

EOI Ref: CPC/VDS/EoI/ST/23-24

Date: 29.01.2024

**M/s. BEML LIMITED,  
VDS**

**Expression of Interest for development of Parts / Assemblies required for BEML  
Mining & Construction, Defence Equipments & Metro cars**

<b>EOI Reference</b>	<b>Ref. No. CPC/VDS/EoI/ST/23-24 dt 23.01.2024</b>
<b>EOI closing date</b>	<b>Closing date : 29 - 03 - 2024, Time : 17:00 Hrs.</b>
<b>EOI response mail Id</b>	<b>bemleoi@beml.co.in</b>
<b>Contact for technical clarifications</b>	<b>Please refer Annexure for contact details for individual parts for technical clarifications &amp; detailed specification of items. (Name, Designation, e mail &amp; telephone no)</b>

**Note : Vendors interested to develop the parts may contact concerned Division member and visit Divisions if required to observe the part and related assembly.**

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## **Expression of Interest** **BEML Limited**

**Sub: Expression of Interest for development of Parts / Assemblies required for BEML Metro cars, Mining & Construction & Defence 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](http://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.

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**2.0 Objectives of the EoI:**

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

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 EoI. Please Confirm **Yes / No** for each point.

Sl.No	Criteria	Confirm YES / NO
1.	The identified items are to be manufactured in India	
2.	Firm should be registered in India	
3.	Firm to confirm that, similar items have been supplied to other companies	
4.	The firm should have Major facilities for manufacturing identified product	
5.	The firm should confirm that they are OEM or component manufacturer having track record developing components/products/Technology	

Only manufacturers need to respond to this EOI.

**Dealers / distributors /agents / representatives need not respond.**

**Suppliers are requested to fill the complete details in “Eol application format” for development of Parts / Assemblies - enclosed at Annexure**

**Please note that Vendors already registered in BEML need not fill “Complete Eol Application format but BEML Vendor code & items of interest for development has to be mentioned.**

The following are the Non - Mandatory conditions:

- a) The firm shall be willing to modify the components to match the performance requirements on the product at BEML premises.
- b) BEML will extend all facilities to inspect the part and test for determining the suitability of the same for BEML application.
- c) Once the performance of the offered component / assembly is established on the product it will be considered for regular supplies.

### **3.0 PROCESS OF Eol:**

- 1) Suppliers who shown interest for specific component will be evaluated as per BEML standard operating procedure.
- 2) Relevant technical details will be shared to qualified suppliers.
- 3) Development Purchase Order will be placed as per BEML Purchase procedure.
- 4) 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 interested items to develop as below**

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

Sl. No	BEML Mfg. Division	Part no	Part description

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

**For new Vendors (Not having BEML Vendor code)**

EoI (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](mailto:bemleoi@beml.co.in) superscribing the EoI reference: **CPC/VDS/EoI/ST/23-24** in the e mail subject

**Closing date of EoI : 29.03.2024**

**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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