

TWO SECTION TRACK CARRIER (TSTC)

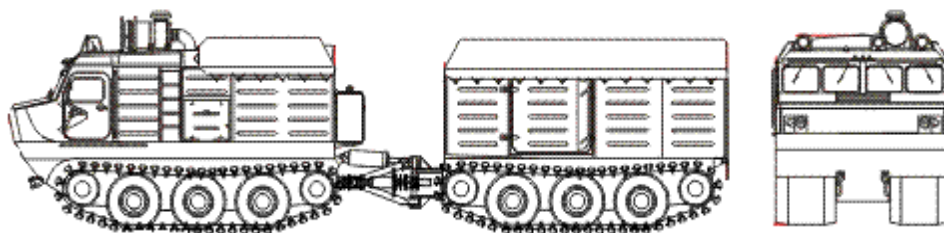


EOI Ref: GAT/TSTC/EOI/2020/1001 Date: 13.01.2020

Expression of Interest for collaboration with BEML Limited for co-production and Supply of TWO SECTION TRACK CARRIER (TSTC) 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 Indian Army is planning to procure Two Section Track Carrier (TSTC) to accomplish its various missions. These acquisitions are for the use by various defence services.



Illustrative Image

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

C. Scope of the collaboration

- a) Development of a vehicle through technical assistance of OEM by localizing to the maximum extent
- b) BEML will front end all the tenders in India and export market for the Indian variant product with Techno-commercial assistance of the OEM
- c) Participation in User trials
- d) 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:

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

- a. 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.
- b. The OEM should have demonstrated / supplied the TSTC equipment to its own country's military or other reputed countries military and should have been accepted / in-service.
- c. Should have experience of more than 5 years in developing/customizing Armoured Vehicles for military applications.
- d. The OEM shall be willing to customize their proposed TSTC equipment in BEML's plant in India meeting Customer requirement
- e. The OEM shall be interested to localise the product to offer a very competitive price
- f. 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.

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- g. 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.
- h. 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.
- i. 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 super scribing 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: gmc@beml.co.in

For any technical clarifications, please contact the following official:

Name : Lingaraj VV

Designation : DGM (PMG)

Email : dfp@beml.co.in

Contact No : 080-22963506

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## TWO SECTION TRACK CARRIER (TSTC)



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### Annexure-1

| Sl. No. | Technical parameter                                                                                                                                                                                                         | OEM product specification |
|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|
| 1       | Role: To carry personnel, equipment and military hardware in the most challenging road and climate conditions, without prior reconnaissance and route reinforcement, as well as for mounting weapons and military hardware. |                           |
| 2       | TSTC shall be a twin body, tracked, amphibious vehicle with automatic transmission.                                                                                                                                         |                           |
| 3       | Armament: Vehicle shall have provision for equipping with a wide range of weapon system such as surface-to-air missile systems, multiple launch rocket systems, tube artillery.                                             |                           |
| 4       | Payload capability of minimum 3 tonne                                                                                                                                                                                       |                           |
| 5       | Crew Cabin: up to 10 people equipped with autonomous HVAC system, inbuilt armour protection of minimum standard STANAG 4569 Level 1 (KE threat).                                                                            |                           |
| 6       | Power pack capacity: around 250 hp with automatic transmission                                                                                                                                                              |                           |
| 7       | Transmission: Transmission with suitable torque converter for providing smooth control of torque depending on the running resistance.                                                                                       |                           |
| 8       | Tracks: Suitable tracks to develop low ground pressure (less than specific ground pressure of a person), facilitating easily travel on soils with low bearing capacity.                                                     |                           |
| 9       | Suspension: Independent, torsion-bar type with spring supports on all road wheels                                                                                                                                           |                           |
| 10      | Gradient: Able to negotiate 30 deg with full payload, Able to negotiate side slope 16 deg with full payload                                                                                                                 |                           |
| 11      | Negotiate Vertical step height up to 0.5m with full payload                                                                                                                                                                 |                           |
| 12      | Capability of fording across a water body of depth not more than 1m and speed of water current not exceeding 2 knots with full payload.                                                                                     |                           |
| 13      | Capability of floatation over a water body with speed of water current not exceeding 2 knots with full payload.                                                                                                             |                           |
| 14      | Capability to operate at Altitude up to 18000 ft with full payload                                                                                                                                                          |                           |
| 15      | Operating Range: Not less than 300 Km with full payload in cross-country terrain                                                                                                                                            |                           |
| 16      | Inbuilt self-recovery capability with full payload                                                                                                                                                                          |                           |
| 17      | Trench crossing: up to 1.5 m                                                                                                                                                                                                |                           |

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| Sl. No. | Technical parameter                                                                                                                       | OEM product specification |
|---------|-------------------------------------------------------------------------------------------------------------------------------------------|---------------------------|
| 18      | Minimum Turning radius around 8 m                                                                                                         |                           |
| 19      | Operating Speeds on any terrain: up to 30 Kmph moving cross country on hard soil terrain on a near horizontal gradient with full payload. |                           |
| 20      | Operating temperature of -15 deg C to +45 deg C                                                                                           |                           |
| 21      | Floatation speed: up to 5kmph                                                                                                             |                           |
| 22      | Provision for mounting desired accessories: load-lifting, excavating, drilling and other equipment.                                       |                           |
| 23      | Service Life of equipment                                                                                                                 |                           |
| 24      | Rough Order of Magnitude (ROM) cost of the Product                                                                                        | In USD                    |

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### Annexure-2

#### Compliance for Eligibility Criteria

| SI No | Eligibility Criteria                                                                                                                                                                                                                                                                                                                                                                                  | OEM response with supporting document / Certificates |
|-------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|
| 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 TSTC 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>Sl 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> |                                                             |