

BEML LIMITED

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

**Notice Inviting
Expression of Interest (Eol)
for Technology Tie-up
For
Upgradation of OSA-AK Combat Vehicle**

Reference No: CTPAM/Eol/Aerospace/OSA-AK/2025/801

Due closing date: 18.08.2025

Eol response mail ID: bemleoi@bemltd.in

**Contact for
Clarifications: Mr. Ritesh Kumar Tandekar
Dy. General Manager
SBU Aerospace, BEML Ltd.,
Bengaluru, Karnataka, INDIA
Email: ritesh.tandekar@bemltd.in**

Issued by

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

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SECTION-1

Disclaimer

The information contained in this Expression of Interest (Eol) document provided to the Prospective Collaborator(s), by or on behalf of M/s BEML Ltd., or any of its executives 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 Eol 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. This Eol document may not be appropriate for all persons, and it is not possible for BEML Ltd., its executives or advisors to consider the business/investment objectives, financial situation and particular needs of each Prospective Collaborator who reads or uses this Eol document. Each Prospective Collaborator should conduct his own investigations 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 Ltd., its executives and advisors make no representation or warranty 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 Ltd., 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. The issue of this Eol does not imply that BEML Ltd., is bound to select and shortlist any or all the Prospective Collaborator(s). Even after selection of suitable Prospective Collaborator, BEML Ltd., 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 the preparation, technical discussion/presentation and submission of response against this Eol. BEML Ltd., 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 Ltd., 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 Ltd., rejects or annuls all the applications, it may at its discretion, invite all eligible Prospective Collaborators to submit fresh applications.
8. BEML Ltd., reserves the right to disqualify any applicant during or after completion of Eol process, if it is found there was a material misrepresentation by any such applicant or the applicant fails to provide within the specified time, supplemental information sought by BEML Ltd.,
9. BEML Ltd., reserves the right to verify all statements, information and documents submitted by the applicant in response to the Eol. Any such verification or lack of such verification by BEML Ltd., shall not relieve the applicant of his obligations or liabilities hereunder nor will it affect any rights of BEML Ltd.,

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 | 07.08.2025 |
| 02 | Last date of Submission of Eol response | 18.08.2025 |

B. Contact Details related to Eol

Mr. Ritesh Kumar Tandekar
Dy. General Manager
SBU Aerospace, BEML Ltd.,
Bengaluru, Karnataka, INDIA
Email: ritesh.tandekar@bemltd.in
Work: 080-22963229

Note:

Submission of the Eol

The Eol shall be submitted **through email only** mentioning Eol reference:
CTPAM/Eol/Aerospace/OSA-AK/2025/801 dtd 07.08.2025 in Subject to
bemleoi@bemltd.in

Queries if any, may be forwarded to
ritesh.tandekar@bemltd.in and bemleoi@bemltd.in

SECTION-3

ABOUT BEML LIMITED

- a. BEML Limited is a leading multi-technology and multi-location company under the Ministry of Defence operating under three major Business verticals viz., Mining & Construction, Defence & Aerospace and Rail & Metro which are classified into 12 SBU's & 2 Micro SBU's. The three verticals are serviced by manufacturing units at four locations viz Bengaluru, Kolar Gold Fields (KGF), Mysuru and Palakkad.
- b. BEML offers high-quality products for diverse sectors of economy such as Defence, aviation, coal, mining, steel, limestone, power, irrigation, construction, road building, metro & railways.
- c. BEML has emerged as the forerunner of heavy engineering industry with a track record of growth and revenues for over Six decades. For further details please visit our website www.bemlindia.in

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 Expression of Interest (Eol) from the Prospective Collaborator(s), who are willing to associate with BEML Ltd., through a Collaboration Agreement to enable BEML Ltd for upgradation of OSA-AK combat vehicle as per Annexure-2 and supply to Ministry of Defence, Govt. of India.

4.2 Scope of Cooperation:

BEML Ltd., is seeking Expression of Interest from Prospective Collaborator(s) through a collaboration agreement for upgradation of **OSA-AK combat vehicles**. The Prospective Collaborator(s) meeting the Pre-qualification requirements (PQR) as specified in clause 4.3 below are invited to submit their response to this Eol.

Upon receipt of response(s) against this Eol, BEML Ltd., will review the response(s) to ascertain suitability of the offer and shortlist Prospective Collaborator(s) for further discussions. Detailed discussions on commercial and other terms and conditions to finalize the collaboration agreement shall be held with shortlisted Prospective Collaborator.

On award of contract, Prospective Collaborator shall meet the Customer's / Stakeholder's Contractual obligations on back-to-back basis as per terms & conditions in the Collaboration Agreement.

4.3 Pre-qualification requirements (PQR)

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

The Prospective Collaborator must be an Original Equipment Manufacturer (OEM) of OSA-AK combat vehicle or their duly authorized representative company or subsidiary.

4.3.1 Prospective Collaborator, if an OEM, must be a registered entity as required by law with continuous operation as on the date of publication of this Eol.

4.3.2 Prospective Collaborator, if a representative company or subsidiary, must demonstrate a 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. 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.

4.4 Instructions:

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

Annexure-1: Eligibility Criterion

Annexure-2: General Scope of Work for upgradation of OSA-AK.

Annexure-3: Reference List: The Prospective Collaborator's major supplies in last 15 years.

Annexure-4: Eol response format.

Annexure-5: Certificate as to Authorized Signatories.

Annexure-6: Declaration by the Prospective Collaborator regarding any litigation, arbitration cases.

Annexure-7: Declaration by the Prospective Collaborator regarding blacklisting.

4.4.2 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(s) may be written in another language, as long as such literature is accompanied by a translation of its pertinent passages in English language in which case, for purposes of interpretation of the bid, the English translation shall govern, provided that in case the English translation is found to be incorrect at a later stage, BEML Limited will have right to take appropriate action against the Prospective Collaborator as may be deemed fit.

4.4.3 The Prospective Collaborator(s) shall abide by the terms & conditions, as applicable, of the Eol.

4.4.4 All pages of the response against this Eol shall be duly signed by the authorised signatory. 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.

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

4.4.6 BEML Ltd., 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 Collaborator. BEML Ltd., decision in this regard shall be final.

4.4.7 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, as on date of submission of Eol, shall not be eligible to submit the Eol.

4.4.8 BEML Ltd., 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 Ltd., 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

4.4.9 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.

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

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

4.5.2 Misrepresentation, lack of proper documentation, fraud, coercion, undue influence, canvassing etc.

4.5.3 The Expression of Interest is received after the closing time and date. If any information which would have entitled BEML to reject or disqualify the applicant becomes known after the applicant has been qualified, it reserves the right to reject the applicant at that time or at any time after such information becomes known to BEML.

4.6. 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 Ltd., in processing of Eol or selection decisions may result in the rejection of the response against Eol.

4.7 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 OSA-AK must have necessary clearance from their Govt. for Technology Sharing/ Transfer & Collaboration.

Annexure-1

Eligibility Criterion

| Sl. No | Description | Prospective Collaborator's response YES/NO and remarks, if any |
|--------|---|--|
| (a) | Whether the Prospective Collaborator is an Original Equipment Manufacturer (OEM) of OSA-AK combat vehicle. Following documents shall be submitted: 1. Incorporation / registration certificate 2. Information on company background. 3. Annual audited financial reports for last 3 years | |
| (b) | Whether the Prospective Collaborator, if a representative company or subsidiary, is a duly authorised representative of the OEM, for the purpose of this Eol, shall submit the following on behalf of its OWN and also of the OEM. 1. Incorporation / registration certificate 2. Information on company background 3. Annual audited financial reports for last 3 years 4. 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. | |
| (c) | Whether the OEM or its authorised representative have Positive Net-Worth for the last 3 year's | |
| (d) | Whether Prospective Collaborator's detailed reference list of customers have been enclosed. | |
| (e) | Whether the Prospective Collaborator confirms its willingness to facilitate BEML in establishing required manufacturing/assembly, integration and test facilities for upgradation of OSA-AK Combat Vehicle | |
| (f) | Whether the Prospective Collaborator confirms the Transfer of essential Technology to BEML to enable BEML to Engineer, Assemble, Test, Supply, Trials (<i>Factory Acceptance test and Field Evaluation Trials</i>), Commissioning, Repair, Service etc. | |

| | | |
|-----|---|--|
| (g) | Whether the Prospective Collaborator confirms the Transfer of information to enable BEML Ltd., to source/procure from its recommended sources (<i>if these are not manufactured by the Prospective Collaborator</i>) for use in upgradation of OSA-AK Combat Vehicle | |
| (h) | Whether the Prospective Collaborator owns the IPRs for the technology being proposed for transfer under the Technology Collaboration Agreement (TCA) or have an unencumbered right from the owner of the IPRs to sub-license the technology, if applicable. If yes, whether list of such IPRs is enclosed. | |

Signature & Seal:

Authorised Signatory of the Prospective Collaborator

Annexure-2

General Scope of Work for Upgradation of OSA-AK Combat Vehicle

| <u>S No</u> | <u>Eqpt</u> | <u>Scope of Work</u> | Prospective Collaborator's response YES/NO and remarks, if any |
|--------------------|--|---|---|
| 1. | TAR | Replacement/ upgradation of Transmitter System & Receiver System with semiconductor components/ digital system. | |
| 2. | TTR | Replacement/ upgradation of Transmitter System & Receiver System with semiconductor components / digital system. Incorporation of digital MTS/ MTI. | |
| 3. | MSR | Replacement/ upgradation with semiconductor components/ digital system while maintaining compatibility with existing OSA-AK missiles 9M33M3. | |
| 4. | CTS | Replacement/ upgradation with semiconductor components/ digital system while maintaining compatibility with existing OSA-AK missiles 9M33M3. | |
| 5. | TTT | Replacement/ Upgradation of TTT with day camera, TI camera and LRF with built in Optical Auto Tracking System with a performance better than or equal to the existing system capability. | |
| 6. | Fire Control Computer/ Computing Devices | Replacement with fully digital micro-processor-based system capable of integrating TAR, TTR, TTT, MSR, CTS and other major systems of CV including other control & monitoring systems. | |
| 7. | Operator Work Space | Replacement with high resolution displays and Keyboard/ touch/ Joystick/ Switch/ Knob based/ Push Button controls. | |
| 8. | Stabilisation & Antenna Control System | Upgradation by incorporating new components/ motors, electronic control/ servo devices and Gyros | |
| 9. | C&R | ICD to be formulated in consultation with User for further integration of OSA-AK CV with Akashteer (<i>at Users cost, under a separate procurement</i>). | |
| 10. | Environmental Control System | Incorporation of a HVAC System capable of maintaining temperature between 20 ^o C & 25 ^o C under ambient temp of -20 ^o C to +45 ^o C. | |
| 11. | Driver Night Vision | Replacement/ Upgradation of Driver Night Vision with min night visibility of 200 m. | |
| 12. | Balance Sub System of the CV | Repairs, as necessary to make the entire OSA-AK CV serviceable after the contract. <i>Replacement of main engine, components of automotive train will be provided by the User as FIM.</i> | |

| | | | |
|-----|---------------------------|---|--|
| 13. | MRLS, SMT/ STE & Training | MRLS for Five years and SMT/ STE & Training for operating and maintain the upgraded portion to be provided to the User. | |
| 14. | Post upgradation outcome | Upgradation should maintain/ improve the original Operational Characteristics of OSA-AK Combat Vehicle. | |

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 15 years

| SL No | Name of Country where OSA-AK was supplied | No. of unit supplied | Year of Supply |
|-------|---|----------------------|----------------|
| | | | |
| | | | |
| | | | |
| | | | |

Annexure-4

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

Eol RESPONSE FORMAT

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

Dear Sir,

Ref: **Expression of Interest to collaborate with BEML Limited for Notice Inviting Expression of Interest (Eol) for technology tie up for Upgradation of OSA-AK Combat Vehicle**

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 Limited 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 Limited 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 Limited 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, the
Prospective Collaborator herein do hereby certify that Mr./Ms
..... Who signed the Eol floated by
BEML Ltd for technology tie up for Upgradation of OSA-AK Combat Vehicle 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 we, _____, the Prospective Collaborator herein do not have any litigation, arbitration cases or any litigation against BEML Ltd pending before any Court / Arbitrator in connection with any contract / tender issued by BEML Ltd.

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 by BEML / Central / State Govt. Dept. / Autonomous
Institution / PSUs in India at the time of bid submission.

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: _____