



**EXPRESSION OF INTEREST (Eoi) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



Eoi Ref: CTPAM/Eoi/AG-EHE/2025

Date: 20-02-2025

**BEML LIMITED**  
**BEML Soudha, 23/1, 4<sup>th</sup> Main, S.R. Nagar,**  
**Bengaluru – 560027**

**NOTICE INVITING EXPRESSION OF INTEREST (Eoi)**

from Indian MSMEs / Firms / Companies (the Prospective collaborator) desirous of Strategic tie-ups with BEML Limited for design, design validation, development, manufacture, testing, installation, and commissioning including trials and after-sales service of Sea Borne Aircraft Arresting Gear and other electro-hydraulic equipment such as Aircraft Restraining Gear, Missile / Torpedo Launchers, Ship / Submarine based Masts, Aircraft Lifts on Ship Decks, land and ship-based Aircraft Arrester Barrier Systems, etc.

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**Reference No:** CTPAM/Eoi/AG-EHE/2025

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**Due closing date:** 13.03.2025

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**Eoi response mail ID:** [bemleoi@bemltd.in](mailto:bemleoi@bemltd.in)

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**Contact for** Gp. Capt. Chakrapani Mandela (Retd.),

**Clarifications:** General Manager  
Corporate Technology Planning & Alliance Management  
BEML Soudha,  
Bengaluru, Karnataka, INDIA  
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**Issued by**  
**BEML LIMITED**  
(Schedule 'A' Company under Ministry of Defence, Govt. of India)



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ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

**INDEX**

| <b>Sl. No.</b> | <b>Section</b> | <b>Description</b>                                      |
|----------------|----------------|---|
| 01             | Section 1      | Disclaimer  |
| 02             | Section 2      | Schedule of EoI process & Contact details               |
| 03             | Section 3      | About BEML Limited & Objectives of EoI                  |
| 04             | Section 4      | Scope of the Strategic Tie-up / Long-Term Collaboration |
| 05             | Section 5      | Eligibility Criteria                                    |
| 06             | Section 6      | General Terms & Conditions                              |
| 07             | Section 7      | Presentations on proposed collaboration/ tie-up         |
| 08             | Section 8      | Submission of EoI                                       |
| 09             | Annexure-1     | Prospective collaborator Information                    |
| 10             | Annexure-2     | Eligibility Criteria format                             |
| 11             | Appendix- A    | EoI response format                                     |
| 12             | Appendix- B    | Certificate of Authorized Signatories                   |
| 13             | Appendix- C    | Declaration by the Prospective Collaborator             |
| 14             | Appendix- D    | Declaration by the Prospective Collaborator             |



# EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC EQUIPMENT



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

## SECTION - 1

### DISCLAIMER

The information contained in this Expression of Interest (EoI) document provided to the Prospective Collaborator, by or on behalf of BEML, or any of its employees, advisors, agents, etc. is provided to the Prospective Collaborator on the terms and conditions set out in this EoI document and all other terms and conditions subject to which such information is provided.

1.1 The purpose of this EoI document is to provide the Prospective Collaborator with information to assist the formulation of their suitable proposal for **“Strategic tie-ups towards design, design validation, development, manufacture, testing, installation, and commissioning including trials and after-sales service of Sea Borne Aircraft Arresting Gear and other electro-hydraulic equipment such as Aircraft Restraining Gear, Missile / Torpedo Launchers, Ship / Submarine based Masts, Aircraft Lifts on Ship Decks, land and ship-based Aircraft Arrester Barrier Systems, etc.”** as per the desired requirement of BEML. This EoI document does not purport to contain all the information Prospective Collaborator may require and does not by implied or expressed terms and conditions intend to establish an offer to the prospective Collaborator. This EoI document may not be appropriate for all persons/entities, and it is not possible for BEML, its employees, or its advisors to consider the business/investment objectives, financial situation, and particular needs of Prospective Collaborator who reads or uses this EoI document. Prospective Collaborator should conduct its/their own investigations, due diligence, and analysis and should check the accuracy, reliability, and completeness of the information in this EoI document and where necessary, obtain independent advice from appropriate sources.

1.2 BEML, its employees and advisors, agents, etc. make no representation or warranty and shall incur no liability under any Law, Statute, Rules, or Regulations as to the accuracy, reliability, or completeness of the EoI document.

1.3 BEML, may, in its absolute discretion, but without being under any obligation to do so, modify, amend, or supplement the information in this EoI document.

1.4 This EoI does not imply that BEML is bound to select and shortlist Prospective Collaborator. Even after the selection of a suitable Prospective Collaborator, BEML is not bound to proceed ahead with the Prospective Collaborator and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever.



**EXPRESSION OF INTEREST (Eoi) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



Eoi Ref: CTPAM/Eoi/AG-EHE/2025

Date: 20-02-2025

1.5 The prospective Collaborator shall bear all costs associated with the preparation, business/technical discussion/presentation, and submission of response against this Eoi. BEML shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the Eoi process.

1.6 Canvassing in any form by the prospective Collaborator or by any other agency on their behalf shall lead to disqualification of their Expression of Interest.

1.7 Notwithstanding anything contained in this Eoi, BEML reserves the right to accept or reject any application and to annul the Eoi process and reject all applications, at any time without any liability or any obligation for such acceptance, rejection, or annulment and without assigning any reasons, thereof. In the event that BEML rejects or annuls all the applications, it may at its discretion, invite all eligible prospective Collaborator (s) to submit fresh applications.

1.8 BEML reserves the right to disqualify any applicant during or after completion of the Eoi process if it is found there was a material misrepresentation by any such applicant or the applicant fails to provide within the specified time, supplemental information sought by BEML.

1.9 BEML reserves the right to verify all statements, information, and documents submitted by the applicant in response to the Eoi by itself or through its advisors or agents. Any such verification or lack of such verification by BEML shall not relieve the applicant of his obligations or liabilities hereunder nor will it affect any rights of BEML in any condition whatsoever.



**EXPRESSION OF INTEREST (Eoi) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



Eoi Ref: CTPAM/Eoi/AG-EHE/2025

Date: 20-02-2025

**SECTION – 2**

**SCHEDULE OF Eoi PROCESS & CONTACT DETAILS**

**2.1 Schedule of Eoi process**

The schedule of activities during the Eoi Process shall be as follows -

| <b>Sl.No.</b> | <b>Description</b>                                   | <b>Date</b>                    |
|---------------|--|--------------------------------|
| 01            | Issue of Eoi Document                                | 20 <sup>th</sup> February 2025 |
| 02            | Last date of Submission of Eoi response/<br>proposal | 13 <sup>th</sup> March 2025    |

**2.2 Technical Details related to Eoi:**

**Gp. Capt. Chakrapani Mandela (Retd.),**  
General Manager  
Corporate Technology Planning & Alliance Management  
BEML Soudha,  
Bengaluru, Karnataka, INDIA.  
Email: [chakrapani.m@bemltd.in](mailto:chakrapani.m@bemltd.in)  
Mobile: +91 9731561710

2.3 In case any amendment/corrigendum to this Eoi is issued, it shall be notified only at <http://www.bemlindia.in/>

2.4 Interested firm (s) meeting essential eligibility criteria and important terms & conditions of Eoi should submit their response on the company letterhead indicating line-wise compliance to various criteria mentioned in Section 5 and requisite details duly filled in Annexure-I, and Annexure-II, Appendices A-D along with supporting documents enclosed.

2.5 The Eoi shall be submitted **before 13-03-2025 through email only**, mentioning Eoi reference: CTPAM /Eoi/AG-EHE/2025 in the Subject, to [bemleoi@bemltd.in](mailto:bemleoi@bemltd.in)

2.6 Technical queries, if any, may be forwarded to [chakrapani.m@bemltd.in](mailto:chakrapani.m@bemltd.in)



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

**SECTION – 3**

**ABOUT BEML LIMITED & OBJECTIVES OF EoI**

**3.1 About BEML LIMITED.**

**INTRODUCTION:**

**3.1.1** BEML Limited (formerly Bharat Earth Movers Limited), a Schedule ‘A’ company under the Ministry of Defence (MoD), Government of India was established in the year 1964. BEML is a listed company wherein the Government of India holds 54% of its equity & has 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 strong and well-experienced skilled manpower in the areas of Defence & Aerospace, Mining & Construction, and Rail & Metro equipment. The turnover of the Company is around Rs 4000 crores.

**3.1.2** BEML has three business verticals viz., Defence & Aerospace, Rail & Metro, and Mining & Construction which are classified into 12 SBUs & 2 Micro SBUs, with four manufacturing complexes located at Bengaluru, Kolar Gold Fields (KGF), Mysuru, and Palakkad. All the manufacturing divisions of BEML have been accredited with ISO 9001 – 2015 and ISO 14001 (HSC) certification. Apart from this, BEML has its own world-class composite R&D establishment for the Design & Development of products.

**3.1.3** 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. The Marketing Network includes dedicated warehouses at various places and Service Centre facilities 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 to export business and has a sizeable market share in export markets with exports to 72 countries across the globe. Over the years International Business Division has exported over 1300 machines covering all three verticals. More details about BEML’s profile and its entire range of product portfolio can be viewed by visiting our website [www.bemlindia.in](http://www.bemlindia.in)

**OBJECTIVES OF THE EoI:**

3.2.1 This Expression of Interest (EoI) seeks responses from the Prospective Collaborator that are willing to be associated with BEML through Strategic Tie-ups/ long-term business collaboration for “design, design validation, development, manufacture, testing, installation, commissioning including trials and after-sales



## EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC EQUIPMENT



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

service of Sea Borne Aircraft Arresting Gear and other electro-hydraulic equipment such as Aircraft Restraining Gear, Missile / Torpedo Launchers, Ship / Submarine based Masts, Aircraft Lifts on Ship Decks, land and ship based Aircraft Arrester Barrier Systems, etc. primarily for Indian Naval Ships and Submarines or any other customer. The IPR for the Indigenous design(s) developed through the proposed strategic tie-up will be held with BEML Limited.

### SECTION – 4

#### SCOPE OF THE STRATEGIC TIE-UP / LONG-TERM COLLABORATION

4.1 The scope of strategic tie-up /collaboration between BEML and Prospective Collaborator shall include the following but not limited to: -

- (a) Assist BEML in the indigenous development of Arresting Gears fitted onboard Aircraft Carrier/Shore-based facilities under Chapter IV of DAP 2020 and based on SQRs /SOTRs issued by the Indian Navy. The equipment(s) designed should qualify for procurement under the Buy (Indian - IDDM) category of Chapter I of DAP 2020.
- (b) Assist BEML in the validation of Sea Borne Aircraft Arresting Gear design through reputed Indian/ Foreign experts or design agencies, as applicable. The aforesaid reputed expert/ agency should have experience in the proven design of similar equipment.
- (c) Assist BEML in preparation of a Feasibility Study Report (FSR) for indigenous development of Sea Borne Aircraft Arresting Gear based on SQRs / SOTRs issued by the Customer and in accordance with Chapter III/ IV of DAP 2020. The FSR should inter alia identify and recommend proposed production partners, if any.
- (d) Assist BEML in the production of Prototype Arresting Gear and Prototype Testing including Type Testing and requisite Factory and Field Acceptance Trials.
- (e) Assist BEML in Obtaining requisite regulatory approvals for the indigenised Arresting Gear.
- (f) Assist BEML in the Installation and Commissioning of the Arresting Gear on Indian Naval Aircraft Carrier(s) / Shore-based facility, as applicable.



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

(g) Assist BEML in providing spare parts & maintenance, training, upgrades, warranty, and other support services for the Arresting Gear till the end of its service life.

(h) Assist BEML in indigenous design and development of other electro-hydraulic equipment such as Aircraft Restraining Gear, Missile / Torpedo Launchers, Ship / Submarine based Masts, Aircraft Lifts on Ship Decks, land and ship-based Aircraft Arrestor Barrier Systems, etc based on SQRs / SOTRs issued by the Customer.

4.2 A separate teaming agreement would be concluded with the selected Prospective Collaborator, on case-to-case basis, towards indigenous design, development and production of each of the above-mentioned equipment.





**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

**SECTION – 5**

**ELIGIBILITY CRITERIA:**

The following are the mandatory conditions to be fulfilled by the Prospective Collaborator for responding to the EoI.

5.1 The interested Prospective Collaborator must be registered in India as required by law with a minimum of **ten (10) years** of continuous operation up to the date of publication of this EoI.

5.2 The interested Prospective Collaborator should have experience of a minimum of **Ten (10) years** in the manufacture/ supply/ installation/ testing of Hydraulic Systems/ Electro-Mechanical Structures/ Assemblies / sub-assemblies/ Launchers for Naval and/ or Merchant Platforms up to the date of publication of this EoI.

5.3 The interested Prospective Collaborator should have its own captive functional manufacturing facility and/ or be in operation for a minimum period of **ten (10) years** in the manufacture and/or supply and/ or testing of Hydraulic / Electro-Mechanical Systems, Structures, Assemblies and/ or Sub-Assemblies up to the date of publication of this EoI.

5.4 The interested Prospective Collaborator should have executed a minimum of **three (3) Supply Order / Contract Order** for repair and/or installation of electro-hydraulic equipment /structures/ assemblies/ sub-assemblies onboard Indian Naval Ships and Submarines **within the last 5 years** from the date of publication of this EoI. A list of documentary proof consisting of Supply Order / Contract Order along with its satisfactory completion certificate or certification by the client about the work executed should be submitted.

5.5 The interested Prospective Collaborator should have executed **Supply Order(s) / Contract Order(s)** for major repair and/or turnkey installation of Arresting Gear onboard an Indian Naval Aircraft Carrier **within the last 7 years** from the date of publication of this EoI (the total contract value of executed works should not be less than Rs 10 Cr). A list of documentary proof consisting of Supply Order / Contract Order, along with its satisfactory completion certificate or certification by the client about the work executed should be submitted.

5.6 The interested Prospective Collaborator should have a tie-up with reputed Indian/ Foreign experts or design agency to assist BEML in the validation of the design of Arresting Gear. The aforesaid reputed expert/ agency should have experience in the design of similar equipment. A proof of the tie-up and a copy of the Design Agency's



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

Supply Order / Contract Order along with a work completion certificate of having designed similar equipment is to be submitted for verification by BEML.

5.7 The interested Prospective Collaborator shall accept/agree that BEML shall have the sole right to market the product in India for MoD/DRDO/CSIR/ DPSU's/ Military/MHA and also shall export on mutual consent.

5.8 The interested Prospective Collaborator shall accept to become the MRO partner to undertake all activities related to the maintenance, overhaul, and upgrade of the equipment on-site pan-India, as per the project requirements, abiding by the workshare agreements to be made subsequently.

5.9 The interested Prospective Collaborator shall agree that BEML will be entitled to hold Intellectual Property Rights (IPR) in respect of all products/ technologies developed under this EoI.

5.10 Lack of complete information/furnishing of false information related to work carried out / documents submitted will lead to disqualification of the Prospective Collaborator.

5.11 The interested Prospective Collaborator shall fill the required fields & submit the Eligibility Criteria while responding to this EoI enclosed at [Annexure-2](#) with supporting document/ certificate/ undertaking letter wherever applicable.



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

**SECTION – 6**

**GENERAL TERMS & CONDITIONS**

6.1 This EoI document is for Strategic Tie-up / long-term business collaboration with a suitable Prospective Collaborator for design, design validation, development, manufacture, testing, installation, and commissioning including sea trials and after-sales Sea Borne Aircraft Arresting Gear and other electro-hydraulic equipment such as Aircraft Restraining Gear, Missile / Torpedo Launchers, Ship / Submarine based Masts, Aircraft Lifts on Ship Decks, land and ship-based Aircraft Arrester Barrier Systems, etc. for Indian Naval Ships and Submarines or any other customers, does not have any relation to any of the previous EoI / RFI / RFP floated for similar activities.

6.2 This EoI document is not an offer and is issued with no commitment. BEML reserves the right to Revise/withdraw/Cancel the EoI or change or modify full or any part thereof at any stage.

6.3 BEML also reserves the sole right and discretion to disqualify Prospective Collaborator, should it be so necessary at any stage.

6.4 Timeline and sequence of events resulting from this EoI shall ultimately be determined by BEML.

6.5 By submitting response to this EoI, the Prospective Collaborator shall be deemed to be acknowledged that it has carefully read all the terms & conditions of this EoI document, and has fully understood/informed himself/herself as to all existing terms and conditions.

6.6 The interested Prospective Collaborator shall compulsorily fill up the following to this EoI document, along with all supporting documents.

- (a) Company Details as per *Annexure-1*.
- (b) Compliance with Eligibility Criteria as per *Annexure-2*

6.7 The response shall necessarily be accompanied by the following details: -

- (a) Prospective Collaborator's profile with the Management structure and Group information, if any.
- (b) Product Profile.



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

- (c) Product Technical details
- (i) Reference list of customers.
  - (ii) Annual Audited financial reports for the last three (03) Financial years.
  - (iii) Any other information that is relevant to the business and requirement of BEML and would make the **interested** Prospective Collaborator relevant for a long-term mutually beneficial relationship.

6.8 The **interested** Prospective Collaborator shall abide by the terms & conditions of this EoI. [Please Note that this is a fundamental condition of this EoI document and must be well understood and accepted by the interested Prospective Collaborator before participating in the EoI].

6.9 The person signing the response to the EoI should have due written authorization **the** Prospective Collaborator to sign the documents and should duly authenticate any errors or corrections in the EoI. Overwriting should be avoided. All pages of the response against this EoI shall be duly signed by the authorized signatory. Copies of the credentials/ documents that are to be annexed must be self-attested and bear the signature and seal of the authorized signatory / authorized representative of the interested Prospective Collaborator. The interested Prospective Collaborator will be requested to produce the originals of all information/ documents as and when so required by BEML.

6.10 Multiple proposals from the same interested Prospective Collaborator should not be submitted.

6.11 BEML at its discretion shall inspect the interested Prospective Collaborator's works/office/reference site premises for evaluation, as deemed necessary before the selection of the Prospective Collaborator. BEML's decision in this regard shall be final.

6.12 Any interested Prospective Collaborator which has been declared insolvent, bankrupted, debarred /banned/ blacklisted by Central/State Governments of India or by any entity controlled by Central/State Governments of India, and continues as on the date of submission of EoI, shall not be eligible to submit the EoI.

6.13 BEML shall receive responses pursuant to this EoI in accordance with the terms set forth herein, as may be modified, altered, amended, and clarified from time to time by BEML and all responses shall be submitted in accordance with such terms on or before the date specified in this EoI for submission of responses.

6.14 The EoI and all correspondences and documents related to the EoI response shall be in the English language, provided that any printed literature/document



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

furnished by the Prospective Collaborator may be written in another language, as long as such literature is accompanied by a translation of its pertinent passages in the English language in which case, for purposes of interpretation of the bid, the English translation shall govern. Provided that in case the English translation is found to be incorrect at a later stage, BEML will have right to take appropriate action against the Prospective Collaborator as may be deemed fit.

6.15 The Selected Prospective Collaborator should not subcontract the work related to the agreed scope of work without prior written approval from BEML.

6.16 The Selected Prospective Collaborator shall provide the number of resources available required for the development of the work during different phases with necessary technical capabilities.

6.17 The personnel of Selected Prospective Collaborator must adhere to all the safety guidelines while handling/ manufacturing equipment, machinery, components etc. All the safety gadgets procurement and issue shall be within the scope of work and responsibility of the Selected Prospective Collaborator.

6.18 **Governing Laws & Jurisdiction:** The EoI process shall be governed by, and construed in accordance with the laws of Republic of India. This EoI subject to shall be subject to exclusive jurisdiction of the Courts at Bengaluru (India).

6.19 The terms and conditions as stated in this EoI document are not exhaustive and BEML reserves the right to add, delete, or modify any terms and conditions in the **RFP to be issued to the short-listed Parties.**

6.20 **Evaluation & Selection:**

6.20.1 Upon receipt of response(s) against this EoI, BEML will review the responses, shortlist the Prospective Collaborator, and call the shortlisted Prospective Collaborator (s) for a presentation.

6.20.2 BEML intends to shortlist Prospective Collaborator(s), who shall collaborate with BEML on an equipment wise approach for design validation, development, manufacture, testing, installation, commissioning including sea trials and after sales service of Sea Borne Aircraft Arresting Gear and other electro-hydraulic equipment such as Aircraft Restraining Gear, Missile / Torpedo Launchers, Ship / Submarine based Masts, Aircraft Lifts on Ship Decks, land and ship-based Aircraft Arrester Barrier Systems, etc. for Indian Naval Ships and Submarines or any other customer.



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

6.20.3 Post selection, BEML and the selected Prospective Collaborator shall execute a Non-Disclosure Agreement & also sign an Agreement detailing the roles and responsibilities of Parties, time-lines, exclusivity, indemnification, non-compete, financials, etc on a case-to-case basis.

6.21 **Rejection:** An Expression of Interest is liable to be rejected for any of the following conditions:

6.21.1 The Expression of Interest is not accompanied by required documentation and has failed to provide clarifications related thereto- when sought by BEML.

6.21.2 Misrepresentation, lack of proper documentation, fraud, coercion, undue influence, canvassing, etc.

6.21.3 The Expression of Interest is received after the closing time and date. If any information that would have entitled BEML to reject or disqualify the applicant becomes known after the applicant has been qualified, it reserves the right to reject the applicant at that time or at any time after such information becomes known to BEML.

The prospective Collaborator should agree to sign the “**Integrity Pact**” with BEML committing the persons/officials of both parties, not to exercise any corrupt influence on any aspect of the joint working / future contract in the Format provided by BEML



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

**SECTION – 7**

**PRESENTATIONS ON PROPOSED COLLABORATION/ STRATEGIC TIE-UP**

7.1 The Prospective Collaborator(s) shortlisted based on the eligibility criteria may be invited either physically or through 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 Prospective Collaborator to present its credentials, experience, capabilities, infrastructure, and other key points, if any.

**SECTION – 8**

**SUBMISSION OF THE EoI**

8.1 The proposal in response to the EoI to be submitted only through online to email - [bemleoi@bemltd.in](mailto:bemleoi@bemltd.in), stating compliance to each point, along with the enclosures to be forwarded by interested reputed firms, with EoI reference no in the subject “CTPAM/EoI/AG-EHE/2025”

8.2 Submission of Responses to this EoI shall have the following documents:

- a) Covering letter referring to this EoI.
- b) Company Information as per **Annexure-1**
- c) Eligibility Criteria format as per Annexure-2
- d) EoI response format as per Appendix-A
- e) Certificate as to Authorized Signatories as per Appendix-B
- f) Declaration by the Prospective Collaborator as per Appendix-C
- g) Declaration by the Prospective Collaborator as per Appendix-D

The declarations / additional documentary proof as may be required shall be submitted by the Prospective Collaborator as and when provided or required to impress upon any averment or claim etc.

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**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

**Annexure I**

**PROSPECTIVE COLLABORATOR INFORMATION**

1. Name, Address, and Unique ID (if any) of the Prospective Collaborator.

(Profile may include Share Holding pattern, etc., in brief, to be attached.

2. Type (Tick the relevant category).

Original Equipment Manufacturer (OEM): Yes/No

Authorized Vendor of OEM Yes/No (attach details, if yes)

Others (give specific details) \_\_\_\_\_

3. Contact Details:

Postal Address:

City:..... State: .....

Country:..... Pin/Zip Code.....

Tele: ..... Fax:.....

URL/Web site:.....

4. Local Branch / Liaison Office / Authorised Representatives.

Name & Address:

City:..... State: .....

Country:..... Pin/Zip Code.....

Tele: ..... Fax:.....

5. Financial Details.

Audited financial statements for the last 3 financial years are to be attached:

6. Category of Industry (like Medium/Small/Micro Scale and others):

registration certificate to be furnished.





**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

7. Certification by Quality Assurance Organisation.

| Name of Agency | Certification | Applicable from<br>(date & year) | Valid till (date<br>& year) |
|----------------|---------------|----------------------------------|-----------------------------|
|                |               |                                  |                             |
|                |               |                                  |                             |
|                |               |                                  |                             |

8. Declaration: It is certified that the above information is true and any changes will be intimated at the earliest.

(a) I/We\_\_\_\_\_hereby declare that the information given above is true, correct, and complete in every respect to the best of my/our knowledge and belief and no material facts have been concealed and any changes will be intimated within one month of occurrence.

(b) I am/ We are authorized to sign this information.

**(Authorized Signatory)**



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

|                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | <i>Annexure-2</i>                   |
|---------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|
| SI No                                                                                                                                             | Eligibility Criteria                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Prospective Collaborator Response** |
| <b>** The Prospective Collaborator shall fill &amp; submit their response/ compliance with supporting document/certificate/undertaking letter</b> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                     |
| 1.                                                                                                                                                | The interested Prospective Collaborator must be registered in India as required by law with minimum <b>ten (10) years</b> of continuous operation up to the date of publication of this EoI.                                                                                                                                                                                                                                                                                                                                                                                |                                     |
| 2.                                                                                                                                                | The interested Prospective Collaborator should have its own captive functional manufacturing facility and/ or be in operation for a minimum period of <b>ten (10) years</b> for the manufacture and/or supply and/ or testing of Hydraulic / Electro-Mechanical Systems, Structures, Assemblies and/ or Sub-Assemblies/ Components up to the date of publication of this EoI.                                                                                                                                                                                               |                                     |
| 3.                                                                                                                                                | The interested Prospective Collaborator should have executed a minimum of <b>three (3) Supply Order / Contract Order</b> for the repair and/or installation of electro-hydraulic equipment/ structures/ assemblies /sub-assemblies onboard Indian Naval Ships and Submarines <b>within the last 7 years</b> from the date of publication of this EoI. A list of documentary proof consisting of Supply Order / Contract Order, along with its satisfactory completion certificate or certification by the client about the work executed should be submitted.               |                                     |
| 4.                                                                                                                                                | The interested Prospective Collaborator should have executed <b>Supply Order(s) / Contract Order(s)</b> for major repair and/or turnkey installation of Arresting Gear onboard Indian Naval Aircraft Carrier <b>within the last 7 years</b> from the date of publication of this EoI (the total contract value of executed works should not be less than Rs 10 Cr). A list of documentary proof consisting of Supply Order / Contract Order, along with its satisfactory completion certificate or certification by the client about the work executed should be submitted. |                                     |
| 5.                                                                                                                                                | The interested Prospective Collaborator should have a tie up with reputed Indian/ Foreign experts or design agency so as to assist BEML in validation of design of Arresting Gear. The aforesaid reputed expert/ agency should have past experience of proven design of similar equipment. A proof of the tie up and a copy of Design Agency's Supply Order / Contract Order / Agreement along with work completion certificate of having                                                                                                                                   |                                     |



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

|       |                                                                                                                                                                                                                                                                                                                   | <i>Annexure-2</i>                   |
|-------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|
| SI No | Eligibility Criteria                                                                                                                                                                                                                                                                                              | Prospective Collaborator Response** |
|       | <b>** The Prospective Collaborator shall fill &amp; submit their response/ compliance with supporting document/certificate/undertaking letter</b>                                                                                                                                                                 |                                     |
|       | designed similar equipment is to be submitted for verification by BEML.                                                                                                                                                                                                                                           |                                     |
| 6.    | The interested Prospective Collaborator shall accept/agree that BEML shall have the sole right to market the product in India for MoD/DRDO/CSIR/DPSU's/ Military/MHA and also shall export on mutual consent                                                                                                      |                                     |
| 7.    | The interested Prospective Collaborator shall agree that BEML will be entitled to hold IP rights for all products/ technologies developed for project(s)/ developed under this EoI.                                                                                                                               |                                     |
| 8.    | The interested Prospective Collaborator shall accept all the terms and conditions mentioned in this EoI for all products/ technologies developed.                                                                                                                                                                 |                                     |
| 9.    | Lack of complete information/furnishing of false information related to work carried out / documents submitted will lead to disqualification of the Prospective Collaborator.                                                                                                                                     |                                     |
| 10.   | The interested Prospective Collaborator shall have a positive Net worth and furnish audited annual financial reports for the last three years (FY 2021-22, 2022-23, 2023-24).                                                                                                                                     |                                     |
| 11.   | The prospective Collaborator should not be declared as insolvent, bankrupt or, debarred /banned/ blacklisted by Central/ State Governments or by any entity controlled by Central/State Governments as on date                                                                                                    |                                     |
| 12.   | The prospective collaborator should not be restricted under GFR Rule 144(xi) amended.                                                                                                                                                                                                                             |                                     |
| 13.   | The interested Prospective Collaborator shall accept to become the MRO partner to undertake all activities related to the maintenance, repair, operations, overhaul and upgrade of the equipment on-site pan-India, as per the project requirements, abiding to the workshare agreements to be made subsequently. |                                     |
| 14.   | The Prospective Collaborator herein do not have any litigation, arbitration cases or any litigation against BEML Limited pending before any Court / Tribunal /Statutory Authority in connection with any contract / tender issued by BEML Limited.                                                                |                                     |



**EXPRESSION OF INTEREST (Eoi) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



Eoi Ref: CTPAM/Eoi/AG-EHE/2025

Date: 20-02-2025

**Appendix-A**

{To be printed and submitted on Prospective Collaborator's official letterhead}

**Eoi RESPONSE FORMAT**

To,  
Corporate Purchase  
BEML Limited  
SR Nagar, Bangalore 560027  
E-mail: bemleoi@beml.co.in

Dear Sir,

Ref: Expression of Interest Ref: CTPAM/Eoi/AG-EHE/2025.

Having examined the Expression of Interest (Eoi) document dated \_\_\_\_\_, downloaded from the BEML website, i.e., [www.bemlindia.in](http://www.bemlindia.in), we, the undersigned, intend to submit an Eoi in response to the aforesaid Eoi document.

We attach hereto the Eoi and response as required by you, which constitutes our Eoi.

Our Primary and Secondary contacts are:

|               | <b>Primary Contact</b> | <b>Secondary Contact</b> |
|---------------|------------------------|--------------------------|
| Company Name: |                        |                          |
| Name:         |                        |                          |
| Title:        |                        |                          |
| Address:      |                        |                          |
| Phone:        |                        |                          |
| Mobile:       |                        |                          |
| Fax:          |                        |                          |
| Email:        |                        |                          |



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

We confirm that the information contained in this response or any part thereof, including its exhibits, and other documents and instruments delivered or to be delivered to BEML are true, accurate, verifiable, and complete. This response includes all information necessary to ensure that the statements therein do not in whole or in part mislead BEML in its short-listing process nor suppress any material facts.

We fully understand and agree to comply that on verification, if any of the information provided herein is found to be misleading the short-listing process, we are liable to be disqualified/rejected from the selection process or termination of the contract after the execution of the contract, besides other action as may be required as per the BEML Purchase Manual.

We agree to the unconditional acceptance of all the terms and conditions set out in the EoI document.

It is hereby confirmed that \*I / We are entitled to act on behalf of our \*company/ corporation/ firm/organization and are empowered and authorized to sign this document as well as such other documents, which may be required in this connection.

\*strike out which are not applicable

Dated this the \_\_\_\_ day of \_\_\_\_\_, 2025

(Signature)

(In the capacity of)

(Name)

Duly authorized to sign the EoI Response for and on behalf of:  
(Name and Address of Prospective Collaborator with Seal /Stamp)

Witness Signature:

Witness Name: Witness

Address:



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

**Appendix-B**

{To be printed and submitted on Prospective Collaborator's 's official letterhead}

**CERTIFICATE OF AUTHORIZED SIGNATORIES**

I, \_\_\_\_\_, the  
\_\_\_\_\_ (Company Secretary/Managing Partner/CEO etc.) of M/s.  
\_\_\_\_\_, do hereby  
certify that Mr. \_\_\_\_\_ who signed the  
response to the above EoI for Strategic Tie-up / long-term business collaboration with  
a suitable Prospective Collaborator for design, design validation, development,  
manufacture, testing, installation, commissioning including trials and after-sales service  
of Sea Borne Aircraft Arresting Gear and other electro-hydraulic equipment such as  
Aircraft Restraining Gear, Missile / Torpedo Launchers, Ship / Submarine based Masts,  
Aircraft Lifts on Ship Decks, land and ship-based Aircraft Arrester Barrier Systems, etc.,  
, is authorized to do so and bind the Entity/firm/company by authority of its \_\_\_\_\_ -  
(board / governing body).

Signature with the date of Authorized signatory

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Firm's Seal: \_\_\_\_\_



**EXPRESSION OF INTEREST (EoI) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



EoI Ref: CTPAM/EoI/AG-EHE/2025

Date: 20-02-2025

**Appendix-C**

{To be printed and submitted on Prospective Collaborator's official letterhead}

**DECLARATION BY THE PROSPECTIVE COLLABORATOR**

This is to certify that we M/s. \_\_\_\_\_, the Prospective Collaborator herein do not have any litigation, arbitration cases or any litigation against BEML Limited pending before any Court / Tribunal /Statutory Authority in connection with any contract / tender issued by BEML Limited.

Signature with the date of Authorized signatory

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Firm's Seal: \_\_\_\_\_



**EXPRESSION OF INTEREST (Eoi) FOR STRATEGIC TIE-UP FOR  
ARRESTING GEAR AND OTHER ELECTRO-HYDRAULIC  
EQUIPMENT**



Eoi Ref: CTPAM/Eoi/AG-EHE/2025

Date: 20-02-2025

**Appendix-D**

{To be printed and submitted on Prospective Collaborator's official letterhead}

**DECLARATION BY THE PROSPECTIVE COLLABORATOR**

This is to certify that \_\_\_\_\_ (Name of the Prospective Collaborator) has not been banned/blacklisted/debarred from Trade by any BEML / Central / State Govt. Dept. /Autonomous Institution/PSUs in India as on the date of submission of the response to the Eoi.

I/we hereby certify that all the information given above is true and correct.

Signature with date of the Authorized signatory

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Seal: \_\_\_\_\_