

**INVITATION FOR EXPRESSION OF INTEREST (EOI)**  
**FOR**  
**ERECTION OF TELECOM TOWER FROM INTERESTED**  
**TELECOM COMPANIES**

**EOI Ref : CP/TELECOM-TOWER/2019-20**

**EOI to be submitted to:**

**General Manager –Corporate Materials**  
**BEML Soudha,**  
**23/1, 4<sup>th</sup> main, S R Nagar,**  
**Bangalore-560 027**  
**Karnataka,**  
**India.**  
**Tel (Off): +91-80-22963179**  
**Email: gmcm@beml.co.in**

***Eoi Closing date: 13/12/2019 Time: 2.00 PM***

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**SECTION-I**

<p><b><u>BEML LIMITED</u></b></p> <p><b>A Govt. of India Miniratna Category-I Company under Ministry of Defence</b>  <b>BEML Soudha, No 23/1, 4<sup>th</sup> Main, S.R. Nagar, Bengaluru 560027</b></p>		
<p>Ref. <b><u>CP/TELECOM-TOWER/2019-20</u></b>  Date: <b>08/11/2019</b></p>		
<p><b><u>EXPRESSION OF INTEREST FOR INSTALLATION OF TELECOM TOWER</u></b></p> <p>BEML Limited, hereby invites sealed Expression of Interest from eligible telecom firms for erection of telecom tower for the purpose of best communication services in its Manufacturing Divisions</p>		
<p>The important details are as follows :</p>		
<b>Date of Start of issue of <i>EoI</i> Documents</b>	:	08/11/2019
<b>Last Date/Time for Submission of Sealed <i>Eols</i></b>	:	13/12/2019, Time: 2.00 PM
<b>Date of Opening of <i>Eols</i></b>	:	13/12/2019, Time: 3.00 PM
<b>Address for Submission of Expression of Interest (Eol)</b>	:	<p>General Manager (Materials)  BEML Limited  'BEML Soudha', 23/1, 4th Main,  S R Nagar, Bangalore-560 027,  KARNATAKA  Telephone : 080-22963179  email : <a href="mailto:gmcm@beml.co.in">gmcm@beml.co.in</a>,  office@cpc.beml.co.in</p>
		<p>Sd/-  Head (Administrative Officer)  email :</p>

**SECTION-II****INTRODUCTION AND SCOPE OF THE WORK****A. Brief about BEML and Objective of EoI :**

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. It has emerged as the forerunner of heavy engineering industry with a track record of growth and revenues for over four decades. With a commitment to market driven R&D, we request you to please visit our website [www.bemlindia.in](http://www.bemlindia.in) for more details on BEML limited.
2. BEML Limited has manufacturing divisions at Bengaluru, Mysore, Kolar Gold Field and Pallakkad. It is proposed to have Mobile Tower installed in these complexes to cover the area for improving the telecommunication. Objective of this EOI is to identify potential Infrastructure providers who will be able to set up Mobile Tower (shared infrastructure) to improve mobile coverage in the divisions and finalise the requirements.

**B. Brief Scope of Work:**

For the execution of each and every listed activity, the selected telecom company (Infrastructure provider) shall constitute the Second Party, while the BEML Limited shall constitute the First Party. The selected telecom company shall have to abide by the provisions of BEML Limited along with other relevant Govt. Laws and Rules & Regulations applicable in vogue.

The expenditure for installation of Communication Towers should be incurred by the Infrastructure Provider (IP-I) / Access Service Licensees. He shall be responsible for repair, maintenance and general up keep of the tower at his own cost.

The installation of Communication Towers shall initially to be done in the presence of the staff deputed by BEML and it should in no way damage any premises/land/structure/public utilities and will not be detrimental to the safety of life/property/traffic. In case of any damage to such utilities of BEML, the infrastructure provider shall rectify the same at their own cost to the satisfaction of BEML Limited.

The Infrastructure Provider (IP-I) / Access Service Licensees shall also be responsible for the safety of tower & his staff. The security, maintenance and upkeep of the tower & land including clearing / cleaning shall be the responsibility of the Infrastructure Provider (IP-I) / Access Service Licensees.

He will be responsible for installation/providing adequate fire safety equipment's, Proper earthing of the installation, lightning protection etc.

Photography by the Infrastructure Provider (IP-I)/ Access Service Licensees or their employees of vulnerable areas, points and Defence installation in BEML will be strictly prohibited. They will abide by all security instructions of BEML as may be issued to them from time to time.

Sketch / map of the cell towers proposed locations should be provided to BEML for security checks and finalising location, specifications for further tendering.

Tenure of contract will be initially for 3 years from the date of signing the Agreement, extendable upto 5 years. License fee will be charged for the land from the date of installation.

### **C. EoI-Evaluation Criteria:**

#### **Following documents to be provided:**

- I. The Infrastructure provider should be registered with the Department of Tele-communication, Govt. of India and furnish self-certified copy of valid registration certificate issued by DoT as documentary evidence in support of its registration.
  - **Registration certificate to be provided**
  
- II. The applicant Company must have experience of setting up of a minimum 3 similar work (Erection of mobile tower) during last 3 years in any Govt./Private sector premises. The Company shall furnish documentary evidence in support of the experience in the form of Award of Contract & Performance Certificate from the company for which it has installed the Tower.
  - **Award of contract to be provided**
  - **Performance certificate to be provided**

Based on the above documents evaluation of EoI will be carried out along with filled Form EoI 1 to 6 documents.

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**SECTION-III****INSTRUCTIONS TO TELECOM COMPANY / APPLICANT****1. Clarification and Amendment of Eol Documents:**

At any time before the submission of **Expression of Interest (Eol)**, the BEML Limited may amend this Eol Document by issuing an addendum in writing or by standard electronic means. Following contact person may be contacted for clarifications if any ten days prior to EOI opening date.

Name : Belle Ashok Kumar, General Manager, Corporate Planning, BEML Ltd.

Address : `BEML Soudha', 23/1, 4<sup>th</sup> Main Road, SR Nagar, Bangalore-560027

Contact # : 080-22963145 (Ph) / 080-22963276 (Fax) / email : office@cpd.beml.co.in

**2. The Telecom Company is required to visit the site and submit their suggested plan for improving the mobile connectivity in the manufacturing divisions along with EOI. The contact persons in the divisions are as follows:**

**Bangalore Complex** : New Thippasandra, Bangalore-560 075

Contact Person : Shri. D. Neelamegan, DGM, Maintenance Dept.

Contact Number : 09731399711 / 080-25022766

email ID : [rs@beml.co.in](mailto:rs@beml.co.in)

**KGF Complex** : EM Division, BEML Nagar, Kolar Gold Fields-563 115

Contact Person : Shri. A. Nehru Babu, DGM, Maintenance Dept.

Contact Number : 09740956235 / 08153-279901

email ID : [es@beml.co.in](mailto:es@beml.co.in)

**Mysore Complex** : Belvadi Post, Mysore-570 018

Contact Person : Shri. B. Hanumanthu, DGM, Maintenance Dept.

Contact Number : 09731561711 / 0821-2402632

email ID : [ts@beml.co.in](mailto:ts@beml.co.in)

**Palakkad Complex** : KINFRA Park, Menon Para Road, Kanjikode East, Palakkad-678 621

Contact Person : Sri. S. Meghavannan, DGM, Maintenance Dept.

Contact Number : 09496001521 / 0491-2567868

email ID : [ps@beml.co.in](mailto:ps@beml.co.in) / [p@beml.co.in](mailto:p@beml.co.in)

**3. Preparation of Expression of Interest (Eol) :**

- 4.1 In preparing their **Expression of Interest (Eol)**, Telecom Company are expected to examine in detail the documents comprising the **Expression of Interest (Eol)** Document. Material deficiencies in providing the information requested may result in rejection of an **Expression of Interest (Eol)**.

4.2 Depending on the nature of the Work, Telecom Company are required to submit an **Expression of Interest (Eol)** in forms provided in Section-IV. The Checklist in Section-IV is provided for convenience. **Submission of wrong type of Expression of Interest (Eol) will result in the same being deemed non-responsive.** Form Eol-1 in Section-IV is a sample letter of **Expression of Interest (Eol)** which shall be duly submitted along with other documents.

4.3 The Validity period of **Expression of Interest (Eol)** to be submitted by the prospective Telecom Company must remain **valid** for **minimum 90 days** after the opening date.

**5. Submission, Receipt, and Opening of Expression of Interest (Eol):**

5.1 The original **Expression of Interest (Eol)** shall contain no interlineations or overwriting, except as necessary to correct errors made by the Telecom Company themselves. The person who signed the **Expression of Interest (Eol)** must initial such corrections. Submission letters for **Expression of Interest (Eol)** should be in the format of Eol-1 of Section-IV.

5.2 The original and all copies of the **Expression of Interest (Eol)** shall be placed in a sealed envelope clearly marked "**Expression of Interest (Eol) for Erecting Telecom Tower**" followed by the name of the Assignment/job. The envelope shall bear the submission address, reference number be clearly marked "**DO NOT OPEN, BEFORE 13/12/2019, Time: 2.00 PM**

5.3 The **Expression of Interest (Eol)** must be sent to the address which is indicated. Any **Expression of Interest (Eol)** received by the Employer after the deadline for submission shall be returned unopened.

**6. Expression of Interest (Eol) Evaluation:**

6.1 The **Evaluation Committee (EC)** formed in BEML Limited will carry out the entire evaluation process.

6.2 The **Evaluation Committee** shall evaluate the **Expression of Interest (Eol)** on the basis of the eligibility criteria specified. In the first stage of evaluation, an **Expression of Interest (Eol)** shall be rejected if it is found deficient in meeting eligibility criteria. Only eligible **Expressions of Interest (Eols)** shall be further taken up for evaluation.

**7. The formats of the Expression of Interest (Eol) (Section-IV) to be submitted are:**

**Form Eol-1** : Letter of Proposal submission

**Form Eol-2** : Company's Details & Experience

**Form Eol-3** : Information regarding any conflicting activities & declaration thereof.

**Form Eol-4** : Questionnaire

**Form Eol-5** : Technical Comprehensive Details

**Form Eol-6** : Certificate for Site Inspection

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**SECTION-IV****BEML LIMITED****A Govt. Of India Miniratna Category-I Company Under Ministry of Defence**BEML Soudha, No 23/1, 4<sup>th</sup> Main, S.R. Nagar Bengaluru 5600027**Expression of Interest (EOI) Form****Closing date: 13/12/2019, Time: 2.00 PM****CHECK-LIST**

**Please note:** To help you prepare the best application possible, all items below need to be considered and ticked off. This will also assist us with assessment of your application.

**Have you:**Read and understood the EOI Guidelines. Enclosed valid registration certificate issued by DoT and Proof of 3 years-experience as per the eligibility. Filled and Submitted all forms (1 to 6) of the Eoi document. Visited the sites and given the certification with proposal for EOI? Checked that your Company is prepared to have adequate public liability insurance to cover the project activities you are proposing? 

If you are proposing to employ staff, are you aware of your obligations as an employer to provide adequate insurance, Service facilities, ESI, EPF, etc., for each of those staff, plus employment conditions as recommended in principle under the guidelines of **Government of India, Ministry of Labour, etc.**, where appropriate.

Yes:\_\_\_

No: \_\_\_

N/A:\_\_\_

Authorized Signatory

[In full and initials]

Name &amp; Title of Signatory :

Name of Telecom Company :

Address :

**SECTION-IV**  
**FORM EoI-1****LETTER OF PROPOSAL SUBMISSION**

The General Manger (Corporate Materials)  
BEML Limited,  
BEML Soudha, 23/1, 4<sup>th</sup> Main  
S R Nagar  
Bangalore-560 027  
Karnataka, INDIA

Dear Sirs,

I/We, the undersigned, offer to express the necessary interest for being short-listed for the Bidding process for **erecting the Telecom Tower** under **BEML Limited Campus**, in accordance with your **"Invitation for Expression of Interest"** dated.08/11/2019 We are hereby submitting our **Expression of Interest (EoI)**.

I/We hereby declare that all the information and statements made in this Expression of Interest (EoI) are true and accept that any misinterpretation contained in it may lead to our disqualification. All the documents are subject to verification by local administration or as deemed fit by the Authority

Our Expression of Interest (EoI) is binding upon us.

We understand that you are not bound to accept any Expression of Interest (EoI) you receive.

Thanking you,

Yours sincerely,

Authorized Signature

[In full and initials]:

Place :

Name and Title of Signatory:

Date :

Name of Telecom Company: Address

**SECTION-IV**  
**FORM Eol-2**

**COMPANY DETAILS & EXPERIENCE**

**A – Company Details :**

[Provide here a brief description of the background and organization of your firm/entity and each associate for this Assignment/job. The brief description should include ownership details, date and place of incorporation of the firm, objectives of the firm etc. Also if the Telecom Company has formed a consortium, details of each of the member of the consortium, name of lead members etc shall be provided]

**B – Company Experience :**

[Using the format below, provide information on each Assignment/job for which your firm, and each partner in the case of consortium or joint venture, was legally contracted either individually as a corporate entity or as one of the major partners within an association, for carrying out consulting Assignment/job similar to the ones requested under this Assignment/job. In case of consortium, association of Company, the Company must furnish the following information for each of the consortium member separately]

**C – Details of setting-up of Mobile Tower done during last 3 years :**

1	Assignment / job name:	Erection of Tower
1.1	Description of work	
1.2	Place of Work	
1.3	Name and Address of Employer:	
1.4	Name of associated Consultants, if any:	

**Note:** Please provide documentary evidence from the client i.e. copy of work order, contract for each of above mentioned assignment. Performance Certificates for minimum of 3 cases to be provided. The experience may not be considered for evaluation, if such requisite support documents are not provided with the Expression of Interest (Eol).

**SECTION-IV**  
**FORM EoI-3**

**INFORMATION REGARDING ANY CONFLICTING ACTIVITIES AND**  
**DECLARATION THEREOF**

We hereby declare that our Telecom Company is **not indulged** in any such activity which can be termed as the **conflicting activities**. We also acknowledge that in case of **misrepresentation** of the information, our proposal / contract shall be **rejected / terminated** by the Employer which shall be binding on us.

Authorized Signature [In full and initials]:

Name and of Signatory: .

Name of Firm: .

Address: .

**SECTION-IV**  
**FORM EoI-4**

**QUESTIONNAIRE**

<b>Sl. No.</b>	<b>Details of relevant Information sought</b>	<b>Information to be provided by the prospective Company</b>
1.	Name of Company	
2.	Date of Establishment of Company	
3.	Legal Status of Firm  [Whether Sole Proprietary-ship / Cooperative / Partnership Firm / Company (under Company Act) / Society (under Societies Registration Act)/ Central PSU / State PSU or so?]	
4.	Telecom Company's Registration. No. & Date	
5.	Copy of Registration Certificate enclosed	<b>Yes / No</b>
6.	Your permanent Income Tax A/C No.	
7.	Space required (in Sq. Meter) along with location	
8.	Time required for Installation	
9.	Nos. of such contracts received each year during last 3 years	<b>2016-17 :</b> <b>2017-18 :</b> <b>2018-19 :</b>
10.	Name of Proprietor of Company, along with Address, Tel. No., Fax No. & email address	
11.	Details of Blacklisting from any Govt. Dept./ Organisations, if any during last 5 years (if so, the firm must also provide the detailed reasons for its blacklisting, for consideration of its Bid on overall Merits, if any)	

**Signature of prospective Telecom Company:** .....

[Either "Proprietor" or "Authorized Signatory"]

(Enclosing the Letter of Authority from Proprietor)]

**Signatory's Name:** .....

**Address:** .....



**SECTION-IV**  
**FORM Eol-6**

**CERTIFICATE FOR SITE INSPECTION**

Certified that we..... (Name of tenderer) have visited the site on ..... and assessed the nature and amount of work involved before submitting our offer. We will be able to complete the works within the stipulated time and also certify that we will be able to supply the material / execute the work as per specification to suit the site conditions.

Suggested area and plan with map / sketch is enclosed herewith.

**Signature of tenderer with Seal & Date**