

BEML LIMITED
BEML SOUDHA
23/1, 4th Main
SAMPANGIRAMA NAGAR,
BENGALURU - 560027

Notice Inviting Expression of Interest (Eoi)
for

**Selection of Eligible & Technically Competent Collaborator
for Co-Development and Manufacturing of Automated /
Electro Hydraulic / Electro Pneumatic Ground Handling /
Ground Support Equipment for Military & Civil Aviation.**

Eoi Reference No	: CTPAM/Eoi/GHE&GSE/2025
Date of Issue	: 10.07.2025
Last Date of Submission	: 09.08.2025
Eoi response mail ID:	: bemleoi@bemltd.in

Issued by

BEML LIMITED
(Schedule 'A' Company under Ministry of Defence, Govt. of
India)

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SECTION-1

Disclaimer

The information contained in this Expression of Interest (Eol) document is provided to the Prospective Collaborator (s) (hereinafter the “**Applicant**”/s), by or on behalf of M/s BEML Limited (BEML), or any of its employees or advisors, on the terms and conditions set out in this Eol document and all other terms and conditions subject to which such information is provided.

1. The purpose of this Eol document is to provide the Applicant (s) with information to assist in the formulation of their proposal. This Eol document does not purport to contain all the information, each Applicant may require. This Eol document may not be appropriate for all persons/entities, and it is not possible for BEML, its employees, or advisors to consider the business/ investment objectives, financial situation and particular needs of each Applicant who reads or refers this Eol document. The assumptions, assessments, statements and information contained in this Eol may not be complete, accurate, adequate or conclusive. Each Applicant should, therefore, conduct its own investigations, due diligence and analysis and should check the accuracy, adequacy, reliability, and completeness of the information in this Eol document and where necessary obtain independent advice from appropriate sources.
2. BEML, its employees and advisors, make no representation or warranty to full completeness or makes any representations, express or implied, in relation to the correctness or accuracy of the information contained herein and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the Eol document.
3. BEML may, in its absolute discretion, but without being under any obligation to do so, modify, amend, or supplement the information in this Eol document.
4. BEML reserves the right to not to proceed with the Eol, or to alter the timelines reflected herein, or alter its' procedure for the selection of Prospective Collaborators. BEML Even upon selection of suitable Collaborator, BEML, is not bound to proceed ahead with such Collaborator and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever.

5. The Applicant (s) shall bear all costs associated with or relating to the preparation, 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.
6. Canvassing in any form by the Applicant (s) or by any other agency on their behalf shall lead to disqualification of their EoI.
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 Applicant to submit fresh applications.
8. BEML, reserves the right to disqualify any applicant during or after completion of 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,
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.

SECTION-2

Schedule of Eol process & contact details

1. Schedule of Eol process

The schedule of activities during the Eol Process shall be as follows:

Sl.No.	Description	Date
01	Issue of Eol Document	10.07.2025
02	Last date & Time of Submission of Eol response	09.08.2025 Time: 15:00 Hrs

2. Contact Details related to Eol

Assistant General Manager – Materials, ASMD

Aerospace Manufacturing Division

Mysore Complex

BEML Ltd.,

Bangalore-560027

Karnataka, India.

Email: aerospace@bemltd.in

- Interested Applicant (s) meeting essential eligibility criteria in accordance with the terms & conditions of Eol may submit its response on their Official Letter Head indicating line – wise compliance to Annexure -III, IV and Annexure -V along with requisite details.
- The Eol response in soft copy should reach on or **before 15:00 hours of 09.08.2025**. Soft copy of the response should be sent to the email id: bemleoi@bemltd.in and Cc to aerospace@bemltd.in
- Technical queries** if any, may be forwarded to aerospace@bemltd.in with Cc to thyagaraj.hs@bemltd.in
- In case any amendment/corrigendum to this Eol is issued, it shall be notified only at www.bemlindia.in

SECTION-3

Objective and Details of EoI

1. Introduction:

BEML, a 'schedule 'A' Company under Ministry of Defence, Govt. of India, plays a pivotal role and serves India's core sectors of Defence & Aerospace, Rail & Metro and Mining & Construction with four manufacturing complexes located at Bengaluru, Kolar Gold Fields (KGF), Mysuru and Palakkad.

All the manufacturing units of BEML have been accredited with ISO 9001 – 2000, ISO 14001 (HSC) and AS 9100D certifications. The Company has a nationwide Marketing Network and an International Business Division for Exports activity. Details of the BEML Ltd is available on www.bemlindia.in

2. Objective of EoI:

2.1.BEML intends to identify and collaborate with technically competent Collaborator (s) on development and manufacturing of Automated / Electro Hydraulic / Electro Pneumatic Ground Handling / Ground Support Equipment for Military & Civil Aviation.

2.2.The project involves the Co-development, Proto/production manufacturing, functional testing and assembly of GHE/GSE along with MRO support through its product life, while integration of state-of-the-art latest innovations & technologies along with Research and Development of new Technology to meet requirements from Military & Civil Aviation.

2.3.Interested Applicants are required to furnish details as per Proforma at **Annexure III and undertaking at Annexures IV & V**

3. Scope of Work /Scope of Collaboration:

3.1.Scope of identified collaborator (s) primarily involves association with BEML team for co-development, testing, internal trials, user trials, prove out and product life cycle support. The requirements of GHE/GSEs from military and civil aviation will be floated from different customers. Upon receipt of such

requirements, following sequence of activities are to be taken up. The identified Collaborator (s) has to get involve in these activities in coordination with BEML team.

3.2. Development Phase:

- a) Procurement of raw materials and aggregates
- b) Preparation of Standard of Preparation (SOPs)
- c) Qualification of materials
- d) Welder qualification
- e) Post weld heat treatment
- f) Assembly machining
- g) Surface treatment as applicable
- h) Assembly and integration
- i) Internal Trials / Factory Acceptance Test
- j) Dispatch

3.3. Prove out Phase:

- a) Coordination for user trials
- b) Final clearance from end user

3.4. Product Support Phase:

- a) Availability of spares for hassle free operation
- b) Support for equipment breakdown if any
- c) Comprehensive maintenance of equipment.

4. Terms & Conditions:

- 4.1. Shortlisted Collaborator(s) will be required to enter into a Non-Disclosure Agreement (NDA) and Memorandum of Understanding (MoU) with BEML
- 4.2. The selected Collaborator (s) will provide techno-commercial and other support to BEML for responding to RFI, RFQ, and RFP related to this project.
- 4.3. The selected Collaborator (s) will also be responsible for:
 - 4.3.1. Co-development and supply of equipment/subsystems/software solutions.
 - 4.3.2. Integration and maintenance of comprehensive ground support systems for Military & Civil Aviation.

- 4.3.3. Joint Research and Development of New technology to augment capacity and capability enhancement.
- 4.4. The said collaboration shall enable BEML to Design, Engineer, Manufacture, R&D, Assemble, Test, Supply, Field Install, Commission, Repair, Service and Retrofit & Supporting Equipment.
- 4.5. Applicant (s) must accept the general conditions of contract given in the Standard Contract Document at Chapter-VI of DAP 2020, MoD, Govt. of India, as the potential contract will be governed by the DAP-2020.
- 4.6. Applicant (s) shall not participate either individually or in partnership or consortium with another entity for the same project as herein contained.
- 4.7. Intellectual Property Right (IPR) if any, developed or related to the product developed during the course of the business transaction or contract between the parties shall be owned by BEML only
- 4.8. The Collaborator shall provide continuous support to BEML and its customers for a period of minimum 10 years or Product life cycle whichever is later.
- 4.9. Interested Applicants meeting the Pre-qualification requirements (PQR) as specified in clause 05 below are invited to submit their response to this Eol. Upon receipt of response(s) against this Eol, BEML will review the response(s) to ascertain suitability of the offer and shortlist Prospective Collaborator for further discussions. Detailed discussions on commercial and other terms and conditions to finalize the Collaboration shall be held with shortlisted Prospective Collaborator.
- 4.10. The Applicant should furnish Information on qualification criteria as per the enclosed Annexure-I.

5. Pre-Qualification Requirements (PQR):

- 5.1. The Prospective Collaborator should have developed and manufactured Automated / Electro Hydraulic / Electro Pneumatic Ground Handling / Ground Support Equipment for Military & Civil Aviation and such equipment should have completed at least three (03) years of service as on date of closing of this Eol. (to be substantiated by documentary evidence):

6. Instruction to applicant (s):

6.1. The interested Prospective Collaborator should submit their response(s) along with enclosed annexures on or before 09.08.2025

- a. **Annexure-I:** Eligibility Criteria for responding to this EoI.
- b. **Annexure-II:** Evaluation Matrix
- c. **Annexure-III:** Company Information
- d. **Annexure-IV:** Undertaking for Not Being Blacklisted / Debarred
- e. **Annexure-V:** Undertaking for Pending Arbitration Cases

6.2. The response shall necessarily be accompanied with following details:

- a. Company/Entity profile with Management structure and Group information, if any.
- b. Product Profile
- c. Product Technical details
- d. Reference list of customers Annual Audited financial reports for last 03 (three) years.

7. Quality Requirements:

7.1. Applicant have valid Quality Management System (QMS) for “Development & Prove out” of GHE/GSEs for military aircrafts. Applicable military (MIL) standards shall be considered for development, handling, maintenance and special processes for corrosion prevention. Proper documentation shall be created, maintained and retained in line with QMS requirements, at every phases of product life cycle management. The analysis of BEML Design shall be carried out using appropriate licenced software's. During development phase, the Collaborator shall follow mandatory protocol for selection and qualification of materials and aggregates. Qualification of materials shall be from NABL/Government accredited laboratories. The fabrication shall follow approved processes, which need to be documented in the form of “Route Book” and certified at every stage before proceeding to next stage.

8. Selection Criteria:

- 8.1. Proposals from Applicants will be evaluated and shortlisted based on following criteria. Minimum qualification shall meet 80% of evaluation matrix (Annexure-II)
 - a) Technical Capability (50%)
 - b) Financial Strength (20%)
 - c) Past Performance and Experience (20%)
 - d) Innovative Solutions and R&D Capabilities (10%)
- 8.2. Language: All correspondences and documents related to the EoI response shall be in English language, provided that any printed literature 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 English language in which case, for purposes of interpretation of the bid, the English translation shall govern. However, if the translation is found to be incorrect subsequently, appropriate action as may be deemed fit shall be initiated against the Prospective Collaborator.
- 8.3. The Prospective Collaborator shall abide by the terms & conditions, as applicable, of the EoI.
- 8.4. All pages of the response against this EoI shall be duly signed by the Applicant or its authorised signatory.
- 8.5. Multiple proposals from the same Applicant should not be submitted.
- 8.6. BEML at its discretion shall inspect the Prospective Collaborator works/ office/ reference site premises for the purpose of evaluation, as deemed necessary before selection of Collaborator. BEML's decision in this regard shall be final.
- 8.7. Any Applicant who has been debarred/blacklisted by Central/State Governments of India or by any entity controlled by Central/State Governments of India from participating in any of their project, as on date of submission of EoI, shall not be eligible to submit the EoI.
- 8.8. BEML shall receive applications pursuant to this EoI in accordance with the terms set forth herein, as modified, altered, amended and clarified from time to

time by BEML and all applications shall be submitted in accordance with such terms on or before the date specified in this Eol for submission of applications.

In case any amendment/corrigendum to this Eol is issued, it shall be notified only at www.bemlindia.in

8.9. The Applicant(s) should consider the following also while submitting the response to this Eol:

- a. The Applicant may also be required to enter into a long-term Supply Agreement and meet the expected delivery requirements and other Terms & Conditions of RFP / Tender to be issued by BEML on cost basis.
- b. Applicant should be willing to associate with BEML for conducting the Field Evaluation Trials conducted by various agencies.
- c. The Applicant shall be required to provide the desired Unit(s) of Continuous Miner and Supporting Equipment for Field Evaluation Trials in varying climatic altitude and terrain conditions in India.
- d. Applicant would be required to support BEML during interactions with the various agencies in India for initial screening, participation in the customer RFP / Tender and subsequent qualification process by way of deputing their experts to India and providing the required information and clarifications as required/sought by customer.
- e. Applicant shall provide firm and irrevocable commitment to provide product support in terms of maintenance, materials and spares etc. for a minimum period of fifteen (15) years from the date of last supply to BEML.
- f. Applicant is required to confirm that in case of getting shortlisted as a result of this Eol process, following support shall necessarily be provided to BEML in order to enable BEML to prepare and submit a competitive techno-commercial bid to customer as per the terms of the customer RFP / Tender (& other requirements as applicable) and also to successfully execute the contract in case of BEML emerging as L1 bidder:
 - i. To provide costing elements required for preparation of BEML offer against customer RFP.

- ii. To provide a price list with long term validity with Price Variation Clause for assemblies / subassemblies / components / spares / Manufacturer's Recommended List of Spares etc. for items to be sourced from prospective partner.
- iii. Any other requirement felt necessary as per customer.

Above mentioned requirements are only indicative in nature, however any other document/information/input required by BEML for cost estimation and for preparation & submission of techno-commercial bid to customer shall have to be provided by the prospective partner.

9. Process To Be Confidential:

- 9.1. Information relating to the examination, clarification, evaluation and comparison of Eol and recommendations shall not be disclosed to Prospective Collaborator. Any effort by Prospective Collaborator to influence BEML in processing of Eol or selection decisions may result in the rejection of the response against Eol.

10. Governing Laws & Jurisdiction:

- 10.1. The Eol process shall be governed by, and construed in accordance with the laws of Republic of India and the Courts at Bengaluru (India) shall have exclusive jurisdiction over all disputes arising under, pursuant to and / or in connection with the Eol process.
- 10.2. Foreign entity interested for collaboration with BEML must have necessary clearance from their Govt. for Technology Sharing & Collaboration.

11. Restrictions On Specified Transfer of Technology with An Entity from A Country Which Shares a Land Border with India:

- 11.1. Prospective Collaborator(s) from a country which shares a land border with India will be eligible to respond to this Eol only if Prospective Collaborator(s) is registered with Competent Authority (Registration Committee constituted by the Department of Promotion of Internal Trade (DPIIT) of Govt. of India). Such

registration should be at least valid for the entire period of EoI due date or any extension thereof.

11.2. Prospective Collaborator(s) from a country which shares a land border with India means: a) An entity incorporated, established or registered in such country; or b) A subsidiary of an entity incorporated, established or registered in such country; or c) An entity substantially controlled through entities incorporated, established or registered in such country; or d) An entity whose beneficial owner is situated in such a country; or e) An Indian (or other) agent of such an entity; or f) A natural person who is a citizen of such a country; or g) A consortium or joint venture where any member of the consortium or joint venture falls under any of the above.

12. Post Selection Conditions:

12.1. The Expression of Interest submitted by the Applicants will be evaluated and the Selected Collaborator(s) will be intimated in writing by BEML by way of an Acceptance Order ("Acceptance Order").

12.2. Post selection, BEML and the Selected Collaborator(s) shall execute a Non-Disclosure Agreement/MoU within one (1) week of release of Acceptance Order.

13. Rejection:

13.1. An Expression of Interest is liable to be rejected for any of the following conditions:

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

13.3. Misrepresentation, lack of proper documentation, fraud, coercion

13.4. The Expression of Interest is received after the closing time and date.

13.5. If any information which 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.

Annexure-I

Eligibility Criteria for responding to this EoI:

SI No	Description	Documentary Proof
1	The Applicant should be an Indian company or holding company as defined at paragraph 20 of chapter I of DAP 2020. It should have a registered office in India. Dealers / distributors / agents / representatives need not respond.	Certificate of Incorporation
2	The Applicant should be an OEM with at least 5 years of experience in the development and supply of GHE/GSE.	Self-certified OEM certificate
3	The Applicant has to confirm that it is not black listed or debarred by any PSU, MoD or Government of India.	Undertaking as per Annexure – III, IV & V
4	The Applicant has to confirm their eligibility as per Govt. guidelines viz. any bidder from a country which shares a land border with India will be eligible to Bid in any Procurement whether of Goods or Services (Including Consulting Services and non-consultancy services) or Works (Including Turnkey projects) only if the bidder is registered with competent Authority as per Ministry of Finance notification: F. No.6/18/2019-PPD dated 23.07.2020.	Registration certificate as per Ministry of Finance
5	The Applicant shall have positive Net worth (Assets-Liabilities) for FY ending on 31.3.2025 along with average annual turnover of at least 1 Crore (INR) in last 5 five Financial Years (Audited Financial Statements to be furnished).	Audited financial statements
6	Expertise in Development/ Mfg. of Automated, Electro-Hydraulic/Electro-Pneumatic equipment for aviation	Details of product range
7	Applicant shall have adequate R&D capabilities and technical manpower.	List of manpower with R&D facilities
8	The Applicant should not be under insolvency resolution as per IBC or any other relevant laws.	Undertaking Letter
9	The Applicant should not be restricted under GFR Rule 144(xi) amended.	Undertaking Letter
10	The Applicant has no pending litigation or arbitration with BEML	Self-declaration/Undertaking

Annexure-II

Evaluation Matrix:

SL No.	Parameter	Marks	Remarks
1	Proficiency with in-house facilities a) Analysis of Design provided by BEML b) Licensed Software's c) Subsystem Testing & Evaluation	04 03 03	Applicant to submit documentary evidence
	Total Score	10	
2	Product Lifecycle Management a) Conceptualization capability b) Aggregates Selection c) Development & Testing d) Post-sales support	04 04 04 03	Applicant to submit documentary evidence
	Total Score	10	
3	Expertise available for development of critical aggregates. a) Mechanical b) Hydraulics c) Electrical d) LRU's Testers e) Electronics	05 05 04 04 02	Applicant to submit documentary evidence
	Total Score	10	
4	Manufacturing Capabilities a) Machining b) Fabrication c) Heat Treat d) Assembly & Integration	04 04 03 04	Actual photos of facilities available with brief specifications are to be furnished by the Applicant
	Total Score	10	
5	Average experience in development, testing, trials & prove out a) > 10 years b) < 10 years c) < 5 years	05 03 02	Applicant to submit documentary evidence
	Total Score	10	
6	Intellectuals a) Recognition from major customers b) Patents filed c) Global OEM's technology partnership	05 03 02	Firm to submit documentary evidence
	Total Score	10	
7	Track Record a) No of projects, value > Rs. 10 Cr b) No of projects, value > Rs. 5 Cr c) No of projects, Value > Rs. 2 Cr	05 03 02	Applicant to submit documentary evidence
	Total Score	10	

8	Availability of Manpower a) Review of Design provided by BEML & Analysis b) Development c) Testing, Trials & Prove Out d) After Sales Support	05 05 03 02	Applicant to submit documentary evidence
	Total Score	10	
9	Average Turnover in last five years a) > ₹10 Cr b) ₹5 Cr to ₹10 Cr c) <₹5 Cr to ₹1 Cr	05 03 02	Applicant to submit documentary evidence
	Total Score	10	
	Credentials a) Quality Management System (QMS) b) Vendor Management System c) Documentation & Project Management	04 03 03	Applicant to submit documentary evidence
	Total Score	10	

Note : Minimum Qualification Criteria : 80%

Annexure- III

COMPANY INFORMATION

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

(Company profile including Share Holding pattern, 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. in India (if any)

Name & Address:

City:..... State:

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

Tele: Fax:.....

5. Financial Details.

Audited financial statements of last 5 financial years to be attached:

6. Category of Industry (Large/Medium/Small Scale):

Company registration certificate to be furnished.

7. Quality Certification

8. Undertaking.

It is certified that the Company/ SME Unit has adequate capability in India for production/ manufacturing/ system integration for the product(s) being procured or for similar product as well as the capability for maintenance and life cycle support for such product(s).

9. 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 any changes will be intimated within one month of occurrence.

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

(Authorized Signatory)

Annexure-IV

UNDERTAKING

This is to certify that _____ (Name of the Applicant) has not been banned / black listed / debarred from Trade by any PSU/Government of India / Autonomous Institution/any State Government in India / Central or State Government undertaking for corrupt or fraudulent practices or non-delivery or non-performance

Further, the Applicant has no pending litigation/Arbitration against BEML

I / we hereby certify that all the information given above is factual.

Signature with date of Authorized signatory

Name: _____

Designation: _____

Applicant's Seal: _____

Annexure-V

UNDERTAKING

This is to certify that _____ (Name of the Applicant has _____ number of litigation and arbitration cases pending against it which will have impact on its financial position and details regarding the same is furnished below.

- 1.
- 2.
- 3.

I / we hereby certify that all the information given above is factual.

Signature with date of Authorized signatory

Name: _____

Designation: _____

Applicant's Seal: _____