

EXPRESSION OF INTEREST

FOR

JOINT WORKING WITH BEML

IN

DMRC TENDER 'MLRS1'

ISSUED BY

BEML LIMITED

RAIL & METRO DIVISION

BANGALORE COMPLEX

1) INTRODUCTION

This Expression of Interest (Eoi) seeks response from Original Equipment manufacturer (OEMs), who are interested to associate with BEML for participation in Tender 'MLRS1' for Design, Manufacture, Supply, Testing, Commissioning and Comprehensive maintenance upto Fifteen years of 29 nos. of standard gauge metrolite trains and complete depot for Kirti Nagar – Bamnoli village Metrolite project.

2) About BEML Limited:

- 2.1 BEML Limited (formerly Bharat Earth Movers Limited) was established in May 1964 as a Public Sector Undertaking for manufacture of Rail Coaches & Spare Parts and Mining Equipment at its Bangalore Complex. The Company has partially disinvested and presently Government of India owns 54 percent of total equity and rest 46 percent is held by Public, Financial Institutions, Foreign Institutional Investors, Banks and Employees. BEML Limited, a 'Miniratna-Category-1', plays a pivotal role and serves India's core sectors like Defence, Rail, Power, Mining and Infrastructure. The Company started with a modest turnover of Rs. 5 Cr during 1965 and thanks to its diverse business portfolio, the company has been able to achieve a turnover of more than Rs.3,500 Cr.
- 2.2 The Rail & Metro business of BEML Limited, was established to cater to the manufacturing needs of rolling stock in India. Starting 2002, BEML has successfully diversified into manufacturing of the state-of-the-art stainless steel Metro cars. BEML has been a pioneer in this area having supplied over 1600 metro cars till date. BEML's esteemed customers in metro segment include Delhi Metro, Bangalore Metro, Jaipur Metro and Kolkata Metro. Further, BEML secured the driverless metro car contract for the prestigious Mumbai Metro Line 2 & 7 project, which is presently under execution. Delhi Metro, the nation's most successful metro, is one of the major customers to BEML. More than 60% of the rolling stock run by Delhi Metro is supplied from BEML factory and about 75% of all metro cars supplied by BEML are serving in Delhi Metro.
- 2.3 In the Railway segment, since its inception, BEML has successfully rolled out varied range of products such as Rail Coaches, AC EMUs, DC EMUs, Stainless Steel EMUs, Rail Buses, 4 & 8 Wheeler OHE cars, Track Laying Equipments, Spoil Disposal Units, Utility Vehicle, BWTB Wagons, BFAT Wagons, BRSTN Wagons and BOMN Wagons. BEML Limited is the first rail coach-manufacturing unit in India to get ISO 9001 accreditation. The division is accredited with ISO9001-2015, ISO 14001-2015 & BS OHSAS 18001-2007 certifications. As of date over 18000 coaches have been supplied to Indian Railways. BEML truly epitomizes the "Make in India" initiative of the Government of India.
- 2.4 More details about the entire range of BEML's products and operations are available at <https://www.bemlindia.in/>

3) Metrolite System

- 3.1 Ministry of Housing and Urban Affairs (MoHUA), Government of India in coordination with various Indian Metro corporations has been actively involved in developing Light Rail Transit system suited for Indian conditions, named as “Metrolite” system. Metrolite system would act as feeder system to high capacity metros in Tier -1 cities and act as primary mode of rail transit in Tier - 2 cities and towns. More details on Metro lite system can be obtained from URL: <http://mohua.gov.in/>.
- 3.2 Owing to the wide spread urbanization, high population density and the necessity to decongest the passenger traffic, it is expected that Metrolite system would be of great demand in the days to come in India and substantial opportunities exist.

4) Scope of Cooperation

- 4.1 Through this EoI, BEML intends to select an applicant with whom, preferably, a consortium will be formed between the parties and joint bid can be submitted for DMRC tender ‘MLRS1’. The complete set of tender document along with latest addendums / corrigenda can be downloaded from the URL: <https://epocure.gov.in/eprocure/app>.
- 4.2 BEML shall act as the local partner to the selected applicant for the project. Actual scope split to be discussed and agreed.
- 4.3 Prior to bid submission, an agreement is envisaged to be signed between BEML and the selected applicant.
- 4.4 Interested OEMs are invited to submit their response to this EoI.

5) INFORMATION TO APPLICANTS

- 5.1 Reputed OEMs may submit the application on their letter head along with all the documents as prescribed in this EOI document.
- 5.2 Expression of Interest documents of the applicant are to be signed by Authorized Person with Proof of Authority to be enclosed. The same shall be sent through email / post / courier or handed over in person to the following addresses within 30th Apr 2020 @ IST 1500 Hrs:

Chief General Manager (Marketing),
BEML Limited,
New Thippasandra Post,
Bangalore-560075

Karnataka

INDIA

Tel: 08025244642 Mob: 9008659305 Email: ri@beml.co.in

- 5.3** The details submitted by the applicants shall be complete in all respects and BEML may seek clarifications / additional information as considered necessary. Such clarifications / additional information must be provided within 02 days of BEML request.
- 5.4** Any request for clarification on the EoI document may be submitted at the above address, within 07 days from date of issue of EoI.
- 5.5** Responses to EoI are to be submitted in English only. Supporting documents, as required, should also be in English language. In case of some documents are available in language other than English, the applicant shall necessarily provide duly authenticated translated version of the same in English.
- 5.6** All the pages of the EoI submission shall bear the sign and seal of the authorized signatory of the company.
- 5.7** BEML reserves the right to withdraw / cancel the EoI proceedings without assigning any reasons whatsoever.
- 5.8** **Evaluation Methodology:**
- A) The Bidders qualified in initial filter criteria at ANNEXURE - 3 shall only be considered for further evaluation as per ANNEXURE - 4.
- B) For conversion of foreign currency into Indian Rupee, the exchange rate as on the date of submission due of EoI as per <https://www.xe.com/> web site will be adopted.
- C) BEML shall approach the applicants for association in the descending order of the total points obtained in the Evaluation.
- D) Detailed discussions on techno-commercial matters and other terms & conditions shall be held with the shortlisted applicant.
- E) The applicants shall note that this EoI is primarily for addressing the DMRC tender 'MLRS1'; As such, any applicant who shall not satisfy the 'MLRS1' tender requirements shall be liable to be rejected.

5.9 Submission Checklist

S.No	Description of the document	Document Reference	Yes/No
1	Applicant's Company Profile	Annexure-1	
2	Brochures and Catalogues of company	Annexure -1 supporting document	
3	Financial Details	Annexure-2	
4	Audited annual reports of last 05 financial years	Annexure - 2 supporting document	
5	Initial Filter Criteria	Annexure-3 along with supporting documents	
6	Evaluation Criteria	Annexure-4 along with supporting documents	
7	Company Declaration	Annexure-5	
8	Proof of Authority Document	-	
9	Whether each page of the EoI submitted have been signed and sealed by authorized signatory of the company.	-	

*** End of Document ***

FINANCIAL DETAILS

(currency to be mentioned)

Sl No	Particulars	FY 1	FY 2	FY 3	FY 4	FY 5
1	Net Worth					
2	Turn Over					
3	Profit					

Notes:

- a) The financial year as applicable in the country of origin of the applicants would be considered. FY 1 will be the latest completed Audited Financial Year, preceding EoI publishing date. FY 2 shall be the year immediately preceding Year 1 and so on.
- b) The applicant shall attach copies of the Audited Annual Reports for the last 5 (five) financial years preceding the EOI publishing Date.

Sign & Seal of Authorized Signatory

SL.No	CRITERIA	Applicant Response (Yes / No)
5	For the trains mentioned at SI No. 1, Has the applicant performed the train integration as well as interface with other systems like signalling, telecom?	
6	Has the applicant has been debarred by Multilateral and bilateral funding agencies/Government of India/ Railway Administration /any state Government in India/ Central or State Government Undertaking as on the due date of submission of bid?	
7	Is the applicant willing to work to comply to the Indigenization / local content requirements as per DMRC tender 'MLRS1'?	
8	Is the applicant willing to transfer the technology to BEML for undertaking BEML scope of activities (to be finalized at later stage) for the project?	
9	Is the applicant compliant to the document submission requirements (including client certificates) laid out in DMRC tender 'MLRS1'?	
10	Is the applicant willing to work on price competitiveness for securing the contract?	

Note:

- 1) A "No" answer to any SL. No. 1, 2, 3, 4, 5, 7, 8, 9, 10 will disqualify the applicant.
Only one of 4 (a) or (b) shall be marked "Yes".
- 2) A "Yes" answer to any SL. No. 6 will disqualify the Applicant.

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Note: The applicant shall submit documentary evidence supporting its responses in this Annexure

EVALUATION OF EOI APPLICANTS FOR JOINT WORKING WITH BEML FOR METRO LITE TRAINS:

SL.No	Parameter	Unit of Measurement	Applicant Response	Evaluation Benchmark
1	Number of years of experience in design, Manufacture & supply of <i>LRT trains / Metro Lite trains similar to those proposed to be procured by DMRC vide Tender 'MLRS1'</i>	YEARS		WEIGHTAGE: 10 POINTS EXPERIENCE: LESS THAN 05 YEARS : 0 POINTS 05 ~ 10 YEARS : 2.5 POINTS 10 ~ 15 YEARS : 5 POINTS 15 ~ 20 YEARS : 7.5 POINTS GREATER THAN 20 YEARS : 10 POINTS
2	Number of <i>LRT trains / Metro Lite trains similar to those proposed to be procured by DMRC vide Tender 'MLRS1'</i> designed, manufactured and supplied by the applicant with in the country of origin in the past 10 years starting 01 January 2010	No.		WEIGHTAGE: 10 POINTS QUANTITY: LESS THAN 25 TRAINS : 0 POINTS 25 ~ 50 TRAINS : 2.5 POINTS 50 ~ 75 TRAINS : 5 POINTS 75 ~ 100 TRAINS : 7.5 POINTS GREATER THAN 100 TRAINS : 10 POINTS
3	Number of contracts executed for design, manufacture and supply of <i>LRT trains / Metro Lite trains similar to those proposed to be procured by DMRC vide Tender 'MLRS1'</i> by the applicant with in the country of origin in the past 10 years starting 01 January 2010	No.		WEIGHTAGE: 10 POINTS LESS THAN 03 CONTRACTS : 0 POINTS 03 ~ 06 CONTRACTS : 2.5 POINTS 06 ~ 09 CONTRACTS : 5 POINTS 09 ~ 12 CONTRACTS : 7.5 POINTS GREATER THAN 12 CONTRACTS : 10 POINTS

SL.No	Parameter	Unit of Measurement	Applicant Response	Evaluation Benchmark
4	Number of <i>LRT trains / Metro Lite trains similar to those proposed to be procured by DMRC vide Tender 'MLRS1'</i> designed, manufactured and supplied by the applicant outside the country of origin in the past 10 years starting 01 January 2010	No.		WEIGHTAGE: 10 POINTS QUANTITY: LESS THAN 25 TRAINS : 0 POINTS 25 ~ 50 TRAINS : 2.5 POINTS 50 ~ 75 TRAINS : 5 POINTS 75 ~ 100 TRAINS : 7.5 POINTS GREATER THAN 100 TRAINS : 10 POINTS
5	Number of contracts executed for design, manufacture and supply of <i>LRT trains / Metro Lite trains similar to those proposed to be procured by DMRC vide Tender 'MLRS1'</i> by the applicant outside the country of origin in the past 10 years starting 01 January 2010	No.		WEIGHTAGE: 10 POINTS LESS THAN 03 CONTRACTS : 0 POINTS 03 ~ 06 CONTRACTS : 2.5 POINTS 06 ~ 09 CONTRACTS : 5 POINTS 09 ~ 12 CONTRACTS : 7.5 POINTS GREATER THAN 12 CONTRACTS : 10 POINTS
6	Number of countries to which <i>LRT trains / Metro Lite trains similar to those proposed to be procured by DMRC vide Tender 'MLRS1'</i> were exported by the applicant in the past 10 years starting 01 January 2010	No.		WEIGHTAGE: 10 POINTS NIL : 0 POINTS 01 COUNTRY : 2 POINTS 02 COUNTRIES : 4 POINTS 03 COUNTRIES: 6 POINTS 04 COUNTRIES : 8 POINTS 05 COUNTRIES : 10 POINTS
7	Average annual turnover during the last five financial years (adjusted to last date of the financial year that ended on or before 31.03.2019, by assuming 5% escalation for Indian Rupee and 2% for foreign currency per year)	Mention currency & Amount		WEIGHTAGE: 10 POINTS LESS THAN RUPEES 2201 MILLION : 0 POINTS 2201 ~ 5000 MILLION : 2.5 POINTS 5000 ~ 8000 MILLION : 5 POINTS 8000 ~ 11000 MILLION : 7.5 POINTS GREATER THAN 11000 MILLION : 10 POINTS

SL.No	Parameter	Unit of Measurement	Applicant Response	Evaluation Benchmark
8	Number of years for which Net Worth of the applicant (to be obtained from audited Balance Sheet) is 'positive' in the audited statement in last 5 financial years.	YEARS		WEIGHTAGE: 10 POINTS LESS THAN 03 YEARS : 0 POINTS 03 YEARS : 3.33 POINTS 04 YEARS : 6.66 POINTS 05 YEARS : 10 POINTS
9	Number of years for which the applicant is Profitable in the last five (5) financial years.	YEARS		WEIGHTAGE: 10 POINTS NIL YEARS : 0 POINTS 01 YEAR : 2 POINTS 02 YEARS : 4 POINTS 03 YEARS : 6 POINTS 04 YEARS : 8 POINTS 05 YEARS : 10 POINTS
10	Number of litigations / arbitrations in which the applicant is involved with the customers in the past 05 years starting 01 January 2015	No.		WEIGHTAGE: 10 POINTS UP TO 01 : 10 POINTS 02 : 7.5 POINTS 03 : 5 POINTS 04: 2.5 POINTS 5 AND ABOVE : 0 POINTS

Sign & Seal of Authorized Signatory

Note: The applicant shall submit documentary evidence supporting its responses in this Annexure

COMPANY UNDERTAKING

Dated: _____

This is to confirm that to the best of our knowledge and belief that the information furnished in our Expression of Interest documents submitted to BEML Limited correctly describes the credentials and experience of our Company and individuals. We understand that any misrepresentation in the documents submitted may lead to our disqualification for associating with BEML Limited in future.

2. We hereby declare that we have fully and carefully read and understood all the contents of the documents of the BEML EoI

3. We hereby undertake that the Company has not been debarred / blacklisted by Multilateral and bilateral funding agencies/Government of India / Railway Administration / any state Government in India / Central or State Government Undertaking as on date.

4. We hereby declare that the number of arbitration cases pending against the company at the time of submitting this EoI is _____.

5. We declare that presently we do not have any Joint Venture Arrangement or Memorandum of Understanding with any Company for LRT trains to Indian market.

6. We agree that, if any false/misleading information was found to be furnished in the EoI documents submitted by us, BEML reserves the right to undertake any actions as per the procedure.

7. We agree that, we shall furnish documentary support to enable BEML verify the details and data provided in our EoI submission. Any such verification or lack of verification by BEML of our submission shall not relieve us of our obligations or liabilities laid out as per this EoI.

8. We agree that the data/commitment provided in the EoI documents by us, is completely binding on our company and may be made part/elaborated in future agreements to entered between our company and BEML.

Sign & Seal of Authorized Signatory