

**Notice Inviting Expression of Interest (Eol)  
for  
Collaboration with Competent Indian MSME  
For**

**Promoting / Selling of BEML Aircraft Towing Tug (ATT)/ joint manufacturing / Joint R&D and manufacturing of various ATTs.**

**Eol Reference No: CTPAM/Eol/ATT/2026/30**

**Date of Issue 27-04-2026**

**Eol closing date: 20-05-2026**

**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 provided to the Prospective Collaborator(s), by or on behalf of BEML Ltd. or any of its employees, advisors or agents etc is provided to the Prospective Collaborator(s) 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 document is to provide the Prospective Collaborator(s) with information to assist the formulation of their proposal. This Eol document does not purport to contain all the information each Prospective Collaborator may require and does not by implied or expressed terms and conditions intend to establish an offer to the prospective Collaborator. This Eol 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 each Prospective Collaborator who reads or uses this Eol document. The assumptions, assessments, statements and information contained in this Eol may not be complete, accurate, adequate or conclusive. Each 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 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 adequacy 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 proceed with the Eol, or to alter the timelines reflected herein, or alter its' procedure for the selection of Prospective Collaborator(s). Even upon selection of 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.

5. The Prospective Collaborator(s) shall bear all costs associated with or relating to 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.
6. Canvassing in any form by the Prospective Collaborator(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 Prospective Collaborators to submit fresh applications.
8. BEML reserves the right to disqualify any Prospective Collaborator during or after completion of EoI process, if it is found there was a material misrepresentation by any such Prospective Collaborator or the Prospective Collaborator 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 Prospective Collaborator in response to the EoI. Any such verification or lack of such verification by BEML shall not relieve the Prospective Collaborator of his obligations or liabilities hereunder nor will it affect any rights of BEML.

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## **SECTION-2**

### **Schedule of Eol process & Contact details**

#### **A. Schedule of Eol process**

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

<b>Sl. No.</b>	<b>Description</b>	<b>Date</b>
01	Issue of Eol Document	<b>27.04.2026</b>
02	Last date of Submission of Eol response	<b>20.05.2026</b>

#### **B. Contact Details for clarification related to Eol**

**Senior Manager**  
**SBU Aerospace, BEML Ltd.**  
**BEML Soudha,**  
**23/1, 4th Main, S.R. Nagar**  
**Bengaluru -560 027.**  
**Karnataka, India.**  
**Email: [bemleoi@bemltd.in](mailto:bemleoi@bemltd.in)**

C. The response to Eol shall be submitted on or before the Eol closing date (as mentioned above) **through email to [bemleoi@bemltd.in](mailto:bemleoi@bemltd.in)** . **The subject of the email shall mention Eol reference: "CTPAM/Eol/ATT/2026/30: Response to Eol for ATT"**

D. In case any amendment/ corrigendum to this Eol is issued, it shall be notified only at BEML website ([www.bemlindia.in](http://www.bemlindia.in)).

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### SECTION-3

#### **ABOUT BEML LIMITED**

- a. BEML Limited, a “Schedule - ‘A’” company under the Ministry of Defence (MoD), Government of India, was established in the year 1964. The Company has 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 Defence & Aerospace, Maritime, Mining & Construction and Rail & Metro equipment.
  
- b. BEML Limited has three business verticals viz., Defence & Aerospace, Rail & Metro and Mining & Construction which are divided into 14 SBUs & 2 Micro SBUs, with four manufacturing complexes located at Bengaluru, Kolar Gold Fields (KGF), Mysuru and Palakkad. All the manufacturing divisions of BEML Limited have been accredited with ISO 9001 – 2015 and ISO 14001 (HSC) certification. Apart from this, BEML Limited has its own world-class composite R&D establishment for Design & Development of various products.

More details about the entire range of BEML’s products and operations can be viewed by visiting our web site [www.bemlindia.in](http://www.bemlindia.in)

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## **SECTION-4**

### **Details of Expression of Interest (Eol)**

#### **4.1 Introduction:**

BEML invites application/response to this Expression of Interest (Eol) from the Prospective Collaborator(s), who are eligible and willing to associate with BEML for promoting / selling of Aircraft Towing Tug (ATT) / carry out joint manufacturing / Joint R&D and manufacturing of various ATTs for Civilian / Military including Domestic & Overseas Market.

#### **4.2 Scope of Co-operation:**

The primary objective of this Eol is to identify and shortlist potential Collaborator(s) for the promotion and sale of BEML ATT / joint manufacturing / Joint R&D and manufacturing of various ATTs. The association shall be governed on a case-to-case basis, subject to mutually agreed terms and conditions specific to individual Tenders, Requests for Information (RFI), or Requests for Proposal (RFP).

##### **4.2.1. Nature of Agreement**

Shortlisted Collaborator/(s) shall be required to execute an NDA and Memorandum of Understanding (MoU) with BEML on a tender / opportunity specific basis, as and when deemed necessary by BEML. This MoU shall serve as a framework understanding between BEML and selected collaborator/(s) and does not, by itself, guarantee the issuance of an Authorization Certificate or participation in any specific tender.

**\* Note:**

"Authorization Certificate" (also referred to as "Authorization Letter") shall mean a written instrument issued by BEML, at its sole and absolute discretion, in favour of shortlisted collaborator/(s), authorizing to represent, bid for, or offer BEML's Aircraft Towing Tug ("ATT") in a specific tender or procurement opportunity identified by BEML. The Authorization Certificate shall be tender-specific, non-transferable, and valid only for the scope, duration, and purpose expressly stated therein. Issuance of an Authorization Certificate does not create any partnership, agency, joint venture, or exclusive arrangement between BEML and the collaborator, and BEML reserves the right to issue, withhold, modify, or revoke such certificate without assigning any reason.

#### **4.2.2. Authorization and Selection Criteria**

BEML reserves the right to select one or more shortlisted collaborator(s) to represent or sell BEML ATT / carry out joint manufacturing / Joint R&D and manufacturing of various ATTs, for specific identified opportunities.

In the event that multiple collaborators are shortlisted under this EoI, BEML retains the sole and absolute discretion to decide which collaborator/(s) shall be issued an Authorization Letter for a specific tender.

Such decisions will be based on BEML's internal assessment of the tender requirements, the collaborator's capability, and the strategic interests of BEML.

#### **4.2.3. Participation Flexibility**

The association under this EoI is non-exclusive. BEML reserves the right to:

Participate jointly with the selected collaborator, where "front-ending" responsibilities will be decided mutually on a case-to-case basis.

Participate in any tender/RFI independently and without a collaborator, should the tender conditions or BEML's internal strategy so dictate.

#### **4.2.4. Intellectual Property Rights (IPR)**

Any modifications, design changes, or value additions made to the BEML ATT and development through joint R&Ds (whether suggested or implemented by the Collaborator) shall be the exclusive property of BEML.

All underlying Intellectual Property, drawings, and technical specifications provided by BEML remain the sole property of BEML. The Collaborator shall have no right to use, reproduce, or modify these designs for any other project or third party without

prior written consent of BEML. IP rights for joint development will be mutually agreed between the parties on case-to-case basis in the definitive agreement.

#### **4.2.5. Quality Assurance & Product Release**

**Mandatory Certification:** No product, unit, or modified equipment shall be released to the end customer or any third party without a Certificate of Compliance (CoC) and Final Inspection Clearance issued by BEML.

**Modification Control:** The Collaborator is strictly prohibited from making any unauthorized modifications to the BEML ATT. Any deviation from the approved technical specifications without BEML's written authorization shall result in the immediate cancellation of the Authorization Letter and termination of the MoU.

#### **4.2.6. Brand Protection & Indemnity**

The Collaborator shall ensure that the BEML brand is maintained to the highest standards. In the event of product failure arising from unauthorized modifications or poor workmanship by the Collaborator, the Collaborator shall be held liable for any damages.

**Indemnification:** The Collaborator shall indemnify and hold BEML harmless against any claims, losses, or "bad name" (reputational damage) resulting from the Collaborator's negligence or deviation from BEML-certified processes.

### **4.3 Submission and Process of EoI Evaluation:**

The Prospective Collaborator meeting the Pre-qualification requirements (PQR) as specified in clause 4.4 below are invited to submit their response to this EoI.

Upon receipt of response(s) against this EoI, BEML will review the response(s) to ascertain suitability and shortlist Prospective Collaborator(s) for further discussions.

#### 4.4 Pre-qualification requirements (PQR)

The Prospective Collaborator shall meet following qualification requirements as on the date of submission of EoI (to be substantiated by a documentary evidence):

**The Prospective Collaborator must be an MSME and Manufacturer of Aircraft Towing Tug along-with in-house R&D facilities.**

4.4.1 Prospective Collaborator, must be incorporated under Company's Act in accordance with the law of India and registered under MSMED Act, 2006 with continuous operation as on the date of publication of this EoI.

**Note:**

1) *The condition of prior turnover and prior experience may be relaxed as per General Financial Rules (GFR) Rule 173 (i), for DPIIT - recognized Startups / MSEs (as defined by Department of Industrial Policy and Promotion) subject to meeting of other qualification requirements of the EoI.*

#### 4.5 Instructions:

4.5.1 The interested Prospective Collaborator(s) should submit their response(s) along with enclosed annexures.

**Annexure-1:** Qualification Criterion

**Annexure-2:** Reference List: The Prospective Collaborator's major supplies in last 3 years.

**Annexure-3:** EoI response format.

**Annexure-4:** Certificate as to Authorized Signatories.

**Annexure-5:** Declaration by the Prospective Collaborator regarding any pending litigation, arbitration cases.

**Annexure-6:** Declaration by the Prospective Collaborator regarding blacklisting.

**4.5.2 Language:** All correspondences and documents related to the EoI response shall be in English language.

**4.5.3** The person signing the response to the EoI should have due written authorization from the Prospective Collaborator to sign the documents and should duly authenticate any errors or corrections in the EoI. Over writing should be avoided. Copies of the credentials/ documents which are to be annexed must be

self-attested and bear the signature and seal of the authorized signatory / authorised representative of the interested Entity/Firm/Company. The interested Entity/Firm/Company will be requested to produce the originals of all information / documents as and when so required by BEML.

**4.5.4** Multiple proposals from the same Prospective Collaborator should not be submitted.

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

**4.5.6** Any Prospective Collaborator which has been declared insolvent, bankrupted, 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/tender, as on date of submission of EoI, shall not be eligible to submit the EoI.

**4.5.7** BEML shall receive applications 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 applications shall be submitted in accordance with such terms on or before the date specified in this EoI for submission of applications.

*In case any amendment/corrigendum to this EoI is issued, it shall be notified in BEML Portal which shall form part of this EoI.*

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

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

**4.6.2** Misrepresentation, lack of proper documentation, fraud, coercion, undue influence, canvassing etc., by the prospective collaborator.

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

**4.6.4** Any information which would have entitled BEML to reject or disqualify the Prospective Collaborator becomes known to BEML after the Prospective Collaborator has been qualified.

**4.7 EoI PROCESS TO BE CONFIDENTIAL:**

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

**4.8 GOVERNING LAWS & JURISDICTION:**

The EoI process shall be governed by, and construed in accordance with the laws of India and the Courts at Bangalore (India) shall have exclusive jurisdiction over all disputes arising under, pursuant to and / or in connection with the EoI process.

**Annexure-1**

**Note:** In case of Joint Venture (JV) Company participation, only the technical and financial credentials of the JV shall be considered for evaluation.

**Qualification criteria:**

<b>Sr. No.</b>	<b>Evaluation Criteria</b>	<b>Documentary Evidence</b>	<b>Compliance</b>
(i)	Prospective Collaborator must be a MSEs / MSME firm registered in India.	UDYAM Certificate with validity to be submitted mentioning nature of the Business.	Yes / No
(ii)	The Prospective Collaborator must be a Manufacturer of Aircraft Towing Tug (EV/Conventional).	Details of manufacturing capability along with Plant & Machinery list and photographs to be shared.	Yes / No
(iii)	The Prospective Collaborator must have in-house design team with experience in ATTs.	Details of in-house design team to be shared along with the relevant documents.	Yes / No
(iv)	The Collaborator must agree that any design modifications to BEML ATTs shall be subject to BEML's prior vetting and shall remain the exclusive IP of BEML.	The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.	Yes / No
(v)	The Collaborator must agree that IP rights for joint development will be mutually agreed between the parties on case-to-case basis.	The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.	Yes / No
(vi)	The Prospective Collaborator must have supplied at least three (03) ATTs in last three (3) years.	To provide PO copies along with Work Completion Certificate.	Yes / No
(vii)	Prospective Collaborator should have posted profits and should have positive net worth for the last three years.	Audited Annual Reports for last 3 financial years. In case audited results are not available, provisional results duly certified by a statutory auditor or self-certified by CEO/MD/Country Head may be submitted.	Yes / No

<b>Sr. No.</b>	<b>Evaluation Criteria</b>	<b>Documentary Evidence</b>	<b>Compliance</b>
(viii)	Prospective Collaborator must be willing to collaborate & promote BEML ATTs in various markets covering domestic & overseas.	The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.	Yes / No
(ix)	Prospective Collaborator must be willing to undertake manufacturing of BEML designed ATTs without infringing on BEML IP rights. A Non-Disclosure Agreement in this regard will be signed on case-to- case basis.	The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.	Yes / No
(x)	BEML Certification: The Collaborator must agree that no product shall be released/delivered to customers without a BEML Inspection Clearance Certificate.	The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.	Yes / No
(xi)	The Prospective Collaborator must undertake supply of spare parts / Repair and Overhaul (ROH) to end customer with support from BEML as per T&C of the Customer contract.	The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.	Yes / No
(xii)	The Prospective collaborator must agree to sign 'Integrity Pact' based on the fulfilment of Tenders / Customer Orders on case-to-case basis.	The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.	Yes / No

**Signature & Seal:**

Authorised Signatory of the Prospective Collaborator

**Annexure-2**

**Reference List: The Prospective Collaborator shall furnish a summary of their product reference as detailed below for major supplies in last 3 years**

SL No	Name of Customer / Country where ATT has been supplied	No. of unit supplied	Year of Supply

**Annexure-3**

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

**Eol RESPONSE FORMAT**

To,  
BEML Limited  
SR Nagar, Bangalore 560027  
E-mail: bemleoi@bemltd.in

Dear Sir,

**Ref: Expression of Interest to collaborate with BEML Limited for Notice Inviting Expression of Interest (Eol) for collaboration for Aircraft Towing Tug**

Having examined the Expression of Interest (Eol) document dated \_\_\_\_\_, downloaded from the BEML Limited portal. We, the authorised signatories of the Prospective Collaborator, intend to submit the response/proposal to the aforesaid Eol document.

We attach hereto the response/proposal to Eol as required as per the Eol document, which constitutes our response to Eol.

Primary and Secondary contacts for our company are:

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

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 suppressed any material facts.

We fully understand and agree that on verification, if any of the information provided herein is found to be false /misleading, our response / proposal is liable to be disqualified / rejected from the selection process or termination of the definitive agreement, if the Prospective Collaborator is selected, 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 and duly authorised to act on behalf of the Prospective Collaborator and empowered and authorised to sign this document as well as such other documents, which may be required in this connection.

Dated this

(Signature)

(In the capacity of)

(Name)

Duly authorized to sign the EoI Response for and on behalf of:

(Name and Address of the authorised representative/signatory with Seal / Stamp of the Prospective Collaborator)

Witness Signature:

Witness Name:

Witness Address:

**Annexure-4**

{To be submitted in the letter head of the Prospective Collaborator}

**CERTIFICATE AS TO AUTHORIZED SIGNATORIES**

I, ....., the Company Secretary  
of ....., do hereby  
certify that Mr./Ms ..... Who signed  
the response to the EoI floated by BEML for collaboration for Aircraft Towing Tug is  
authorized to do so and bind the company by authority of its board / governing body.

Date:

Signature:

(Company Seal)

**Annexure-5**

{To be submitted in the letter head of the Prospective Collaborator}

**DECLARATION BY THE PROSPECTIVE COLLABORATOR**

This is to certify that our Entity/Company/Firm, \_\_\_\_\_, do not have any litigation, arbitration cases or any litigation against BEML Ltd or any other organisation pending before any Court / Tribunal/ Statutory Authority/Arbitrator in connection with any contract / tender issued by BEML Ltd.

-The list of cases having monetary claims against the Prospective Collaborator, the result of which will have impact on its financial position, pending before any Court/Statutory Authority/Tribunal as on the date of submission of EoI.

Sr No	Petitioner /Respondent	Case number	CNR number	Court Name/place	Present Status/ Remarks, if any

ii) No Insolvency, liquidation or bankruptcy proceedings is pending before any Court/Tribunal.

Signature of Prospective Collaborator  
(with Seal /Company Seal)

**Annexure-6**

{To be submitted in the letter head of the Prospective Collaborator}

**DECLARATION BY THE PROSPECTIVE COLLABORATOR**

This is to certify we \_\_\_\_\_ have not been banned /  
black listed / debarred from trade or from participating in any tendering  
process by BEML / Central Govt / State Govt. or any of its Dept. /  
Autonomous Institution / PSUs / any statutory authority in India in last 05  
years as on the date of submission of the repinsence to the EoI.

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

Signature with date of Authorized signatory

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

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

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