

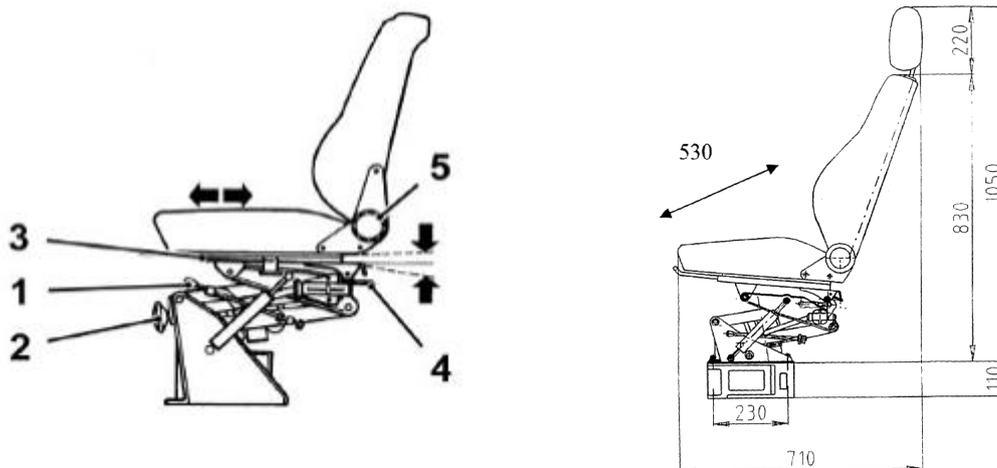
## 'Expression of Interest' for Development of Seats for BEML Heavy Duty Truck (HDT)

### 1. Objective:

BEML Limited is a Defence PSU under the Ministry of Defence (MoD), Govt. of India. BEML HDT vehicles are mainly used for General Service and special projects carrying super structures as per MOD requirement. As part of indigenous program, the development and production of Seats. In this regard, BEML intends to identify reputed developer and supply of seats and associate in integration and testing. Annual consumption of seats more than 600 numbers.

### 2. i) Driver & Co-Driver Seat:

The driver's seat, as shown in fig. below, is sprung pneumatically with 3 point seat belt; it should be of adjustable rigidity according to the driver's weight and be adjustable in all directions. Driver's seat should be bucket type capable of being adjusted in height as well as horizontally as per leg length of the driver, and with adjustable backrest & headrest. If the vehicle pneumatic system has insufficient pressure, the seat is lowered to lower position. After the air pressure increases to the operating value with the engine running, adjust the seat height with screw "1" of the control valve. By turning the screw to the left, the height is increased and vice versa. The seat springing rigidity is controlled by controller "2" depending on the driver's weight. By turning the controller to the right, the springing rigidity is increased and to the left decreased.





Co-Driver Seat

Driver Seat

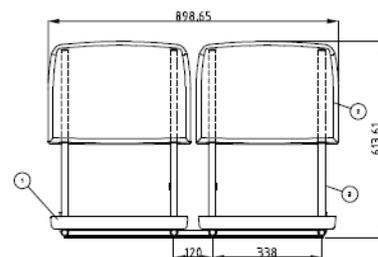
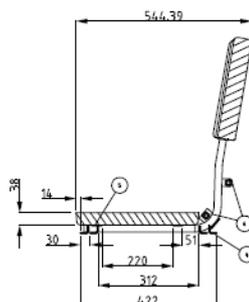
Fig 10: Seats

Longitudinal position of the seat is adjusted after depressing the control lever "3" down. Seat inclination can be adjusted into three positions by deflecting the lever "4" upwards. The seat backrest inclination can be adjusted by turning the rosette "5". The co-driver's seat is controlled similar to the driver's seat. Suitable seat covers like artificial leather covers to be provided for both the seats. Three point seat belts meeting CMVR norms need to be provided for both seats with retractor mounted / hinged on seat backrest frame suitably.

**ii) Emergency escape seat:**

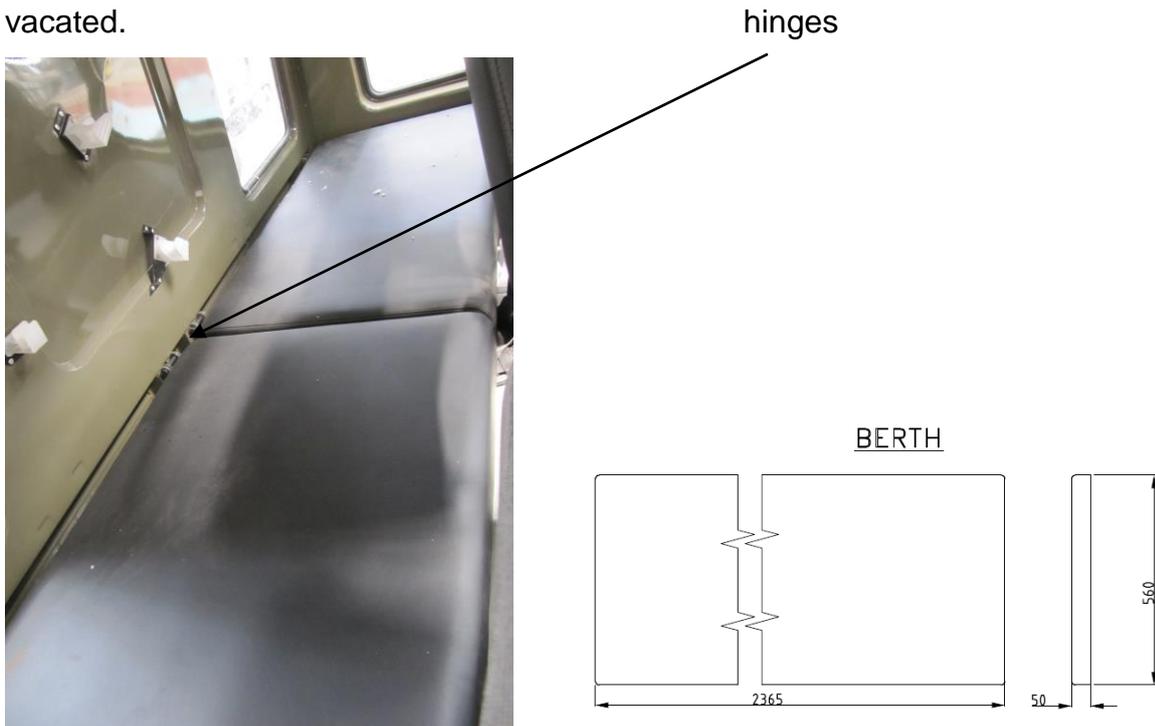
Between the driver and co-driver's seats, two seats are emergency seat for two persons and this seat is fitted with lap belts (2 point). During the driving the persons sitting on the emergency seat must be tied with safety belts and must not sleep.

The seat consisting of cushion,back rest,back rest support & belt brackets.



**iii) Berth:** In the rear part of the cabin there is a two-pieces couch. Under that the emergency couch in the transportation position is placed. Emergency couch may be hanged above the front seats.

The outfit proper of the crew is stowed on the two-pieces couch during the driving. In case of rest of one of the crewmembers, the outfit of one of the crew members stays on the couch and the outfit of the remaining crew members is to be stowed on the seat vacated.



## 2. Scope of work:

Based on the response from Interested Firms for this EOI, Separate RFQs will be floated to shortlist one capable firm for development of seats.

NDA and MoU will be signed with the final firm evaluated in the RFQ. BEML will issue drawing & specifications to the firm.

A. The seats development and Production is planned in three phases

- 1) Development stage: 5 set seats to be developed within 1 months of contract.
- 2) Pilot Production stage: 10 set seats to be produced based on feedback of prototypes within 1 months from prototype clearance.
- 3) Bulk Production stage: More than 600 numbers in the first year after pilot batch clearance by BEML/MoD.

B. The brief scope of work is,

- a. The firm has to offer the finished seat assembly for inspection and clearance by BEML.
- b. Supply the seats to BEML along with quality records for having complied for materials, processes and dimensions.
- c. Associate with BEML during integration, furnishing, internal trials and MoD performance evaluation trials.

C. Firm has to give seat test certificates along with belt.

### **3. Pre-Qualification Criteria:**

Interested firms shall fulfill the following criteria while submitting the EoI.

- i. Firm having more than 5 years of experience in design, development, and development of such seats
- ii. Firm with sound financial status – Consistently profit making for the past 3 years.
- iii. Firm should be certified for the latest Quality Management System.
- iv. EOI may be responded by individual firm or a consortium of firms represented by a lead member. In case of consortium, lead member shall respond to the EOI and will be responsible for the success of the program.
- v. The firm shall have the following basic and essential facilities to qualify to this EOI.
  - a) Latest CAD software & hardware for handling Design & Documentation
  - b) Capability to design and development of modular type seats.
  - c) Possess requisite for seat testing facilities as per CMVR.

### **4. Details of the firm to be provided with necessary supporting documents:**

- i. Company Registration certificate indicating name of the firm, year of establishment, incorporation details, Members of the Board, URL of the firm's website.
- ii. Name of the contact person, address, Telephone, Fax & email
- iii. Number of years of experience in design and development of seats.

- iv. Copy of the Supply Orders to brief the past and similar ongoing projects, if any.
- v. Details of IT infrastructure and certificates of quality management system of the firm.
- vi. Financial performance documents (Audited Balance sheets and Profit & Loss statements etc.) with details of turnover for last three (3) years
- vii. Details of Contract(s) or order(s) terminated before completion, if any
- viii. Details of any premature termination of job/supply order/contract for Min of Defence, India or any other Government / Quasi Government organization in India.
- ix. Value of largest two projects executed in last 5 years
- x. Capability to furnish Bank guarantees.
- xi. Details of important customers

**Note:** The responses from Firms/OEMs that are black listed/restricted by Government of India or its Agencies will not be considered.

#### 5. Submission of EOI:

In this context, Eoi in sealed cover, Providing manufacturing capability details, documents, similar existing product development details, covering letter and certificates (MSME,ISO etc) shall be submitted by interested reputed firms, superscribing “**Expression of Interest’ for development of seats**” on or before 14:00 hours of 16.09.2019, to

**DGM–Materials**  
**BEML Ltd., Palakkad Complex,**  
**Kinfra Wise Park,**  
**Menonpara Road,**  
**Kanjikode**  
**Palakkad-678 621**  
**Kerala,**  
**India.**

**Tel (Off): +91-0491-2568178**

**Email: pm@beml.co.in**

The last date for receipt of EOI at the above address will be as per the information published and will be opened on the same date at 1515 hrs.

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