

**EXPRESSION OF INTEREST**

## 1) **INTRODUCTION**

- 1.1 This Expression of Interest (EoI) seeks response from reputed suppliers of Propulsion system who are interested to associate with BEML in the tender floated by Railway Board, Ministry of Railways vide notification no. WTA-527.
- 1.2 In addition to above, the applicant should have experience in supply of emu coaches with design / operating speed 176/160 kmph.

## 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, plays a pivotal role and serves India's core sectors like Defence, Rail, Metro, 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.4100 Cr.
- 2.2 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 19000 coaches have been supplied to Indian Railways. BEML truly epitomizes the "Make in India" initiative of the Government of India.
- 2.3 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 and more than 60% of the rolling stock run by Delhi Metro is supplied from BEML factory.
- 2.4 More details about the entire range of BEML's products and operations are available at <https://www.bemlindia.in/>

## 3) **INFORMATION TO APPLICANTS**

- 3.1 Reputed suppliers may submit the application on their letter head along with all the documents as prescribed in this EOI document.
- 3.2 EoI 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 address within IST 1500 Hrs of 14 days from the date of publication of this EoI. :-

Dy. General Manager (Marketing), Email: [rj@beml.co.in](mailto:rj@beml.co.in)  
BEML Limited,  
New Thippasandra Post,  
Bangalore-560075  
Karnataka, INDIA Tel: 08025242416

- 3.3 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.
- 3.4 All the pages of the EoI submission shall bear the sign and seal of the authorized signatory of the company.
- 3.5 BEML reserves the right to withdraw / cancel the EoI proceedings without assigning any reasons whatsoever.

#### 4) **Evaluation Methodology:**

- 4.1 BEML shall approach the applicants who fulfil ANNEXURE-3 criteria. Detailed discussions on techno-commercial matters and other terms & conditions of association shall be held with such applicants.
- 4.2 The applicants shall note that this EoI is primarily for addressing the project; As such, any applicant who does not satisfy or comply with the requirements of the project or the terms of this EoI is liable to be rejected.

#### 5) **Submission Checklist**

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

\*\*\* End of Document \*\*\*



ANNEXURE-2

FINANCIAL DETAILS

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

Notes:

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

## FILTER CRITERIA FOR EOI APPLICANTS

Sl. No.	Criteria	Applicant response Yes/No
1	Does the applicant have:- (i) experience of carrying out Vehicle Design, Manufacture, Supply, Testing and Commissioning of minimum of total 62 cars having design/operating speed of 176/160 kmph or more with Aluminium and/or Stainless Steel carbody in EMU based Train sets during the last Ten years. (ii) Provided further that at least, 15 nos. of cars out of the above supplies, must have completed satisfactory revenue operation for three years or more ending 30 days prior to closing of Eol.	
2	Does the applicant satisfy 5.1.3 (B): Technical Eligibility for Propulsion System. Cl. 5.1.1 (d) shall be applicable.	
3	Has the applicant been blacklisted/banned for business dealings for all government departments or by Ministry of Railways at any time and/or such black listing is in force as on the deadline for submission of bids.?	
4	Does previous contracts of the applicant had been terminated/rescinded for Contractor's failure or part terminated for its failure as a JV partner with forfeiture of its full performance security by Ministry of Railways during the period of last three years before the deadline for submission of bids.	
5	Is the Net Worth of the applicant (to be obtained from audited Balance Sheet) 'positive' in the audited statement of at least any 3 of last 5 financial years?	

Sign & Seal of Authorized Signatory

- 1) A "No" answer to any SL. No. 1, 2, 5 will disqualify the applicant.
- 2) A "Yes" answer to any SL. No. 3, 4 will disqualify the Applicant.

Eligibility Criteria of tender No. WTA-527 is enclosed for reference. Railway Board's tender addendums, if any, shall prevail.

Note: The applicant shall submit documentary evidence supporting his responses to 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 the project in 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 at its discretion as deemed fit.

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**