

Eol Ref : GMBD(Def)/RTFLT/EOI/2022/04 dt 23.11.2022

**M/s. BHEL LIMITED,
BHEL SOUDHA,
SAMPANGIRAMNAGAR,
BENGALURU - 560002**

**Invitation for Expression of Interest (Eol)
from Indian companies
for
Rough Terrain Fork Lift Trucks (RTFLT)**

Reference No: GMBD(Def)/RTFLT/EOI/2022/04 dt 23.11.2022

Due closing date: 2nd December 2022

Eol response mail ID: bhemlei@bhel.co.in

**Contact for
Clarifications: Mr. N. Ramesh
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**Issued by
M/s. BHEL, Limited
(Under Ministry of Defence)**

INTRODUCTION:

BEML Limited is a leading multi-technology and multi-location company under the Ministry of Defence operating its business in three verticals viz., Defence & Aerospace, Mining & Construction and Rail & Metro. It offers high-quality products for diverse sectors of economy such as Defence, aviation, coal, mining, steel, limestone, power, irrigation, construction, road building, metro & railways. It has emerged as the forerunner of heavy engineering industry with a track record of growth and revenues for over five decades. For further details please visit our website www.bemlindia.in

The Ministry of Defence, Government of India, has published an RFP and intends to procure Quantity 1868 numbers of 1 to 2 Ton Rough Terrain Fork Lift Trucks (RTFLT) and seeks participation in the procurement process from prospective Bidders.

1. Objectives of the EoI:

To identify potential partners with whom collaboration can be established for co-development & manufacture of Mechanised auto equipment such as Rough Terrain Fork Lift Trucks (RTFLT)

2. Broad Description of Equipment.

The equipment i.e Rough Terrain Fork Lift Truck (RTFLT) is required for extensive material handling in the armed forces. The equipment should be able to operate in Plains, deserts, mountains and High-Altitude Areas. The essential and Technical parameter to be met by the equipment is as given in **Appendix A**

3. Scope of the collaboration

The partner will assist to develop and deploy RTFLT vehicle.

- a. Scope of BEML: 50% value addition.
- b. Collaborator's scope of supply: To be specified by bidder.

4. Eligibility Criteria:

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

- a) Should be firm registered in India & not placed on the restricted list for arms import.

- b) Should have demonstrable experience of developing/customizing RTFLT for military applications.
- c) Only the OEM needs to respond to this EOI. Dealers/ distributors/ agents/ representatives need not respond.
- d) The firm shall be willing to modify the equipment to the customer's need and coproduce the equipment in BEML's plant in India.
- e) The firm shall transfer the technology to BEML to locally produce the parts/assemblies as per *DAP 2020 requirement*.
- f) The firm should confirm, as per DAP 2020 the equipment shall meet indigenisation criteria ($\geq 60\%$) for Buy (Indian) category i.e. Total Contract Price less taxes and duties.
- g) The OEM should be able to get the export clearance if required for execution of project.
- h) The firm shall note that Govt. of India, Ministry of Defence will be acquiring these stores only through a competitive tender process following DAP 2020 and one equipment has to be offered to the Ministry of Defence for trial testing on No-Cost-No-Commitment (NC-NC) basis. The firm shall be agreeable to offer one equipment abiding this condition back to back.
- i) BEML will have the sole right to market the product in India.
- j) The firm shall accept co-branding of the product.
- k) The firm should have demonstrated the equipment to its own country's military or other reputed countries military and should have been accepted or shortlisted.

5. Presentations on proposed Solution/ Methodology

The firms shortlisted based on the eligibility criteria may be invited to make a presentation at a date, time and location notified by BEML. The purpose of the presentation would be to allow the participants to present their solution/ methodology, experience, capabilities, infrastructure, and other key points, if any.

6. GENERAL GUIDELINES:

The following details should be submitted along with EOI

- a) Company profile, giving details of current activities and management / personnel structure including evidence of incorporation.
- b) Financial status statement 3 years
- c) Capacity to manufacture / year
- d) Highlight the infrastructure available / modalities to take up the project.

Any other relevant information considered necessary for successful implementation of the proposed scope of work

7. **BENEFITS OF PARTNERING WITH BEML**

- BEML Ltd has an extensive marketing network and service centers. BEML has good manufacturing, testing and strong R&D.
- Projected requirement of these equipment around 1868 Nos for Indian MoD and potential for Export market also exists

8. **SUBMISSION OF THE EOI**

The EOI response to be submitted online through BEML E-mail: **bemleoi@beml.co.in**, stating compliance to each point, along with the enclosures to be forwarded by interested reputed firms, super scribing **"Expression of Interest for Rough Terrain Fork Lift Trucks (RTFLT)"** in subject on or before **2nd December 2022, Time : 17 :00 Hrs**

For any Technical Clarifications, Contact

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