</li> <li>f. Type of work/ project</li> <li>g. Cost</li> </ul>	

## Compliance to point no. 5 (Qualification criteria)

SI No	Parameter	Compliance
	h. Present Status of the project etc.	
g.	The Firm / OEM should not have been 'BANNED' by any National or State government or PSU/ Government agency and should not be involved in any litigation encompassing corrupt or fraudulent practices by any of the government agencies in India as on the date of submission of EOI. (Firm has to submit the self-certified copy regarding above in their letter head)	
h.	BEML reserves the right to modify/withdraw this EOI without assigning any reason.	

**Compliance point no. 6 (Consideration points)**

SI No	Parameter	Compliance
a.	The shortlisted supplier based on the eligibility criteria may be invited / video conference to make a presentation at a date, time and location notified by BEML, invitation will be given 5 days in advance. The purpose of the presentation would be to allow the supplier to present its solution / methodology, experience, capabilities, infrastructure, and other key points, if any.	
b.	Prospective partner may be required to enter into a long-term Agreement and meet the expected delivery requirements and other Terms & Conditions of RFP / Tender to be issued by BEML, on cost basis.	
c.	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 and providing the required information and clarifications as required/sought by customer.	
d.	If required, the prospective partner shall be required to provide the desired unit(s) / systems for Field Evaluation Trials in varying climatic altitude and terrain conditions in India free of cost and associate with BEML for conducting the Field Evaluation Trials conducted by various agencies.	
e.	Prospective partner shall provide firm and irrevocable commitment to provide product support in terms of service, maintenance, materials and spares etc. for the period of support as per mutually executed projects	