

EOI Ref: VDS/HYD_COMP/2025

Date: 24.01.2025

M/s. BEML LIMITED,

**Expression of Interest for development of Hydraulic components / Aggregates
required for BEML Mining & Construction.**

EOI Reference	Ref. No. VDS/HYD_COMP/2025 dt24.01.2025
EOI closing date	Closing date : 24.02.2025
EOI response mail Id	bemleoi@beml.co.in
Contact for technical clarifications	Please refer Annexure for contact details for individual parts for technical clarifications & detailed specification of items. (Name, Designation, e mail & telephone no)

Note :

- (1) Vendors interested to develop the parts may contact concerned Division member and visit Divisions to observe the part and related assembly.
- (2) Hydraulic components / Aggregates are required for BEML Make various range of Excavators (Backhoe and Face shovel hydraulic Excavator), Dump trucks, Dozers and Motor Graders

BEML RIGHTS:

The company reserves to exercise the following rights at its sole discretion without assigning any reasons thereof. The decision of the company in this regard shall be final and binding.

- (a) Not to accept any offer or reject any or all the offers.
- (b) To cancel the tender, postpone it for another date.
- (c) To accept / not to accept offered material, if found technically not suitable as per requirement of BEML.

Expression of Interest **BEML Limited**

Sub: Expression of Interest for development of Parts / Assemblies required for Mining & Construction Equipments.

1.0 Brief on BEML Limited :

1.1 BEML Limited is a listed company of Central Public Sector Enterprise under the Ministry of Defence (MoD) which was incorporated in the year 1964. BEML is having a state-of-the art, well established and dedicated Research & Development, Product Design, Manufacturing Facilities, Assembly Shops for Equipment and Aggregates, Testing facilities etc. The Company is backed with a strong and well experienced skilled manpower in the areas of Mining & Construction, Defence & Aerospace and Rail & Metro equipment. The turnover of the Company is around Rs 4000 crores.

1.2 BEML has three business verticals viz., Defence & Aerospace, Rail & Metro and Mining & Construction, with four manufacturing complexes located at Bengaluru, Kolar Gold Fields (KGF), Mysuru and Palakkad. Apart from this, BEML has its own world-class composite R&D establishment for Design & Development of products.

1.3 All the manufacturing divisions of BEML have been accredited with ISO 9001 – 2015 and ISO 14001 (HSC) certification.

1.4 The Company is backed by a strong and well established after Sales & Service network right at the Customers' sites, spread across the length and breadth of India. Marketing Network includes dedicated ware houses at various places and Service Centre facility at strategic locations for extending efficient and quick support to customers. In addition, BEML has a well-established and exclusive International Business Division to cater for export business. Detailed information of BEML Ltd is also available On-Line at www.bemlindia.in

1.5 Mining & Construction :

1.5.1 BEML Ltd is engaged in the business of Hydraulic Excavators, Bulldozers, Wheel Loaders, Wheel Dozers, Dump Trucks, Motor Graders, Pipe Layers, Tyre Handlers, Water Sprinklers and Backhoe Loaders to customers in the Mining and Construction segments.

1.5.2 BEML has also developed Diesel-electric Mining Dump trucks of 150 Ton and 200 Ton class and Excavators of both Hydraulic and Electrical of 180 Ton capacity.

1.6 Defence & Aerospace :

2.6.1 BEML Ltd is engaged in the business of High Mobility vehicles for all terrain operations, Heavy Recovery Vehicle, Pontoon Mainstream Bridge Systems, Crash Fire Tenders, Mobile Mast Vehicle, Engineering Mine Ploughs, Tank Transportation Trailers, Weapon Loading equipment, Armoured Recovery Vehicle, Milrail Coaches and Wagons, ground support vehicles and other products to the Indian and other Armed Forces.

1.7 Rail & Metro :

1.7.1 BEML Ltd is engaged in the business of Integral Rail Coaches, Overhead Inspection Cars, AC/DC Electrical Multiple Units, Stainless steel EMUs, Utility vehicles, Track Laying Equipment, Broad-gauge Rail bus, Treasury Vans, Spoil disposal Units to the Indian and other Railways.

1.7.2 BEML Ltd has also successfully diversified into manufacturing state-of-the-art technology stainless steel Metro Cars for various urban Metro Corporations and enjoys a dominant market share in this segment

1.8 Research & Development :

1.8.1 BEML Ltd has R&D establishment for Design & Development of high-tech engineering products for its three verticals. It employs over 350 professionals with high experience and skills spanning a wide range of technology areas.

1.8.2 R&D establishment has CAD Centre, Fluid-power, Powerline, Structural Engineering & Material Science laboratories and is continuously engaged in New Product Development and upgradation of existing products to meet customer requirements. More than 65% of Company's Sales Turnover is through in-house developed R&D products. The R&D expenditure is around 2 ~ 3% of its turnover.

1.9 International Business Division :

2.9.1 BEML has a sizeable market share in export markets with exports to 70 countries across the globe. Over the years this division has exported over 1200 machines covering all the three verticals.

Expression of Interest for development of Parts / Assemblies required for BEML Mining & Construction Equipments.

2.0 Objectives of the Eol:

To identify the potential suppliers for Development of various parts / assemblies required for Mining & Construction Equipments,

List of items details enclosed at **Annexure with** Division contact details for each item for any clarification.

2.1 Eligibility Criteria:

The following are the **mandatory conditions** to be filled by the firm for responding to the Eol. Please Confirm **Yes / No** for each point.

Sl.No	Criteria	Confirm YES / NO
1	<p>Proven experience in the design development and manufacturing of following hydraulic components</p> <p>Main pumps, Swing motors, Travel motors, HOC motor, control valves, Joy sticks, Foot pedal operated pilot control, electronic controller(pump and engine management system for low fuel consumption), Fan drive controller, pressure switches, Pilot manifold, HIC Manifold block, logic blocks, Load limiting valve, Arm & Bucket priority valve, Relief block for Arm, Shuttle valve, Swing brake release valve, Swing pump, tandem gear pump, stack assembly for bottom dump, Relief block for bottom dump, etc.,</p> <p>The brief specification is enclosed along with the document.</p> <p>Integration of all the hydraulic aggregates, controllers, testing, and performance evaluation of all these items on different range of excavators. BE1000-1 (B/H & F/S)</p>	
2	<p>Key Requirements</p> <p>Interested parties must demonstrate:</p> <ul style="list-style-type: none"> Proven expertise in designing and manufacturing 	

	<p>hydraulic aggregates and electronic systems.</p> <ul style="list-style-type: none"> • Capability for system integration and performance optimization. • Facilities for conducting functional and endurance testing. • Experience in working with large construction or mining equipment. 	
3	Each hydraulic components/Aggregates should be guaranteed for a minimum working of 10000 hours.	
4	<ul style="list-style-type: none"> • Supply of Complete Kit: The interested firm must supply all items as a complete kit required for the specified application. Partial supplies or incomplete kits will not be accepted. • Performance Matching: The supplier must ensure that all components in the kit are performance-matched to meet the required specifications and operational standards. • Testing on Vehicle: The testing of the kit on the vehicle to validate its performance, compatibility, and reliability will be under the supplier's scope. The supplier must provide the necessary technical support and resources for this testing process. • Documentation: The supplier must provide detailed technical documentation, including design specifications, installation procedures, and performance test results for the supplied kit. • Compliance with Standards: All components must comply with relevant industry standards and regulations. • Warranty and Support: The supplier must offer a warranty for the supplied kit and provide after-sales support for troubleshooting, maintenance, and replacement of defective components, if any. 	
5	Firm to confirm that, similar items have been supplied to other companies and may provide the list of customers with feedback to BEML for reference.	
6	The firm should have Major facilities for manufacturing identified parts/assemblies.	

7	The firm should confirm that they are OEM or component manufacturer having track record of developing components/products/Technology.	
8	The firm shall be willing to modify the components to match the performance requirements on the Equipment.	
9	Once the performance of the offered component / assembly is established on the equipment it will be considered for regular supplies.	

- Only manufacturers need to respond to this EOI.
- **Dealers / distributors /agents / representatives need not respond.**

3.0 PROCESS OF EOI:

- 1) Suppliers who shown interest will be evaluated as per BEML standard operating procedure.
- 2) Non disclosure agreement needs to be signed by Qualified Vendors before sharing technical details and IPR rights will be with BEML.
- 3) Relevant technical details will be shared to qualified suppliers.
- 4) Development Purchase Order will be placed as per BEML Purchase procedure.
- 5) After successful development of assembly/component, Regular Purchase Order will be placed as per BEML Purchase procedure.

4.0 Submission of the EOI

Firms to clearly indicate the following details for all the items (as per the Annexure) to develop as below

1. **Firm name & place :**
2. **BEML Mfg. Division / Part no / Part Description**

Sl. No	BEML Division	Mfg. Part no	Part description

For existing BEML Vendors having BEML Vendor code, only items interested to develop with Division / part no / part description is sufficient

BEML Vendor Code :

For new Vendors (Not having BEML Vendor code):

Eol (Duly filled application format, company profile, GST certificate, Quality certificate, sample PO copies of similar items, Factory licence copy, PAN copy, Udyog Aadhaar copy-MSME certificate, Registration details if any with any other Govt/PSU industries) to be mailed to bemleoi@beml.co.in superscribing the Eol reference: **VDS/HYD_COMP/2025** in the e mail subject.

Closing date of Eol : 24.02.2025

5.0 General

For any further clarifications, & technical details of the part you may contact the officials indicated in the ANNEXURE of Division-wise contact details

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