

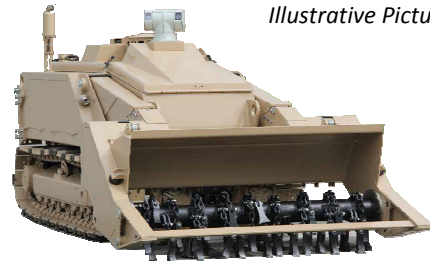
EOI Ref: GAT/ROTDE/EOI/2020/1002 Date: 13.01.2020

Expression of Interest for collaboration with BEML Limited for co-production and Supply of REMOTE-CONTROLLED TRACKED DEMINING EQUIPMENT (ROTDE) to Indian MoD.

A. Introduction:

- 1) BEML Limited is a leading multi-technology and multi-location Mini-Ratna category-I company under the Ministry of Defence offering high quality products for diverse sectors of economy such as Defence, coal, mining, steel, cement, power, irrigation, construction, road building, metro & railways and aviation. BEML Limited keeps the Indian Army and other defence forces abreast with state-of-the-art military equipment. The company manufactures variants of BEML Tatra vehicle 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, 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. It has emerged as the forerunner of heavy engineering industry with a track record of growth and revenues for over six decades. For further details please visit our website www.bemlindia.in

- 2) The Ministry of Defence (MoD) India has plans to acquire Remote Controlled Tracked Demining Equipment (ROTDE) to accomplish its various missions. These acquisitions are for the use by various defence services.



Illustrative Picture

B. Objectives of the Eoi:

To identify potential OEM with whom collaboration can be established for development of a customized Indian Variant in BEML, meeting end customer's requirement. Participate in Users trials when demanded on No Cost No Commitment (NC-NC) basis. Market the product, Productise and provide Warranty, training and after sales support

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C. Scope of the collaboration:

- 1) Development of a vehicle through technical assistance of OEM by localizing to the maximum extent
- 2) BEML will front end all the tenders in India and export market for the Indian variant product with Techno-commercial assistance of the OEM
- 3) Participation in User trials
- 4) Provide spares & maintenance, training, warranty and other support services for the product till the service life.

Note: The configuration details of OEM's product vis-à-vis desired specification shall be provided as per [Annexure-1](#).

D. Eligibility Criteria for responding to this EOI:

The following are the mandatory conditions to be fulfilled by the OEM for responding to the EOI.

- 1) Should be a registered OEM with global reputation not placed on the restricted list for arms import by Indian MoD. Dealers/distributors/agents/representatives need not respond to this EOI.
- 2) The OEM should have demonstrated / supplied the ROTDE equipment to its own country's military or other reputed countries military and should have been accepted / in-service .
- 3) Should have demonstrable experience of more than 5 years in developing/customizing Armoured Vehicles for military applications.
- 4) The OEM shall be willing to customize their proposed ROTDE equipment in BEML's plant in India meeting Customer requirement
- 5) The OEM shall be interested to localise the product to offer a very competitive price
- 6) The OEM should be able to get the export clearance from its government for local production in BEML and supply of the equipment to Indian Customers.
- 7) The OEM shall note that Indian Customer will be acquiring this equipment only through a competitive tender process. One equipment has to be offered to the Indian

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Customer for trial testing on No-Cost-No-Commitment (NC-NC) basis to prove the product in Indian Conditions. The firm shall be agreeable to offer one equipment with indigenous content (as per Tender conditions) along with BEML.

- 8) BEML will have the exclusivity to market the product in India for military / Para Military and others customers and export on mutual consent for exports to friendly neighbouring countries.
- 9) The OEM shall be willing for co-branding / local branding of the product.

The OEM shall fill & submit the Eligibility Criteria while responding to this EOI enclosed at [Annexure-2](#) with supporting document/certificate.

E. Presentations on proposed Solution/ Methodology

The OEMs shortlisted based on the eligibility criteria may be invited / video conference to make a presentation at a date, time and location notified by BEML. The purpose of the presentation would be to allow the OEM to present its solution/ methodology, experience, capabilities, infrastructure, and other key points, if any.

F. Submission of the EOI

The EOI response on company's letter head along with above described Annexures, brochures and certificates, shall be submitted in a sealed cover on or before **14:00 hours of 10.02.2020**. The sealed cover should be sent to the following address superscribing the EOI reference and closing date to the following address.

General Manager –Corporate Materials

BEML Limited, Room No.-2, BEML Soudha,

23/1, 4th main, S R Nagar, Bangalore-560 027, Karnataka, India.

Tel (Off): +91-80-22963179, Email: gmcm@beml.co.in

For any technical clarifications, please contact the following official:

Name : Lingaraj VV

Designation : DGM (PMG)

Email : defpmg@beml.co.in

Contact No : 080-22963506

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## *Annexure-1*

| <b>Sl. No.</b> | <b>Technical Parameter</b>                                                                                                                                                                                                                         | <b>OEM product specification</b> |
|----------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|
| 1.             | The vehicle shall be able to operate in the role of Explosive Ordnance Disposal (EOD) and meet the following mandatory technical specifications.                                                                                                   |                                  |
| 2.             | It shall be able to clear all types of anti-personnel (AP) munitions and unexploded ordnance (UXO).                                                                                                                                                |                                  |
| 3.             | The vehicle shall be equipped with a hardened steel flail attachment tool attached with several hammers at the end to perform mine clearance.                                                                                                      |                                  |
| 4.             | It shall be light tracked, remote-controlled clearance system which can clear all types of anti-personnel (AP) mines and unexploded ordnance (UXO) like bomblets of cluster bombs.                                                                 |                                  |
| 5.             | The Armoured plate of the machine shall be able to withstand the blast and fragmentation effects of the UXO having minimum of 15 Kg of Net explosive contents (NEC) in the UXO. It shall also withstand explosions underneath the vehicle, if any. |                                  |
| 6.             | Provision for fitment of additional attachments such as a tiller, roller, gripper and blade for a wide range of operations.                                                                                                                        |                                  |
| 6.1            | Tiller shall be capable of clearing buried mine clearance (laid upto depth of 320 mm)                                                                                                                                                              |                                  |
| 6.2            | Tiller shall be capable of operation in little or no vegetation                                                                                                                                                                                    |                                  |
| 6.3            | Roller tool shall be capable for field control or mine clearance purposes.                                                                                                                                                                         |                                  |
| 6.4            | Gripper tool shall be capable of lifting and moving dangerous objects and other obstacles in the field.                                                                                                                                            |                                  |

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| <b>Sl. No.</b> | <b>Technical Parameter</b>                                                                                                                                        | <b>OEM product specification</b> |
|----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|
| 7.             | The body structure shall be made of armour plating of adequate thickness. The engine and other key components of the vehicle shall be protected by armour plates. |                                  |
| 8.             | The impact hammers constructed of steel can resist mine blasts.                                                                                                   |                                  |
| 9.             | The machine shall be able to use its hydraulic arms to perform self-recovery from a ditch or crater.                                                              |                                  |
| 10.            | The system shall be easily transported by a truck/container available in Indian Air force / Army inventory or in a transport aircraft / helicopter.               |                                  |
| 11.            | Rough Order of Magnitude (ROM) cost of the Product                                                                                                                | In USD                           |

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## *Annexure-2*

### **Compliance for Eligibility Criteria**

| <b>Sl No</b> | <b>Eligibility Criteria</b>                                                                                                                                                                                                                                                                                                                                                                           | <b>OEM response with supporting document / Certificates</b> |
|--------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------|
| 1            | Should be a registered OEM with global reputation not placed on the restricted list by Indian MoD. Dealers/ distributors/ agents/ representatives need not respond to this Eoi.                                                                                                                                                                                                                       |                                                             |
| 2            | The OEM should have demonstrated / supplied the ROTDE equipment to its own country's military or other reputed countries military and should have been accepted / in-service.                                                                                                                                                                                                                         |                                                             |
| 3            | Should have experience of more than 5 years in developing/ customizing Armoured Vehicles for military applications.                                                                                                                                                                                                                                                                                   |                                                             |
| 4            | The OEM shall be willing to customize their proposed TSTC equipment in BEML's plant in India meeting Customer requirement                                                                                                                                                                                                                                                                             |                                                             |
| 5            | The OEM shall be interested to localise the product to offer a very competitive price                                                                                                                                                                                                                                                                                                                 |                                                             |
| 6            | The OEM should be able to get the export clearance from its government for local production in BEML and supply of the equipment to Indian Customers.                                                                                                                                                                                                                                                  |                                                             |
| 7            | The OEM shall note that Indian Customer will be acquiring this equipment only through a competitive tender process. One equipment has to be offered to the Indian Customer for trial testing on No-Cost-No-Commitment (NC-NC) basis to prove the product in Indian Conditions. The firm shall be agreeable to offer one equipment with indigenous content (as per Tender conditions) along with BEML. |                                                             |
| 8            | BEML will have the exclusivity to market the product in India for military / Para Military and others customers and export on mutual                                                                                                                                                                                                                                                                  |                                                             |

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## *Annexure-2*

### **Compliance for Eligibility Criteria**

| <b>SI No</b> | <b>Eligibility Criteria</b>                                                                                                                                                                                                                                                                                                                                                              | <b>OEM response with supporting document / Certificates</b> |
|--------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------|
|              | consent for exports to friendly neighbouring countries.                                                                                                                                                                                                                                                                                                                                  |                                                             |
| 9            | The OEM shall be willing for co-branding / local branding of the product.                                                                                                                                                                                                                                                                                                                |                                                             |
| 10           | Brief description on company profile covering below aspects with supporting documents:<br><ol style="list-style-type: none"><li>1. Products profile.</li><li>2. Annual turnover of the company in the last 3 years.</li><li>3. Board of directors.</li><li>4. Head Quarters.</li><li>5. Subsidiaries / JVs in India</li><li>6. Contact details of the Single Point of Contact.</li></ol> |                                                             |