

Notice Inviting Expression of Interest (Eol)
for
Collaboration
For
Tethered Drones and/or Runway Independent Aerial
Surveillance System

Eol Reference No: CTPAM/Eol/Aero/Drones/2026/28

Date of Issue 20-03-2026

Eol closing date: 20-04-2026

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 or advisors, 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 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 Eol. BEML shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the Eol 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 Eol.
7. Notwithstanding anything contained in this Eol, BEML reserves the right to accept or reject any application and to annul the Eol 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 Eol 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 Eol. 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.

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 -

Sl. No.	Description	Date
01	Issue of Eol Document	20.03.2026
02	Last date of Submission of Eol response	20.04.2026

B. Contact Details for clarification related to Eol

Dy. General Manager
SBU Aerospace, BEML Ltd.
Flat No. E, F, G, H
'Vandana', 11th Floor,
11, Tolstoy Marg, Connaught Palace
New Delhi – 110 001
Ph: 011 – 23314983 / 23316500
Email: 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. The subject of the email shall mention Eol reference: "CTPAM/Eol/Aero/Drones/2026/28 dtd 20/03/2026: Response to Eol for Tethered Drones and / or Runaway Independent Aerial Surveillance System"

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

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

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 Tethered Drones and / or Runaway Independent Aerial Surveillance System, for Indian Defence Services.

4.2 Preamble:

The Prospective Collaborator must be an Original Equipment Manufacturer (OEM) having proven technology on Tethered Drones and / or Runaway Independent Aerial Surveillance System vehicles having higher specification/ better version than the proposed technical specification detailed in **Annexure-2A and Annexure 2B.** The OEM shall have robust R&D to customise the specification of Tethered Drones and / or Runaway Independent Aerial Surveillance System vehicles as necessary meeting customer requirement. The OEM shall be aware of the procurement policies of Indian Army under Buy (Indian-Indigenously Designed Developed and Manufactured) i.e., Buy (Indian-IDDMM) category of Defence Acquisition Procedure (DAP)-2020.

BEML would like to collaborate with such OEMs as described above on long term association to Design and Develop Tethered Drones and / or Runaway Independent Aerial Surveillance System meeting customer requirement.

4.3 Scope of Co-operation:

4.3.1 For the specific RFI/RFPs from Indian MoD, BEML and the Prospective Collaborator shall jointly study the requirement and prepare technical responses. As deemed necessary commercial aspects also will be discussed on mutual agreeable terms and conditions for participating in the tender/RFP.

On technical shortlisted, BEML and collaborator shall offer the customised Tethered Drones and / or Runaway Independent Aerial Surveillance System developed jointly to Indian MoD on No-Cost No-Commitment (NC-NC) basis.

Further, on Techno-commercial shortlisting, BEML and collaborator shall start the production activities on mutually agreed terms and conditions and also meet all other contractual obligations.

4.3.2 Post Eol response and selection, BEML and the collaborator shall execute a Non-Disclosure Agreement (NDA).

4.3.3 In order to meet the RFP/RFQ terms and conditions, BEML and the collaborator may enter into MoU/Definitive Agreements to execute the projects with specific workshare for manufacture, assembly, quality control, testing, field installation, commissioning, repair, spare parts & service, maintenance, documentation/manuals along with commercials.

Note:

1.) *Further discussions on co-operation with the prospective Collaborator/ Collaborators will be initiated on receipt of RFP/RFQ from the customer. This process is for advance preparation only.*

2) *In case of multiple OEMs qualifying the Eol, BEML will discuss with all such selected OEMs, for each opportunity. BEML will proceed with OEM offering the best techno-commercial proposal and enter into MoU/Agreement.*

3) *The condition of prior turnover and prior experience may be relaxed as per General Financial Rules (GFR) Rule 173 (i), for DPIIT - recognised Startups (as defined by Department of Industrial Policy and Promotion) subject to meeting of quality & technical requirements of the Eol.*

4.4 Submission and Process of Eol Evaluation:

4.4.1 The Prospective Collaborator meeting the Pre-qualification requirements (PQR) as specified in clause 4.5 below are invited to submit their response to this Eol.

4.4.2 Upon receipt of response(s) against this Eol, BEML will review the response(s) through a Technical Evaluation Committee (TEC) to ascertain suitability and shortlist Prospective Collaborator for further discussions.

4.4.3 On evaluation, only selected OEMs will be informed about their shortlisting.

4.5 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 Original Equipment Manufacturer (OEM) of Tethered Drones and / or and Runaway Independent Aerial Surveillance System or their duly authorized representative company or OEM's subsidiary.

4.5.1 Prospective Collaborator, if an OEM, must be a registered entity in accordance with the law with continuous operation as on the date of publication of this EoI.

4.5.2 Prospective Collaborator, if a representative company or OEM's subsidiary, must submit a legally binding agreement with the OEM, clearly outlining their authority to act on behalf of the OEM in matters pertaining to the use of the OEM's technology, for the purpose of this EoI. In which case, the Prospective Collaborator shall submit technical, financial & other miscellaneous credentials / responses of the OEM along with a declaration form the OEM authenticating these submissions.

4.6 Instructions:

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

Annexure-1 A Essential & Desirable Criteria for Tethered Drones

Annexure-1 B Essential & Desirable Criteria for Runaway Independent Aerial Surveillance System

Annexure-2 A Technical Specification and response for Tethered Drones

Annexure-2 B Technical Specification and response for Runaway Independent Aerial Surveillance System

Annexure-3 Reference List: The prospective Collaborator's major supplies in last 3 years related to Tethered Drones and / or Runaway Independent Aerial Surveillance System

Annexure-4 EoI response format

Annexure-5 Certificate as to Authorized signatories

Annexure-6 Declaration by the prospective collaborator regarding any pending litigation, arbitration cases

Annexure-7 Declaration by the prospective collaborator regarding blacklisting

Annexure-8 Certificate for Land Border Sharing

Annexure-9 Declaration for OEM

Annexure-10 Pre-Contract Integrity Pact

4.6.2 Language: All correspondences and documents related to the Eol 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 response to the Eol, the English translation shall govern. However, if the translation is found to be incorrect subsequently, BEML will have right to take appropriate action against the Prospective Collaborator as may be deemed fit.

4.6.3 The person signing the response to the Eol should have due written authorization from the Prospective Collaborator to sign the documents and should duly authenticate any errors or corrections in the Eol. 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.

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

4.6.5 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.

4.6.6 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 Eol, shall not be eligible to submit the Eol.

4.6.7 BEML shall receive applications pursuant to this Eol 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 Eol for submission of applications.

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

4.6.8 Restrictions on Prospective Collaborator from a Country which shares a Land Border with India:

- a) Interested Prospective Collaborator from a country which shares a land border with India will be eligible to respond to this Eol only if interested Prospective Collaborator 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 Eol due date or any extension thereof.
- b) Interested Prospective Collaborator 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.

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

- 4.7.1** The Expression of Interest is not accompanied by required documentation and has failed to provide clarifications related thereto, when sought by BEML.
- 4.7.2** Misrepresentation, lack of proper documentation, fraud, coercion, undue influence, canvassing etc., by the prospective collaborator.
- 4.7.3** The Expression of Interest is received after the closing time and date.
- 4.7.4** 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.

4.8 Eol PROCESS TO BE CONFIDENTIAL:

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

4.9 GOVERNING LAWS & JURISDICTION:

The Eol 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 Eol process.

Foreign entity interested for collaboration with BEML for Tethered Drones and / or Runaway Independent Aerial Surveillance System must have necessary clearance from their Govt. for Technology Sharing & Collaboration.

Annexure-1A

Qualification criteria for shortlisting – Tethered Drones:

Essential criteria:

Sr. No.	Evaluation Criteria	Documentary Evidence	Response**
<p><i>** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter</i></p>			
(i)	<p>Prospective Collaborator should be Original Equipment Manufacturer (OEM) / Representative Company or OEM's subsidiary, or duly authorised representative of the OEM of Tethered Drones</p>	<p>In case of OEM – Declaration is required to be furnished as per Annexure – 9.</p> <p>In case of Representative Company or OEM's subsidiary, or duly authorised representative of the OEM - Legally binding agreements with the OEM, clearly outlining their authority to act on behalf of the OEM in matters pertaining to the use of the OEM's technology, for the purpose of this Eol. Declaration is required to be furnished as per Annexure – 9.</p>	
(ii)	<p>The Prospective Collaborator should have executed at least two (02) supply /contract orders in last five (5) years, each with an order value of INR 5 (five) crore, involving design, manufacturing, installation, testing and supplying same or similar aerial vehicles as required for tethered drones.</p>	<p>To provide PO copies.</p>	
(iii)	<p>Prospective Collaborator should have an average turnover of Rs. 50 Crores (INR)/ US\$ 6.67 million / Euro 4.7 million and positive net worth for the last three years</p>	<p>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.</p>	
(iv)	<p>Prospective Collaborator should agree to develop the product as per specifications along with BEML and offer to Indian MoD on No Cost No Commitment (NC-NC) Basis.</p>	<p>The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.</p>	

Sr. No.	Evaluation Criteria	Documentary Evidence	Response**
<p><i>** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter</i></p>			
(v)	<p>Acquisition by Indian Defence Services demands indigenous content (IC) of minimum 60% on cost basis of the base contract price, the Prospective Collaborator should agree for co-production in India for meeting or exceeding the IC requirement.</p>	<p>The Prospective Collaborator should submit an undertaking to this affect on his Company's Letter Head duly endorsed by Authorized Signatory.</p>	
(vi)	<p>The Prospective Collaborator should agree for indigenisation / localization plan in India in collaboration with BEML in respect of Indigenisation.</p>	<p>Year wise / supply wise Indigenisation Plan is required on Company Letter head signed by Authorised Signatory.</p>	
(vii)	<p>he Prospective collaborator should agree to provide Warranty support for offered product/system as per customer requirement.</p>	<p>The Prospective Collaborator should submit an undertaking to this affect on his Company's Letter Head duly endorsed by Authorized Signatory.</p>	
(viii)	<p>The 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.</p>	<p>The Prospective Collaborator should submit an undertaking to this affect on his Company's Letter Head duly endorsed by Authorized Signatory.</p>	
(ix)	<p>The Prospective collaborator should agree to provide lifecycle support on back-to-back basis for minimum period of 7 years or as per customer requirement.</p>	<p>The Prospective Collaborator should submit an undertaking to this affect on his Company's Letter Head duly endorsed by Authorized Signatory.</p>	
(x)	<p>The Prospective Collaborator should agree to carry out comprehensive MRO, calibration and obsolete management of equipment / Platform/ system along with associated jigs, fixtures and test setups during the designed service life of the equipment.</p>	<p>The Prospective Collaborator should submit an undertaking to this affect on his Company's Letter Head duly endorsed by Authorized Signatory.</p>	

Sr. No.	Evaluation Criteria	Documentary Evidence	Response**
<i>** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter</i>			
(xi)	The Prospective collaborator should agree to provide Training of Crew and Maintenance Personnel including Operator & Maintenance Crew of end user (Indian Defence Services) / BEML.	The Prospective Collaborator should submit an undertaking to this affect on his Company's Letter Head duly endorsed by Authorized Signatory.	

Signature & Seal:

Authorised Signatory of the Prospective Collaborator

Desirable Criteria:

Sr. No.	Evaluation Criteria	Response**
<p><i>** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter</i></p>		
(i)	<p>The Prospective Collaborator shall agree to undertake Tethered Drones build up, Assembly & testing at BEML facility in collaboration with BEML Engineers. Also agree for know-how sharing to BEML engineers during design, development, manufacturing, assembly, testing, field installation & commissioning, repair, service, retrofit and related software modification as per application requirements.</p>	
(ii)	<p>The Prospective Collaborator should be willing to share the details about IPRs owned for the technology or has an unencumbered right from the owner of the IPRs to sub-license the technology, if applicable meeting the specifications placed at Annexure - 2</p>	
(iii)	<p>The prospective Collaborator should be willing to work with BEML as joint venture / consortium partner to fulfil the requirement of RFPs from Ministry of Defence, Govt. of India.</p>	

Signature & Seal:

Authorised Signatory of the Prospective Collaborator

Note:

The Prospective Collaborator shortlisted based on the eligibility criteria may be invited/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 solution/methodology, experience, capabilities, infrastructure, and other key points, if any.

Annexure-1B

Qualification Criteria for Shortlisting: Runway Independent Aerial Surveillance System

Essential criteria

Sr. No.	Evaluation Criteria	Documentary Evidence	Response**
<p><i>** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter</i></p>			
(i)	<p>Prospective Collaborator should be Original Equipment Manufacturer (OEM) / Integrator / Representative Company or OEM's subsidiary, or duly authorised representative of the OEM or Aerial Vehicle of Runway Independent Aerial Surveillance System.</p>	<p>In case of OEM – Declaration is required to be furnished as per Annexure – 9.</p> <p>In case of Representative Company or OEM's subsidiary, or duly authorised representative of the OEM - Legally binding agreements with the OEM, clearly outlining their authority to act on behalf of the OEM in matters pertaining to the use of the OEM's technology, for the purpose of this Eol. Declaration is required is required to be furnished as per Annexure – 9.</p>	
(ii)	<p>The Prospective Collaborator should have executed at least two (02) supply /contract orders in last five (5) years, each with an order value of INR 5 (five) crore, involving design, manufacturing, installation, testing and supplying same or similar aerial vehicles as required for Runway Independent Aerial Surveillance System.</p>	<p>To provide PO copies.</p>	
(iii)	<p>Prospective Collaborator should have an average turnover of Rs. 50 Crores (INR)/ US\$ 6.67 million / Euro 4.7 million and positive net worth for the last three years</p>	<p>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.</p>	

Sr. No.	Evaluation Criteria	Documentary Evidence	Response**
<p><i>** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter</i></p>			
(iv)	<p>A) Prospective Collaborator to have the following: -</p> <ul style="list-style-type: none"> (a) Industrial Licence (IL) from the Department for Promotion of Industry and Internal Trade (DPIIT) for defence (b) DGCA approvals or Unique Authorization Number (UAN) for AV. (c) AS-9100D QMS in aviation space and Defence. (d) ISO 21384-3 Unmanned Aircraft Systems - Operational Procedures. (e) ISO 27001 Information Security Management. 	<p>To Provide with supporting document / certificate</p>	
	<p>B) Prospective Collaborator should agree to develop the product as per specifications along with BEML and offer to Indian MoD on No Cost No Commitment (NC-NC) Basis.</p>	<p>The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.</p>	
(v)	<p>Acquisition by Indian Defence Services demands indigenous content (IC) of minimum 60% on cost basis of the base contract price, the Prospective Collaborator should agree for co-production in India for meeting or exceeding the IC requirement.</p>	<p>The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.</p>	
(vi)	<p>The Prospective Collaborator should agree for indigenisation / localization plan for manufacturing in India in collaboration with BEML in respect of Indigenisation.</p>	<p>Year wise / supply wise Indigenisation Plan is required on Company Letter head signed by Authorised Signatory.</p>	
(vii)	<p>The Prospective collaborator should agree to provide Warranty support for offered product/system along with BEML on back-to-back basis abiding procurement terms & conditions of customer.</p>	<p>The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.</p>	
(viii)	<p>The Prospective Collaborator shall accept / agree that BEML shall</p>	<p>The Prospective Collaborator should submit an undertaking</p>	

Sr. No.	Evaluation Criteria	Documentary Evidence	Response**
** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter			
	have the sole right to market the product for Indian Defence and paramilitary forces and also shall export on mutual consent.	to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.	
(ix)	The Prospective collaborator should agree to provide lifecycle support on a back-to-back basis with the customer as per the contract terms & conditions.	The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.	
(x)	The Prospective Collaborator should agree for carry out comprehensive MRO, calibration and obsolescence management of equipment / Platform/ system along with associated jigs, fixtures and test setups during the designed service life of the equipment	The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.	
(xi)	The Prospective collaborator should agree to provide Training of Crew and Maintenance Personnel including Operator & Maintenance Crew of end user (Indian Defence Services) / BEML	The Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorized Signatory.	

Signature & Seal:

Authorised Signatory of the Prospective Collaborator

Desirable Criteria:

Sr. No.	Evaluation Criteria	Response**
** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter		
(i)	The Prospective Collaborator shall agree to undertake design, manufacturing, Assembly & testing in collaboration with BEML on a work share basis. Also agree for know-how sharing to BEML engineers on domains as per work share.	
(ii)	The Prospective Collaborator should be willing to share the details about IPRs owned for the technology or has an unencumbered right from the owner of the IPRs to sublicense the technology, if applicable meeting the specifications placed at Annexure - II	
(iii)	The prospective Collaborator should be willing to work with BEML as joint consortium partner to fulfil the requirement of RFPs from Ministry of Defence, Govt. of India.	

Signature & Seal:

Authorised Signatory of the Prospective Collaborator

Note:

The Prospective Collaborator shortlisted based on the eligibility criteria may be invited/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 solution/methodology, experience, capabilities, infrastructure, and other key points, if any.

Annexure-2 A

Technical Specifications / Configuration of Tethered Drones

The following are the basic specification. Higher specification/ better version are also acceptable.

SI. No	Parameters	Description	Reply/ Response**
<i>** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter</i>			
1	General	The Tethered Drone System can provide integral Beyond Line-of-Sight surveillance capability to tactical commanders with prolonged endurance. Tethered Drone System will use SI units.	
2	Design	Tethered drone systems to be modular in design and should facilitate integration and installation as well as easy upgradation with future technology without impacting the performance of any system / sub system.	
3	Maps	The system should be able to use the following types of maps: (a) Raster. (b) Digital Terrain Elevation Data -2 (DTED-2) (c) Vector DGN Maps. (d) Defence Series Maps (DSM)	
4	Components of the System	The Tethered Drone Systems should consist of: - (a) Two Aerial Vehicles (AV) or platforms (one AV as reserve). (b) One Man Portable Ground Control Station (MPGCS). (c) One Tether Station. (d) One Remote Video Terminal (RVT). (e) <u>EO/ IR Payload per Drone:</u> A combined EO/ IR payload with the following:- i. One Colour Day Video Camera ii. One Monochromatic Night Thermal Camera. (f) One suitable silent generator set with a noise level of less than 70db at a distance of 100 m from the system.	

Sl. No	Parameters	Description	Reply/ Response**
** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter			
		(g) One suitable battery charger to enable charging the batteries from the AC mains and the vehicle platform. (h) Two spare battery per drone (j) Modular carrying system / case for the system & accessories.	
5	Navigation	The equipment should be based on IRNSS/ NAVIC. Compatibility with other GNSS-based Navigation systems to include GPS, NAVSTAR, GLONASS, is desirable. The operator should have the option of selecting, deselecting & blocking any of the available GNSS Services. It should be compatible with the DSM, having a shape file format. The system should be able to operate seamlessly in GNSS-denied environment without any degradation in performance.	
6	All Up Weight	Not more than 15Kg (Excluding weight of tether cable).	
7	Launch and Recovery	VTOL from an unprepared/ undulating area of maximum 5 x 5 m in tethered and untether mode.	
8	Altitude	(a) The Tethered Drone must be capable of being launched and recovered up to an elevation of minimum 5500 meters Above Mean Sea Level (AMSL). (b) The vehicle should be able to fly with tether height up to 100 meters or more Above Ground Level (AGL) from the take-off point in tethered mode. (c) In untethered mode, the aerial vehicle should be able to fly at a height of upto 1000m or more Above Ground Level (AGL) from the take-off point.	
9	Endurance	(a) Not less than 09 hours in Tethered mode. (b) Minimum 60 minutes of surveillance at maximum ranges in untethered mode.	
10	Deployment Time	(a) <u>When the System is Fully Assembled.</u> Not more than 10 minutes. (b) <u>When the System is in Transportable Condition.</u> Not more than 30 minutes.	

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11	Mission Range (In Untethered Mode).	Not less than 10 Km (one way).	
12	Operation	The system must be operated by one person	
13	Transportation	The Tethered Drone Systems, with all its components and accessories, should be transportable in one in-service light vehicle of the Recce Section of an Armoured Regiment/ Mechanised Infantry Battalion and similar weight class vehicles held with Infantry Battalions and Artillery Regiments.	
14	BITE With Go / NOGO.	The Tethered Drone Systems should have a Built-in Test Equipment with GO / NOGO test procedure for the AV, MPGCS, and the payload.	
15	System Accuracy	The Target Acquisition Accuracy should be less than 10m (CEP). The default lookout angle of the payload is vertically downwards towards the ground.	
16	Geo Co-ordinate Accuracy	GPS based accuracy of geo-reference coordinates should be 10m or better. (a) All Geo reference must be displayed in Indian Military Grid Reference (IMGR) / Latitude Longitude (user selectable). (b) The system should be compatible with all defence series map with GPS, GLONASS and NVIC as Navigation System	
17	EMI / EMC Requirement	The tethered Drone Systems and subsystems must fulfil relevant EMI/EMC requirements as per MIL STD 461E or latest.	
18	Anti-EW Capabilities	The system should have capability to operate effectively in EW contested environment with measure against jamming, spoofing, cyber takeover and GNSS denial.	
19	Aerial Vehicle (AV)	The AV must have:- (a) An onboard autopilot to control the AV. (b) Navigation lights in AV must be visible from a minimum of 100 m for safe launch and recovery at night and in an emergency. The switching on & off of lights must be manually controlled	

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		<p>through the MPGCS.</p> <p>(c) Capability to take off and land in headwind speeds of up to 35 km per hour in untethered mode.</p> <p>(d) The AV is to be able to withstand a gust up to 35 km per hour in tethered mode.</p>	
20	Flight Modes	<p>The AV should be able to operate in the following flight modes:-</p> <p>(a) Fully Autonomous Mode: Follow a pre-programmed flight path. Dynamic re-programming of the flight path from MPGCS must be possible with continuous automatic operation of EO/IR payload.</p> <p>(b) Semi-Autonomous Mode: AV follows a pre-programmed flight path Control of EO / IR payload by the operator.</p> <p>(c) Manual Mode: All controls of AV, including navigation, flying, and operation of the EO/ IR payload by the operator through MPGCS</p> <p>(d) Return Home Mode/ Land: The AV to have a separate onboard battery or reserve battery level and should automatically change to 'Return Home' mode and land at either the take-off location or a pre-selected waypoint (user selected) under following conditions: -</p> <ol style="list-style-type: none"> i. On loss of communication with MPGCS. ii. On low battery. iii. On tether breakage in tethered mode. iv. Loss of power to the tethered station. 	
21	Tether Station	<p>The tethered station should be compact and rugged to withstand light rain, with dust/shockproof mounting and a housing unit for spaces management on the vehicle platform. The tether station should be operated by dual-mode winch (Automatic and Manual mode). The tether cable should act as a power supply cable and a data link. The tensile strength and locking mechanisms at both ends of the tether cable should be able to withstand jerks, wind gusts, and the movement of the aerial platform. Display of tether cable length</p>	

Sl. No	Parameters	Description	Reply/ Response**
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		should be provided on MPGCS.	
22	Man Portable Ground Control Station (MPGCS)	<p>The MPGCS should be a ruggedised computer-based, capable of being operated outside, during day & night, with a resolution of a minimum of 1024 x 768 pixels.</p> <p>Features. The MPGCS has the following capabilities: -</p> <p>(a) Compatibility with Defence Series Maps (DSM) as well as a geographic map to show TETHERED DRONES location, TETHERED DRONES route, waypoints, and flight path.</p> <p>(b) Transmit control commands to TETHERED DRONES, receive TETHERED DRONES parameters, and receive and display real-time video from TETHERED DRONES.</p> <p>(c) Switch on off EO/ IR payload, control Pan/Tilt/ Zoom & Switch on /off recording on board TETHERED DRONES.</p> <p>(d) Capability to take image snapshots anytime during flight/ tethered mode</p> <p>(e) Should be able to operate for a minimum of nine hrs.</p> <p>(f) Geofencing feature to create under-defined inclusion & exclusion zones while operating in untethered mode.</p> <p>(g) Carry out diagnostic tests on AV, payload, communication, and data links. There should also be a self-test facility for the MPGCS.</p> <p>(h) Control and recover the AV, within visual range, in Manual mode & Semi-automatic mode.</p> <p>(j) Display Mission Information, control the AV, monitor its health, and control the EO/ IR payload.</p> <p>(k) Simultaneously display live video and a synchronised moving map in resizable windows in real time.</p> <p>(l) Record and replay optical sensor output, telemetry, and mission flight data. A Solid State Disk (SSD) of a minimum of 250 GB must be</p>	

Sl. No	Parameters	Description	Reply/ Response**
<p align="center">** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter</p>			
		<p>provided.</p> <p>(m) Provide video freeze frames (snapshots) and video clippings of the live feed from the optical sensors. Suitable software should be provided for subsequent annotation of the extracted snapshot/ video clipping.</p> <p>(n) Upload digital maps from an external CD /hard disk.</p> <p>(o) Provide video output through an HDMI port.</p> <p>Display. The MPGCS should have: -</p> <p>(a) Video: Display user-selectable flight and mission information as an overlay on top of the video/ base layer of the user-selected map and save it for future debriefing. The mission information should include:-</p> <ol style="list-style-type: none"> i. Coordinates of the target. ii. Altitude of target Above Mean Sea Level. iii. AV position. iv. Height of AV above ground level. v. Status of tether connection & length of tether cable. vi. Distance of AV from MPGCS. vii. Bearing (azimuth) of AV From MPGCS. viii. Air speed and ground speed of AV. ix. AV heading. x. Mission Time. xi. Time of imagery. xii. Payload look angle/ bearing. xiii. North arrow. xiv. Power remaining (in untethered mode). xv. Communication link status. xvi. Auto-pilot health status. xvii. GPS lock status. xviii. The track of the AV must be available on the video display. xix. The capability to record video must be available. xx. Record of data (health of AV and transit track) for analysis of any failures/ post-sortie 	

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<p>** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter</p>			
		<p>analysis should be available.</p> <p>(b) Map: A moving map to be provided in a resizable window with the following facilities: -</p> <ul style="list-style-type: none"> i. Map to be synchronized both in position and scale with the video. ii. Display the current position and heading of the AV as an icon. iii. There should be facilities to:- <ul style="list-style-type: none"> (aa) Annotate the map (ab) Allow free movement (dragging) of the map, centre the map on the camera's ground track, centre the map on a specific area, see the map from the camera's point of view, fix the map so that it does not change with the movement of the AV, and re-synchronise the map to the AV, as desired. (ac) Measure the distance between ground points. (ad) Allow selection of way points, flight path, flight pattern, fixing of camera at a particular coordinate. (ae) Enlarge and reduce the map (Zoom in / out by up to four times. (af) The maps provided should be upgradable. <p>Snap-Shots. Selectable annotations must be overlaid on snapshots to include: -</p> <ul style="list-style-type: none"> (a) Altitude of point under reticule above mean sea level. (b) AV position. (c) Height of AV above ground level. (d) AV heading. (e) Payload look angle. (f) North Arrow. (g) Date & time. (h) Mission number. <p>System should be able to operate in ISM band and one non ISM band. It should have inbuilt 256-bit AES encryption or higher standards and should</p>	

Sl. No	Parameters	Description	Reply/ Response**
<p>** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter</p>			
		<p>be able to transmit control commands from the MPGCS to AV as well as transmit data (videos by day and night) with suitable uplink and downlink in tethered & untethered mode. The transmission must be digital.</p> <p>The antenna should automatically track the AV in flight.</p> <p>There should be no mutual interference when two MPGCS operate in the vicinity (1000 metres or less)</p>	
23	Payloads:	<p>Optical Sensor:</p> <p>(a) The optical sensor should provide output in a digital format and have gimbal stabilization with pointing accuracy of 15 minutes (1/4°).</p> <p>(b) Global Positioning System and Inertial Measurement Unit data should be integrated with data from the sensors.</p> <p>(c) It should be capable of being panned to 360° and tilted by 0 to plus/ minus 90° from vertically downwards, independent of the orientation of the AV.</p> <p>(d) Colour Day Video Camera</p> <p>i. Be capable of providing real-time video from the day sensor of a minimum 1920x1080 pixels resolution at not less than 20 frames per second.</p> <p>ii. Have a 30x or higher continuous Optical Zoom with a Wide Field of View of Minimum 40°.</p> <p>iii. Store minimum of 120 minutes of output on board the AV minimum 1920 x 1080 pixels resolution at 20 frames per second, along with synchronised telemetry data for post-flight evaluation.</p> <p>iv. The output of the video camera may be transmitted at a lower resolution of a minimum of 640 x 480 pixels at 20 frames per second.</p>	

Sl. No	Parameters	Description	Reply/ Response**																								
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		<p>v. The minimum observation range to be achieved under clear weather conditions is:-</p> <table border="1"> <thead> <tr> <th>Ranges</th> <th>'A' Vehicle</th> <th>'B' Vehicle</th> <th>Human Targets</th> </tr> </thead> <tbody> <tr> <td>Detection</td> <td>6000 mtr</td> <td>5000 mtr</td> <td>3000 mtr</td> </tr> <tr> <td>Recognition</td> <td>3000 mtr</td> <td>2500 mtr</td> <td>1500 mtr</td> </tr> </tbody> </table> <p>(e) Monochromatic Night Thermal Camera (IR)</p> <p>i. Provide real-time video of a minimum 640 by 480 pixels resolution at not less than 20 frames per second.</p> <p>ii. Have a Wide Field of View of a minimum of 40°.</p> <p>iii. Enable reversing the polarity of the display, i.e., white hot and black hot.</p> <p>iv. The minimum observation ranges to be achieved under clear weather conditions are:-</p> <table border="1"> <thead> <tr> <th>Ranges</th> <th>'A' Vehicle</th> <th>'B' Vehicle</th> <th>Human Targets</th> </tr> </thead> <tbody> <tr> <td>Detection</td> <td>3000 mtr</td> <td>2000 mtr</td> <td>1000 mtr</td> </tr> <tr> <td>Recognition</td> <td>1500 mtr</td> <td>1000 mtr</td> <td>500 mtr</td> </tr> </tbody> </table> <p>Fitment/ removal/ replacement of optical payload should be possible within 30 minutes.</p>	Ranges	'A' Vehicle	'B' Vehicle	Human Targets	Detection	6000 mtr	5000 mtr	3000 mtr	Recognition	3000 mtr	2500 mtr	1500 mtr	Ranges	'A' Vehicle	'B' Vehicle	Human Targets	Detection	3000 mtr	2000 mtr	1000 mtr	Recognition	1500 mtr	1000 mtr	500 mtr	
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24	Remote Video Terminal (RVT)	The RVT should be capable of being remotely located (within communication range of the AV) and be tuned to the AV's downlink frequency. It should be ruggedized portable computer based with a resolution of minimum 1024 x 768 pixels and have the same facilities as defined for the MPGCS as specified in paras 22, 23, 24 and 25 above.																									
25	Maintenance :	(a) Airframe- Maintenance on condition and no calendar life-based limitation. (b) Avionics– No limit. Inspection and Repair as per																									

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		Need.													
26	Service Life	Minimum 7 years or 1000 landings for drones (whichever is earlier) and not less than 500 charging cycles for the battery.													
27	Interchange ability	The components of the AV must be interchangeable													
28	EPP:	<p><u>Monochromatic Night Thermal Camera (IR).</u> The minimum observation ranges to be achieved under clear weather conditions are:</p> <table border="1"> <thead> <tr> <th>Ranges</th> <th>'A' Vehicle</th> <th>'B' Vehicle</th> <th>Human Targets</th> </tr> </thead> <tbody> <tr> <td>Detection</td> <td>4500m</td> <td>3750m</td> <td>2250m</td> </tr> <tr> <td>Recognition</td> <td>2250m</td> <td>1875m</td> <td>1150m</td> </tr> </tbody> </table>	Ranges	'A' Vehicle	'B' Vehicle	Human Targets	Detection	4500m	3750m	2250m	Recognition	2250m	1875m	1150m	
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Recognition	2250m	1875m	1150m												

Signature & Seal:

Authorised Signatory of the Prospective Collaborator

Annexure – 2B

Technical Specifications: Runway Independent Aerial Surveillance System

The following are the basic specifications. Higher specifications/ better versions are also acceptable: -

Sl. No	Parameters	Description	Reply/ Response**
<i>** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter</i>			
1	General	The Runway Independent Aerial Surveillance System can provide integral Beyond Line-of-Sight surveillance capability to tactical commanders with prolonged endurance. Runway Independent Aerial Surveillance System will use SI units.	
2	Design	Runway Independent Aerial Surveillance System to be modular in design and should facilitate integration and installation as well as easy upgradation with future technology without impacting the performance of any system / sub system.	
3.	Launch & Recovery	Catapult/ VTOL- Land within 150 m diameter area.	
4.	Operational Altitude	To take off up to & above 2000m AMLS.	
5.	Ceiling Altitude	Minimum 2000m above Operational Altitude.	
6.	Endurance	Minimum 6 hrs from take-off to landing.	
7.	Operating Range	Minimum 100Km Electronics Line of Sight Range.	
8.	Propulsion	IC Engine/ Electric/Any other with minimum 30 minutes Battery Back Up.	
9.	Maps	Support ESM & DSM. Required 10 figure Grid Reference with 100m accuracy.	
10.	Payload	<ul style="list-style-type: none"> • Day+ Night Camera. • Detection Recognition & Identification (DRI) for a 2mX2m size target: - Day- 15m/10m/5m Night: 10m/5m 	
11.	Navigation	<ul style="list-style-type: none"> • Primary- GNSS • Secondary-INS & One more additional back-up for Day/Night Navigation. • Four and more Controlled Reception 	

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		Pattern Antenna (CPRA).	
12.	Datalink	<ul style="list-style-type: none"> Two or more ISM Bands. Simultaneous operations from GCS more than 100 mtr apart. Support teaming Operations. 	
13.	Security	<ul style="list-style-type: none"> Minimum 256 bit encryption. Adaptive Frequency Hopping Spread Spectrum/ any other better technology. Different frequency channels for training and operational sorties. AI or any other technology for auto detect + alert + neglect, jamming/spoofing and auto evasive/ corrective actions. Operation with 100m distance between GCS/RVT and GDT. 	
14.	Mandatory Capabilities for Future Upgrades.	<ul style="list-style-type: none"> Quantum Key Based datalink encryption. Provision of ICDs. SATCOM based navigation. AI for communication. Military upgrade transponder for IFF. The above capabilities may not be available in the system as on date. But, the equipment/ system should have provisions to accommodate and integrate these systems/ capabilities in future upgrades including installation of 3rd party vendor products. The vendor should also state the conditions, if any wrt protection of IPR/ patent etc. 	
15.	EMI / EMC Requirement	The Runway Independent Aerial Surveillance System and subsystems must fulfil relevant EMI/EMC requirements as per MIL STD 461E or latest version.	
16.	Anti-EW Capabilities	The system should have capability to operate effectively in EW contested environment with measure against jamming, spoofing, cyber takeover and GNSS denial.	
17.	Environmental Conditions	<ul style="list-style-type: none"> Operating temperatures- (-) 20°C to (+) 50°C. Withstand Winds- Upto 15 Knots for Take-off & upto 30 Knots during flight. 	

Sl. No	Parameters	Description	Reply/ Response**
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18.	Manufacturing/ Delivery Capacity	<p>Minimum 30-40 Systems/ Sets in a Calendar year. Each Set/ System consisting of:-</p> <p>(a) Aerial vehicle (AV): 03. (b) Sensor packed payload: 03 (c) Ground Control Station (GCS): 03 Between 02 sets (1.5 GCS per set to cater redundancy) (d) Remote Video terminal (RVT): 01 (e) Inter & Intra Communication System. (f) MRLS, SMT, STE & Simulator.</p> <p>Vendor to clearly mention exact capacity and hold ups/ future plans. Also to indicate shortcomings, if any. The manufacturing facility may be inspected to ascertain the capacity.</p>	

Signature & Seal:
Authorised Signatory of the Prospective Collaborator

Annexure-3

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 Tethered Drone System and / or AV of Runway Independent Aerial Surveillance System or similar product is working	No. of unit supplied	Year of Supply

Annexure-4

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

Eol RESPONSE FORMAT

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

Dear Sir,

Ref: Expression of Interest to collaborate with BEML Limited for Notice Inviting Expression of Interest (Eol) for collaboration for Tethered Drone System and / or Runway Independent Aerial Surveillance System

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:

	Primary Contact	Secondary Contact
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 Eol 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 Eol 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-5

{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 Eol floated by BEML for collaboration for Tethered Drone System and /
or Runaway Independent Aerial Surveillance System is authorized to do so and bind
the company by authority of its board / governing body.

Date:

Signature:

(Company Seal)

Annexure-6

{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 Eol.

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-7

{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 Eol.

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: _____

Annexure-8

CERTIFICATE FOR LAND BORDER SHARING

Applicant to refer, GOI office memorandum No. F.No.6/18/2019-PPD of Department of Expenditure Public Procurement Division, amended time to time and its subsequent Orders/Notifications

The applicant accordingly Certifies as below:

“I / We, have read the clause regarding restrictions on procurement from the applicant of a country which shares a land border with India; I certify that the applicant / Vendor is not from such a country or, if from such a country, has been registered with the Competent Authority. I hereby Certify that this Vendor / applicant fulfils all requirements in this regard and is eligible to be considered for this Eol”

[Where ever applicable, evidence of valid registration by the Competent Authority shall be attached]

Authorized signatory with company seal / stamp

Annexure – 9

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

OEM CERTIFICATE - DECLARATION BY THE PROSPECTIVE COLLABORATOR

We, _____, hereby certify that, We / our Principals / OEM M/s.
_____, are proven, established, and reputed manufacturers of Tethered
Drone System and / or for the aerial Vehicle for Runaway Independent Aerial
Surveillance System with R&D and manufacturing facilities / factories at
_____ which are fitted with modern equipment and where the
production methods, quality control, and testing of all materials and parts are
manufactured or used by us.

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: _____

Annexure-10

PRE – CONTRACT INTEGRITY PACT

Between

BEML Limited (BEML) hereinafter referred to as “The Principal”

And

..... hereinafter referred to as “The Bidder/Contractor”

Preamble

The Principal intends to award, under laid down organizational procedures, contract/s / shortlisting or for Tethered Drone System.

The Principal values full compliance with all relevant laws of the land, rules, regulations, economic use of resources and of fairness / transparency in its relations with its Bidder(s) and / or Contractor(s).

In order to achieve these goals, the Principal will appoint an independent External Monitor (IEM), who will monitor the tender process and the execution of the contract for compliance with the principles mentioned above.

Section 1 – Commitments of the Principal

(1) The Principal commits itself to take all measures necessary to prevent corruption and to observe the following principles:

a) No employee of the Principal, personally or through family members, will in connection with the tender for, or the execution of a contract, demand, take a promise for or accept, for self or third person, any material or immaterial benefit which the person is not legally entitled to.

b) The Principal will, during the tender process treat all Bidder(s) with equity and reason. The Principal will in particular, before and during the tender process, provide to all Bidder(s) the same information and will not provide to any Bidder(s) confidential/ additional information through which the Bidder(s) could obtain an advantage in relation to the tender process or the contract execution.

c) The Principal will exclude from the process all known prejudiced persons.

(2) If the principal obtains information on the conduct of any of its employees which is a criminal offence under the IPC/PC Act, or it there be a substantive suspicion in this regard, the Principal will inform the Chief Vigilance Officer and in addition can initiate disciplinary actions.

Section 2 – Commitment of the Bidder(s)/ contractor(s)

(1) The Bidder(s)/ Contractor(s) commit themselves to take all measures necessary to prevent corruption. He commits himself to observe the following principles during his participation in the tender process and during the contract execution.

a) The Bidder(s)/ Contractor(s) will not, directly or through any other person or firm, offer, promise or give to any of the Principal's employees involved in the tender process or the execution of the contract or to any third person any material or other benefit which he/she is not legally entitled to, in order to obtain in exchange any advantage of any kind whatsoever during the tender process or during the execution of the contract.

b) The Bidder(s)/ Contractor(s) will not enter with other Bidders into any undisclosed agreement or understanding, whether formal or informal. This applies in particular to prices, specifications, certifications, subsidiary contracts, submission or non-submission of bids or any other actions to restrict competitiveness or to introduce cartelization in the bidding process.

c) The Bidder(s)/ Contractor(s) will not commit any offence under the relevant IPC/PC Act; further, the Bidder(s) / Contractor(s) will not use improperly, for purposes of competition or personal gain, or pass on to others, any information or documents provided by the Principal as part of the business relationship, regarding plans, technical proposals and business details, including information contained or transmitted electronically.

d) The Bidder(s)/ Contractor(s) of foreign origin shall disclose the name and address of the Agents/ Representatives in India, if any. Similarly, the Bidder(s)/ Contractor(s) of Indian Nationality shall furnish the name and address of the foreign Principals, if any. Further, as mentioned in the "Guidelines on Indian Agents of Foreign Suppliers" shall be disclosed by the Bidder(s)/Contractor(s). Further, as mentioned in

the Guidelines all the payments made to the Indian agent/representative have to be in Indian Rupees only. Copy of the “Guidelines on Indian Agents of Foreign Suppliers” is placed at **Annexure (10-A)**.

e) The Bidder(s) / Contractor(s) will, when presenting his bid, disclose any and all payments he has made, is committed to or intends to make to agents, brokers or any other intermediaries in connection with the award of the contract.

(2) The Bidder(s)/Contractor(s) will not instigate third persons to commit offences outlined above or be an accessory to such offences.

Section 3 – Disqualification from tender process and exclusion from future contracts

If the Bidder(s)/Contractor(s) before award or during execution has committed a transgression through a violation of Section 2, above or any other form such as to put his reliability or creditability in question, the Principal is entitled to disqualify the Bidder(s)/Contractor(s) from the tender process or act as per the procedure mentioned in the “Guidelines on Banning of business dealings”.

Section 4 – Compensation for Damages

(1) If the Principal has disqualified the Bidder(s) from the tender process prior to the award according to Section 3, the Principal is entitled to demand and recover the damages equivalent to Earnest Money Deposit/ Bid Security.

(2) If the Principal has terminated the contract according to Section 3, or if the Principal is entitled to terminate the contract according to Section 3, the Principal shall be entitled to demand and recover from the Contractor liquidated damages of the contract value or the amount equivalent to Performance Bank Guarantee.

Section 5 – Previous Transgression

(1) The Bidders declares that no previous transgressions occurred in the last three years with any other Company in any country conforming to the anti-corruption

approach or with any other Public Sector Enterprises in India that could justify his exclusion from the tender process.

(2) If the Bidder makes incorrect statement on this subject, he can be disqualified from the tender process or action can be taken as per the procedure mentioned in “Guidelines on Banning of business dealings”.

Section 6 – Equal treatment of all Bidders /Contractors /Sub-contractors

(1) The Bidder(s)/ Contractor(s) undertaker(s) to demand from all subcontractors a commitment in conformity with this Integrity Pact, and to submit it to the Principal before contract signing.

(2) The Principal will enter into agreement with identical conditions as this one with all Bidders, Contractors and subcontractors.

(3) The Principal will disqualify from the tender process all bidders who do not sign this Pact or violate its provisions.

Section 7 – Criminal charges against violating Bidder(s) / Contractor(s) / Subcontractor(s)

If the Principal obtains knowledge of conduct of a Bidder, Contractor or Subcontractor, or of an employee or a representative or an associate of a Bidder, Contractor or Subcontractor which constitutes corruption, or of the Principal has substantive suspicion in this regard, the Principal will inform the same to the Chief Vigilance Officer

Section 8 – Independent External Monitor / Monitors

(1) The Principal appoints competent and credible Independent External Monitor for this Pact. The task of the Monitor is to review independently and objectively, whether and to what extent the parties comply with the obligations under this agreement

(2) The Monitor is not subject to instructions by the representatives of the parties and performs his functions neutrally and independently. It will be obligatory for him to treat

the information and documents of the Bidders/Contractors as confidential. He reports to the CMD, BEML.

(3) The Bidder(s)/ Contractor(s) accepts that the Monitor has the right to access without restriction to all Project documentation of the Principal including that provided by the Contractor. The Contractor will also grant the Monitor, upon his request and demonstration of a valid interest, unrestricted and unconditional access to his project documentation. The same is applicable to Subcontractors. The Monitor is under contractual obligation to treat the information and documents of the Bidder(s)/ Contractor(s) / Subcontractor(s) with confidentiality.

(4) The Principal will provide to the Monitor sufficient information about all meetings among the parties related to the Project provided such meetings could have an impact on the contractual relations between the Principal and the Contractor. The parties offer to the Monitor the option to participate in such meetings.

(5) As soon as the Monitor notices, or believes to notice, a violation of this agreement, he will so inform the Management of the Principal and request the Management to discontinue or take corrective action, or to take other relevant action. The monitor can in this regard submit non-binding recommendations. Beyond this, the Monitor has no right to demand from the parties that they act in a specific manner, refrain from action or tolerate action.

(6) The Monitor will submit a written report to the CMD, BEML, within 8 to 10 weeks from the date of reference or intimation to him by the Principal and, should the occasion arise submit proposals for correcting problematic situations.

(7) If the Monitor has reported to the CMD, BEML, a substantiated suspicion of an offence under relevant IPC/PC Act, and the CMD, BEML has not, within the reasonable time taken visible

action to proceed against such offence or reported it to the Chief Vigilance Officer, the Monitor may also transmit this information directly to the Central Vigilance Commissioner.

(8) The word 'Monitor' would include both singular and plural.

Section 9 – Pact Duration

This pact begins when both parties have legally signed it. It expires for the Contractor 12 months after the last payment under the contract, and for all other Bidders 6 months after the contract has been awarded. If any claim is made/lodged during this time, the same shall be binding and continue to be valid despite the lapse of this pact as specified above, unless it is discharged/ determined by CMD of BEML

Section 10 – Other provisions

- (1) This agreement is subject to Indian Law. Place of performance and jurisdiction is the Corporate Office of the Principal, i.e. Bangalore.
- (2) Changes and supplements as well as termination notices need to be made in writing. Side agreements have not been made.
- (3) If the Contractor is a partnership or a consortium, this agreement must be signed by all partners or consortium members.
- (4) Should one or several provisions of this agreement turn out to be invalid, the reminder of this agreement remains valid. In this case, the parties will strive to come to an agreement to their original intentions.
- (5) The bidder shall not approach the Courts while representing the matters to IEMs and he/ she will await their decision in the matter.
- (6) In case of joint venture, all the partners of the joint venture should sign the Integrity Pact. In case of sub-contracting, the Principal contractor shall take the responsibility of the adoption of IP by the sub-contractor. It is to be ensured that all sub- contractors also sign IP.
- (7) In the event of any dispute between the management and the contractor relating to those contracts where Integrity Pact is applicable, in case, both the parties are agreeable, they may try to settle dispute through mediation before the panel of IEMs in a time bound manner. If required, the organization may adopt any mediation rules for this purpose.

In case, the dispute remains unresolved even after mediation by the panel of IEMs, the organization may take further action as per the terms and conditions of the contract.

The fees / expenses on dispute resolution shall be equally shared by both the parties.

(8) In the event of any contradiction between the Integrity Pact and its Annexure, the Clause in the integrity pact will prevail

(For & On behalf of the Principal)

(Office Seal)

Place-----

Date -----

Witness 1:

(Name & Address)

Witness 2:

(Name & Address)

(For & On behalf of Bidder/Contractor)

(Office Seal)

Place-----

Date -----

Witness 1:

(Name & Address)

Witness 2:

(Name & Address)

Annexure -10A

GUIDELINES FOR INDIAN AGENTS OF FOREIGN SUPPLIERS

1.0 There shall be compulsory registration of agents for all Global (Open) Tender and Limited Tender. An agent who is not registered with BEML LTD shall apply for registration in the prescribed Application-Form available on www.bemlindia.in.

1.1 Registered agents will file an authenticated Photostat copy duly attested by a Notary Public/Original certificate of the principal confirming the agency agreement and giving the status being enjoyed by the agent and the commission/remuneration/ salary/ retainer ship being paid by the principal to the agent before the placement of order by BEML LTD.

1.2 Wherever the Indian representatives have communicated on behalf of their principals and the foreign parties have stated that they are not paying any commission to the Indian agents, and the Indian representative is working on the basis of salary or as retainer, a written declaration to this effect should be submitted by the party (i.e. Principal) before finalizing the order.

2.0 DISCLOSURE OF PARTICULARS OF AGENTS/ REPRESENTATIVES IN INDIA, IF ANY:

2.1 Tenderers of Foreign nationality shall furnish the following details in their offer:

2.1.1 The name and address of the agents/representatives in India, if any and the extent of authorization and authority given to commit the Principals. In case the agent/representative be a foreign Company, it shall be confirmed whether it is real substantial Company and details of the same shall be furnished.

2.1.2 The amount of commission/remuneration included in the quoted price(s) for such agents/ representatives in India.

2.1.3 Confirmation of the Tenderer that the commission/ remuneration if any, payable to his agents/ representatives in India, may be paid by BEML LTD in Indian Rupees only.

2.2 Tenderers of Indian Nationality shall furnish the following details in their offers:

2.2.1 The name and address of the foreign principals indicating their nationality as well as their status, i.e, whether manufacturer or agents of manufacturer holding the Letter

of Authority of the Principal specifically authorizing the agent to make an offer in India in response to tender either directly or through the agents/representatives.

2.2.2 The amount of commission/remuneration included in the price (s) quoted by the Tenderer for himself.

2.2.3 Confirmation of the foreign principals of the Tenderer that the commission/remuneration, if any, reserved for the Tenderer in the quoted price (s), may be paid by BEML LTD in India in equivalent Indian Rupees on satisfactory completion of the Project or supplies of Stores and Spares in case of operation items.

2.3 In either case, in the event of contract materializing, the terms of payment will provide for payment of the commission /remuneration, if any payable to the agents/representatives in India in Indian Rupees on expiry of 90 days after the discharge of the obligations under the contract.

2.4 Failure to furnish correct and detailed information as called for in paragraph-2.0 above will render the concerned tender liable to rejection or in the event of a contract materializing, the same liable to termination by BEML LTD. Besides this there would be a penalty of banning business dealings with BEML LTD or damage or payment of a named sum.

Signature

(For & On behalf of Bidder/Contractor)