

Eol Ref: RM/Eol/2020/02/01

Date: 12.02.2020

Expression of Interest for selection of agency for refurbishment (repair) and upgradation work of DMRC RS-1 stock.

A. Brief about BEML, Requirement and Procedure:

1. BEML Limited is a leading multi-technology and multi-location Mini-Ratna category-I company under the Ministry of Defence offering high quality products for diverse sectors of economy such as Defence, coal, mining, steel, cement, power, irrigation, construction, road building, metro & railways and aviation. It has emerged as the forerunner of heavy engineering industry with a track record of growth and revenues for over four decades. With a commitment to market driven R&D, We request you to please visit our website www.bemlindia.in for more details on BEML limited.
2. BEML LIMITED is a leading supplier of Rolling Stock for Metro Corporations in India such as Delhi, Jaipur, Bangalore, Kolkata and Mumbai. The Indian Metro sector is surging ahead with a number of Metro Projects for new cities as well as expansion of existing networks.
3. In order to address these opportunities, BEML intends to augment its Capacity for refurbishment (repair), up-gradation work including supply, installation, commissioning etc. of refurbished systems/trains on a Business Model as offered for RS1 train's operational under DMRC network and other rolling stock such as RS2/RS3/ 2RS-DM, which are also nearing to their mid life rehabilitation in near future.

B. Objectives of the Eol:

To identify potential sub contractor to carry out/execute refurbishment of metro cars (Floor/Panel painting/Electrical Panels/Passenger information system/CCTV/Fire detection System etc.) Including overall management.

C. Scope of the collaboration

The Sub contractor will assist to upgrade and refurbish/repair the existing broad/standard gauge metro trains operating in DMRC network.

- a) Scope of BEML: BEML will be sole and single point of nodal agency and communication for the works between customer and Sub-contractor.
- b) Sub Contractor's scope: To carry out the overall management and supervision in relation to the works and Sub contractor will deal directly to the BEML.

D. Systems and scope Identified for the refurbishment (repair) and upgrade of metro cars as annexure attached

- Floor repair work (Appendix- I)
- Panel Re-painting saloon and cab interior (Appendix- II)
- Relay panel refurbishment (Appendix- III)
- CCTV (Appendix – IV)
- LCD based Dynamic Route Map
- Fire Detection System
- Mobile charging facility
- Any other activity as proposed by the end client

E. Presentations on proposed Solution/ Methodology

The bidders 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.

F. Submission of the Eol

The Eol shall be submitted on or before **17:00** hours of **11.03.2020** with all the formats duly filled (Eligibility criteria). Eol in sealed covers stating compliance to all the points should be sent to the following address super scribing the Eol reference and closing date to the following address.

General Manager – Purchase

BEML LTD.,

New Thippasandra,

Bangalore-560 027

Karnataka,

India.

Tel (Off): +91-80-25022631

Email: rm@beml.co.in

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## BIDDER'S COMPANY PROFILE

|            |                                                                                                                                                  |
|------------|--------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>1.1</b> | <b>General Information</b>                                                                                                                       |
| 1.1.1      | Name of company:                                                                                                                                 |
| 1.1.2      | Country of Origin:                                                                                                                               |
| 1.1.3      | Year of establishment:                                                                                                                           |
| 1.1.4      | Details of Registered Office:<br>Address:<br>Telephone: Fax:<br>E-mail: Mob:<br>Website:                                                         |
| 1.1.5      | Details of Design Office / Works:<br>Address:<br>Telephone: Fax:<br>Mob:<br>E-mail:                                                              |
| 1.1.6      | Authorised Contact person(s)<br>Name(s):<br>Designation:<br>Address:<br>Telephone: Fax:<br>Mob:<br>E-mail:                                       |
| 1.1.7      | Product range of Rolling Stock (Attach brochures and catalogues)                                                                                 |
| <b>1.2</b> | Details of Marketing/Liaison contact:<br>(in India, if any)<br><b>Address:</b><br><b>Telephone:</b> <b>Fax:</b><br><b>Mob:</b><br><b>E-mail:</b> |

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**ANNEXURE-2****2.0 Financial Capacity:** (To be furnished)

2.1 The prospective Sub contractor shall have an average positive Net Worth (the "Financial Capacity") in Preceding all the Five (5) years Audited).

(INR million)

| Sl No | Particulars | FY 1 | FY 2 | FY 3 | FY 4 | FY 5 |
|-------|-------------|------|------|------|------|------|
| 1     | Net Worth   |      |      |      |      |      |
| 2     | Turn Over   |      |      |      |      |      |

Notes:

- a) State Bank of India Bill selling Exchange Rate as on 'last date of the financial year that ended before the date of issue of this EOI to be considered for calculation of Net Worth and Turn over Value in INR.
- b) The Bidder shall have minimum Average Annual Turn Over for the last five financial years audited (in terms of rupee equivalent adjusted to last date of the financial year that ended on or before 31.03.2019) shall not be less than INR 100 Crs.
- c) The financial year as applicable in the country of origin of the bidders would be considered. The 'last audited financial year' will be the latest financial year that ended on or before 31.03.2019.
- d) The Bidder shall attach copies of the Audited Balance Sheets, financial statements and Annual Reports for 5 (five) years preceding the EOI Publish Date. The financial statements shall:
  - i. Reflect the financial credentials of the Bidder
  - ii. Be audited by a statutory auditor
  - iii. Be complete, including all notes to the financial statements
  - iv. Correspond to accounting periods already completed and audited (no statements for partial periods shall be requested or accepted).

2.2 Year 1 will be the latest completed Audited Financial Year, preceding EOI date. Year 2 shall be the year immediately preceding Year 1 and so on.

2.3 The Bidder shall provide an Auditor's Certificate specifying the Net Worth of the Bidder and also specifying the methodology adopted for calculating such Net Worth as illustrated below:

The Net worth shall mean the sum of subscribed and paid up equity and reserves from which shall be deducted the sum of revaluation reserves, miscellaneous expenditure not written off and reserves not available for distribution to equity share holders.

**Sign & Seal of Authorized Signatory**

## ANNEXURE-3

## 3.0 INITIAL FILTER CRITERION

| S.No | Criterion                                                                                                                                                                   | Yes | No |
|------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
| 1    | Is the Bidder been de-barred by the Indian Central/ State Government, or any entity controlled by it, from participating in any Project/Tender/Contract.                    |     |    |
| 2    | Has the Bidder in the last 3 (three) years, failed to perform any contract by imposition of a penalty and has been expelled from any project or contract by their Customer. |     |    |
| 3    | Technical Capability                                                                                                                                                        |     |    |
|      | Does the Bidder meet the Eligibility criteria as per Annexure-6 of the EOI.                                                                                                 |     |    |
| 4    | Financial Capacity                                                                                                                                                          |     |    |
|      | Does the Bidder meet the Financial Capacity as per Annexure-2 of the EOI.                                                                                                   |     |    |

## Notes:

- i. A "YES" answer to any of the above at Sl.No.(1) & (2) will disqualify the Bidder
- ii. A "NO" answer to any of the above at Sl.No (3) ,(4) will disqualify the Bidder
- iii. For any false/misleading information furnished by the Bidder against the Initial Filter Criteria, BEML reserves the right to undertake any actions as per the procedure/Internal guidelines including banning the bidder from participating in future tenders.

I solemnly declare that, to the best of my knowledge and belief, the information given in the above is correct and complete and is in accordance with the requirements of Eoi.

**Sign & Seal of Authorized Signatory**

**ANNEXURE-4****4.0 DETAILS OF PROJECTS EXECUTED:** (Documentary Evidence to be furnished)

| <b>ITEM</b>                                         | <b>Particulars of the Project</b> |
|-----------------------------------------------------|-----------------------------------|
| (1)                                                 | (2)                               |
| Title & Nature of the Project                       |                                   |
| Projects Executed                                   |                                   |
| Entity to which Refurbishment/up-gradation executed |                                   |
| Location of Purchaser/Client                        |                                   |
| Date of commencement of contract                    |                                   |
| Date of completion of contract                      |                                   |
| Country to which supplied                           |                                   |
| Date from which the Panels are in Revenue Service   |                                   |

**Notes:**

1. Bidders have to provide information in respect of Minimum Three (3) Projects executed. The Projects cited must comply with the eligibility criterion specified in the EoI. at least three Mass Rapid Transit Systems(MRTS) in revenue service over a period of three years or more (in each MRTS) either outside the country of origin in three different countries or in an MRTS in India
2. Bidder shall furnish a separate sheet for each Eligible Projects.
3. The total number of Refurbishment projects executed for Metro Cars is to be stated in the EoI. The figures to be provided here should indicate the break-up for the past 5 (five) years. Year 1 refers to the financial year immediately preceding EoI Due Date; Year 2 refers to the year before Year 1, Year 3 refers to the year before Year 2, and so on.
4. Experience for any activity relating to an Executed Project shall not be claimed by two or more Bidders, If so the Bid is liable for disqualification and Should have Independently executed the project.
5. Bidders shall furnish documentary proof (Client Certificates) of execution of each of the executed projects as part of this Annexure.

**Sign & Seal of Authorized Signatory**

**ANNEXURE-5**

**EVALUATION OF EOI RESPONDENTS FOR DMRC RS1 REFURBISHMENT/UP- GRADATION AND OTHER PROJECTS:**

**NOTE:** (1) EVALUATION SYSTEM WITH REFERENCE TO ELIGIBILITY CRITERIA  
(2) DETAILS PROVIDED UNDER ITEM E (ELIGIBILITY CRITERIA), IT IS A WINDOW FOR RESPONDENT TO PROVIDE RELEVANT DATA NOT COVERED, IF ANY.

| SL.No       | Parameter                                                                                                                                                                                                                                                                                | Evaluation Benchmark                                                                           | Remarks |
|-------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------|---------|
| <b>5.00</b> | Number of years of experience in refurbishment/up gradation for Metros.                                                                                                                                                                                                                  |                                                                                                |         |
| <b>5.01</b> | The Company should have proven Technologies/products/ procedure for refurbishment).                                                                                                                                                                                                      |                                                                                                |         |
| <b>5.03</b> | Refurbishment works Project wise Interior/Exterior varieties Worldwide                                                                                                                                                                                                                   | a. 1 variety<br>b. 2 Project (different variety)<br>c. More than 2 Project (different variety) |         |
| <b>5.04</b> | Number of Projects to which the prospective Sub contractor has refurbished/upgraded metros to customers outside the country of origin.                                                                                                                                                   | Yes <input type="checkbox"/> No <input type="checkbox"/>                                       |         |
| <b>5.05</b> | Impart Skill/Training & build a strong core technology team of Engineers in JV.                                                                                                                                                                                                          | Yes <input type="checkbox"/> No <input type="checkbox"/>                                       |         |
| <b>5.06</b> | Net worth of the Company for the last three (3) Financial years.                                                                                                                                                                                                                         |                                                                                                |         |
| <b>5.07</b> | Profit After Taxes of the Company for the last three (3) Financial Yrs.                                                                                                                                                                                                                  |                                                                                                |         |
| <b>5.08</b> | Submission of specific undertaking on the Company's Letter head as per format at page 5/5 that the Company has not been debarred / blacklisted by Government of India / any State Government in India / Central or State Government undertaking as on the due date of submission of Eoi. | Yes <input type="checkbox"/> No <input type="checkbox"/>                                       |         |
| <b>5.09</b> | Submission of Quality Certificates such as ISO 9001, ISO 14000, OHSAS 18001 and Certificate issued by member of International Association for Classification Societies related to company's Refurbishment.                                                                               |                                                                                                |         |
| <b>5.10</b> | Bidder to provide any relevant data not covered, if any.                                                                                                                                                                                                                                 |                                                                                                |         |



**COMPANY UNDERTAKING**

Dated: \_\_\_\_\_

This is to conbidder that to the best of our knowledge and belief that the information furnished in our Expression of Interest documents submitted to BEML Limited correctly describes the credentials and experience of our Company and individuals. We understand that any misrepresentation in the documents submitted may lead to our disqualification for associating with BEML Limited for the Metro project.

1. We hereby declare that we have fully and carefully read and understood all the contents of the documents of the Eol forwarded vide BEML letter
2. We hereby undertake that the Company has not been debarred / blacklisted by Government of India / any State Government in India / Central or State Government undertaking as on date.
3. We hereby declare that the number of arbitration cases pending against the company at the time of submitting this Eol is \_\_\_\_\_.
4. Further, this is to declare that presently we do not have any arrangement or Memorandum of Understanding with any Company in India for refurbish/upgradation of Metro requirement.
5. We agree that, if any false/misleading information was found to be furnished in the Eol documents submitted by us, BEML reserves the right to undertake any actions as per the procedure.
6. We agree that the data/commitment provided in the Eol documents by us, is completely binding on our company and may be made part/elaborated in future agreements to entered between our company and BEML.

**Sign & Seal of Authorized Signatory**

## 6.0 Eligibility Criteria:

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

- 6.1 The bidder shall have established their satisfactory performance and reliability on at least three Mass Rapid Transit Systems (MRTS) in revenue service over a period of three years or more (in each MRTS) either outside the country of origin in three different countries or in an MRTS in India.
- 6.2 The Bidder shall be having minimum Five (5) years experience (or) more in the field of refurbishment/up gradation of metro rolling stock and refurbished cars should be in revenue service over a period of three years or more (in each MRTS) either outside the country of origin in three different countries or in an MRTS in India.
- 6.3 Should be bidder registered in India or other countries.
- 6.4 The bidder shall be an OEM for rolling stock railway application based products/Technology as per scope of work proposed in **para (D)**. Only the OEM needs to respond to this EOI. Dealers/distributors/agents/representatives need not respond.
- 6.5 The bidder shall capable to modify the equipment to the customer's need of refurbishment and coproduce the equipment in vendor premises in India.
- 6.6 The bidder should be able to get the export clearance from its government for material and tools and service activity, if required.
- 6.7 BEML will have the sole right to market the rehabilitation/refurbishment work to customers in India.
- 6.8 The bidder shall accept co-branding of the product.
- 6.9 The bidder should have demonstrated the said works to its own country's and should have been accepted or shortlisted.
- 6.10 The bidder ensures to share employees expertise certificates and details before starting the work.

**INFORMATION TO BIDDERS****A) Information on BEML:**

BEML Limited (<https://www.bemlindia.in>), a Government of India Undertaking (established in 1964) has three major Business verticals - viz. Mining & Construction, Defence and Rail & Metro for both the Indian and export markets. It is one of the largest engineering and manufacturing enterprises in India with annual Gross Revenue of over INR 3,300Crores during FY2017-18.

BEML Limited offers a wide spectrum of products and services for core sectors like Mining, Railways & Defence, etc. with manufacturing units in the states of Karnataka and Kerala and a network of sales offices across India that enables customers with ready access to its wide range of products. Further, the full-fledged service centres and parts depots offer total equipment care, maintenance contracts and rehabilitation services. BEML Limited is accredited with ISO 9001 and ISO 14001 standard certifications. Some of the manufacturing divisions are accredited with OHSAS 18001 standard certification. BEML Limited has a good standing in international market by way of export of its equipments to Middle-East, South America, South-East Asian markets and African countries.

Rail & Metro business of BEML Limited, established to cater to the manufacturing needs of rolling stocks has successfully rolled out varied range of products like Rail Coaches, AC EMUs, DC EMUs, Stainless Steel EMUs, Rail Buses, 4 & 8 Wheeler OHE cars, Track Laying Equipments, Spoil Disposal Units, Utility Vehicle, BWTB Wagons, BFAT Wagons, BRSTN Wagons and BOMN Wagons. BEML Limited is the first rail coach-manufacturing unit in India to get ISO 9001 accreditation. This division is accredited with ISO9001-2015, ISO 14001-2015 & BS OHSAS 18001-2007 certifications. As of date over 17500 coaches have been supplied to Indian Railways. Diversifying into manufacturing the state-of-the-art technology stainless steel Metro Cars of both Broad Gauge & Standard Gauge, BEML has been a pioneer in this area in India and has delivered over 1500 coaches till date.

- B) All the documents submitted by the Bidders as response to this BEML letter including but not limited the Annexures as listed in BEML letter, are treated as Expression of Interest (Eol) documents
- C) Expression of Interest documents to be signed by Authorized Person with Proof of Authority to be enclosed and shall be sent through email/post/courier or handed over in person to the following addresses as per the schedule provided in Eol.

**General Manager – Purchase**

**BEML LTD.,**

**New Thippasandra,**

**Bangalore-560 027**

**Karnataka,**

**India.**

**Tel (Off): +91-80-25022631**

**Email: [rm@beml.co.in](mailto:rm@beml.co.in)**

D) All the pages of the EoI submission shall bear the sign and seal of the authorized signatory of the company.

E) BEML reserves the right to withdraw/cancel the EoI proceedings without assigning any reasons whatsoever.

**F) Evaluation Methodology:**

1. The Bidders qualified in initial filter criteria shall only be considered for further evaluation, as per the Evaluation Criteria, Annexure-5.
2. BEML shall approach the company which has obtained Max. Points for Association.

**G) Checklist**

| S.No | Description of the document                                                                                | Clause Ref.                     | Yes/No |
|------|------------------------------------------------------------------------------------------------------------|---------------------------------|--------|
| 1.1  | Company Profile                                                                                            | To be enclosed as an Annexure-1 |        |
| 1.2  | Brochures and Catalogues of company                                                                        | To be enclosed                  |        |
| 2    | Financial Capacity                                                                                         | To be enclosed as an Annexure-2 |        |
| 2.1  | Copies of Balance Sheets, financial statements and annual reports for the last 5 years                     | To be enclosed                  |        |
| 2.2  | Auditor certificate specifying the Net Worth                                                               | To be enclosed                  |        |
| 3    | Initial Filter Criteria                                                                                    | To be enclosed as an Annexure-3 |        |
| 4    | Documentary proof of Executed projects                                                                     | To be enclosed as an Annexure-4 |        |
| 5    | Evaluation Criteria                                                                                        | To be enclosed as an Annexure-5 |        |
| 6    | Eligibility Criteria                                                                                       | To be enclosed as an Annexure-6 |        |
| 7    | Proof of Authority Document                                                                                | -                               |        |
| 8    | Whether each page of the EoI submitted have been signed and sealed by authorized signatory of the company. | -                               |        |
| 9    | Clause by clause compliance of EOI and Scope of work                                                       |                                 |        |