

Notice inviting Expression of Interest (EoI)

for

Tie Up for Productivity Based Fleet Management Contract (FMC)

EoI Reference : CTPAM/EoI/Tie-up/FMC/2026/25

Date of Issue : 05.01.2026

EoI Closing date : 04.02.2026

Issued by

BEML LIMITED

(Schedule 'A' Company under Ministry of Defence, Govt. of India)

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SECTION - 1**DISCLAIMER**

1.1 The information contained in this Expression of Interest (EoI) document provided to the Prospective Collaborator, by or on behalf of BEML, or any of its employees, advisors, agents, etc. is provided to the Prospective Collaborator on the terms and conditions set out in this EoI document and all other terms and conditions subject to which such information is provided.

1.2 The purpose of this EoI document is to provide the Prospective Collaborator with information to assist the formulation of their proposal. This EoI document does not purport to contain all the information Prospective Collaborator may require and does not by implied or expressed terms and conditions intend to establish an offer to the prospective Collaborator. This EoI 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 EoI document. The assumptions, assessments, statements and information contained in this EoI may not be complete, accurate, adequate or conclusive. 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 EoI document and where necessary, obtain independent advice from appropriate sources.

1.3 BEML, its employees and advisors, agents, etc. 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 EoI document.

1.4 BEML, may, in its absolute discretion, but without being under any obligation to do so, modify, amend, or supplement the information in this EoI document.

1.5 BEML reserves the right to not proceed with the EoI, or to alter the timelines reflected herein, or alter its' procedure for the selection of Prospective Collaborator. 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.

1.6 The prospective Collaborator shall bear all costs associated with or relating to the preparation, business/technical discussion/presentation, and submission of response against this EoI. BEML shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the EoI process.

1.7 Canvassing in any form by the Prospective Collaborator or by any other agency on their behalf shall lead to disqualification of their EoI.

1.8 Notwithstanding anything contained in this EoI, BEML reserves the right to accept or reject any application and to annul the EoI process and reject all applications,

at any time without any liability or any obligation for such acceptance, rejection, or annulment and without assigning any reasons, thereof. In the event that BEML rejects or annuls all the applications, it may at its discretion, invite all eligible Prospective Collaborator to submit fresh applications.

1.9 BEML reserves the right to disqualify any Prospective Collaborator during or after completion of the EoI process, if it is found there was a material misrepresentation by any such Prospective Collaborator or the Prospective Collaborator fails to provide within the specified time, supplemental information sought by BEML.

1.10 BEML reserves the right to verify all statements, information, and documents submitted by the Prospective Collaborator in response to the EoI. Any such verification or lack of such verification by BEML shall not relieve the Prospective Collaborator or of his obligations or liabilities hereunder nor will it affect any rights of BEML.

SECTION – 2**SCHEDULE OF EoI PROCESS & CONTACT DETAILS****2.1 Schedule of EoI process**

The schedule of activities during the EoI Process shall be as follows:

| Sl. No. | Description | Date |
|---------|--|--------------------------------|
| 01 | Issue of EoI Document | 05.01.2026 |
| 02 | Last date for submission of EoI response | 04.02.2026 before 23:59:00 hrs |

2.2 EoI response E-mail ID: bemleoi@bemlltd.in**2.3 Contact Details for clarification related to EoI:**

G Govindaswamy
General Manager(O)
Service Head - Sustenance HQ
BEML Ltd.
Bengaluru
Mob: +91 9177761765
Email: govindaswamy.g@bemlltd.in

Note:

- a. The response to EoI shall be submitted on or **before 04.02.2026** through email to bemleoi@bemlltd.in
- b. The subject of email shall mention EoI reference: CTPAM/EoI/Tie-up/FMC/2026/25
- c. In case any amendment / corrigendum to this EoI is issued, it shall be notified only at BEML website www.bemlindia.in.

SECTION-3

DETAILS OF EXPRESSION OF INTEREST (EoI)

3.1 BEML Limited is a Schedule 'A' company under the Ministry of Defence (MoD), Government of India. BEML has three business verticals viz., a) Defence, Aerospace and Maritime, b) Rail & Metro and c) Mining & Construction, with four manufacturing units located at Bengaluru, Kolar Gold Fields (KGF), Mysuru, and Palakkad. Further details about BEML's profile and its entire range of product portfolio can be viewed in website www.bemlindia.in

3.2 BEML invites Expression of Interest (EoI) from Indian service providers (hereinafter referred to as the "**Prospective Collaborator**") for a Productivity-Based Fleet Management Contract (FMC) for the operation and maintenance of Fleet of BEML Mining Equipment like Dumpers, Excavators and Bull Dozers etc. in various Coal Fields in India.

This EoI is based on a joint operating model being developed with Strong Service Provider / Business Partner, leveraging their strong experience in project execution and BEML's OEM expertise to deliver a high-productivity, high-availability mining solution.

3.3 Objective

The objective of this EoI is to present a comprehensive OEM-led production support model, aimed at:

- i. Maximizing equipment availability
- ii. Ensuring predictable, measurable production output
- iii. Lowering maintenance cost and downtime
- iv. Improving operational efficiency
- v. Introducing a performance-linked remuneration model based on cubic meters excavated / transported

This Project transforms BEML's role from an equipment supplier into a strategic production partner for Mining company.

3.4 Key Features of the FMC with Prospective Collaborator

- i. Maximise productivity to enhance revenue utilising the experience of both BEML and the Prospective Collaborator.
- ii. Performance assurance with technical expertise so as to optimise cost economics.
- iii. To ensure equipment availability, uptime, and component life based on engineering data and analytics.
- iv. Comprehensive partnership.

3.5 SCOPE OF WORK

3.5.1 BEML Scope

- i. Supply of all required spare parts
- ii. Supply of consumables (as applicable)
- iii. OEM-level technical support & know-how
- iv. Training of service provider's engineers
- v. Providing service manuals, technical drawings & documentation
- vi. Providing special diagnostic tools, software & VHMS support
- vii. Monitoring productivity & equipment health through analytics

3.5.2 Scope of Prospective collaborator

- i. Day-to-day operation of equipment using trained operators
- ii. Maintaining all machines as per BEML standards & guidelines
- iii. Providing service vans, tools, utilities, manpower & shift management
- iv. Handling site-level coordination with Mining company / SECL
- v. Ensuring statutory labour compliance
- vi. Submitting reports, performance dashboards & availability logs
- vii. Ensuring seamless billing & payment processing on behalf of BEML
- viii. Joint detailed proposal creation including complete technical & commercial terms
- ix. Presentation to mining company / Coal India management highlighting project methodology
- x. Site survey for validating equipment readiness

3.5.3 Scope of Mining Company

- i. Providing land, benches, and mine layout readiness
- ii. Power, water, work-permit, gate pass & site infrastructure
- iii. Supply of diesel, tyres & related consumables
- iv. Roads, benches, and dumping area maintenance
- v. Operational safety compliance & supervision
- vi. Ownership of equipment & mining responsibility

3.6 INSTRUCTIONS

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

Annexure-1: Compliance to Scope of Collaboration and Eligibility Criteria

Annexure-2: Prospective Collaborator Information.

Appendix-A: EoI response format.

Appendix-B: Certificate as to Authorized Signatories.

Appendix-C: Declaration by the Prospective Collaborator regarding litigation.

Appendix-D: Declaration by the Prospective Collaborator regarding not been banned / black listed / debarred from Trade by BEML Limited or any Central / State Govt. Dept. / Autonomous Institution / PSUs in India.

3.7 This EoI document does not have any relation to any of the previous EoI / RFI / RFP floated for similar activities.

3.8 This EoI document is not an offer and is issued with no commitment. BEML reserves the right to Revise / withdraw / Cancel the EoI or change or modify full or any part thereof at any stage.

3.9 BEML also reserves the sole right and discretion to disqualify Prospective Collaborator, should it be so necessary at any stage.

3.10 Timeline and sequence of events resulting from this EoI shall ultimately be determined by BEML.

3.11 By submitting bid/ offer in response to this EoI, the Prospective Collaborator shall be deemed to be acknowledged that it has carefully read all the terms & conditions of this EoI document, and has fully understood / informed himself/herself as to all existing terms and conditions.

3.12 The person signing response to the EoI should have due written authorization from the Prospective Collaborator to sign the documents and should duly authenticate any errors or corrections in the EoI. Overwriting should be avoided. Copies of the credentials / documents that are to be annexed must be self-attested and bear the signature and seal of the authorized signatory / authorized representative of the Prospective Collaborator. The Prospective Collaborator will be requested to produce the originals of all information / documents as and when so required by BEML.

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

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

3.15 BEML shall receive responses pursuant to this EoI in accordance with the terms set forth herein, as may be modified, altered, amended, and clarified from time to time by BEML and all responses shall be submitted in accordance with such terms on or before the date specified in this EoI for submission of responses.

3.16 All correspondences and documents related to the EoI response shall be in the English language, provided that any printed literature/document 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 the English language in which case, for purposes of interpretation of the bid, the English translation shall govern. However, if the English translation is found to be incorrect subsequently, BEML will have right to take appropriate action against the Prospective Collaborator as may be deemed fit.

3.17 The Selected Prospective Collaborator should not subcontract the work related to the agreed scope of work without prior written approval from BEML.

3.18 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 EoI, shall not be eligible to submit the EoI.

3.19 The personnel of Selected Prospective Collaborator must adhere to all the safety guidelines while handling / manufacturing equipment, machinery, components etc. All the safety gadgets procurement and issue shall be within the scope of work and responsibility of the Selected Prospective Collaborator.

3.20 BEML shall receive applications pursuant to this EoI in accordance with the terms set forth herein, as may be modified, altered, amended and clarified from time to time by BEML and all applications shall be submitted in accordance with such terms on or before the date specified in this EoI for submission of applications.

3.21 EoI PROCESS TO BE CONFIDENTIAL

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

3.22 GOVERNING LAWS & JURISDICTION

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

3.23 EVALUATION AND SELECTION

3.23.1 Shortlisted Prospective Collaborator may be invited either physically or through 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 credentials, experience, capabilities, infrastructure, and other key points, if any. Weightage of this shall be part of selection process.

3.23.2 Post selection, BEML and the selected Prospective Collaborator shall execute a Non-Disclosure Agreement (NDA) followed by MoU / MoA detailing

the roles and responsibilities of Parties, time-lines, exclusivity, indemnification, non-compete, financials, etc on a case-to-case basis.

3.24 REJECTION

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

3.24.1 The Expression of Interest is not accompanied by required documentation and has failed to provide clarifications related there to-when sought by BEML.

3.24.2 Misrepresentation, lack of proper documentation, fraud, coercion, undue influence, canvassing, etc. by the Prospective Collaborator.

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

3.24.4 Any information that would have entitled BEML to reject or disqualify the Prospective Collaborator becomes known to BEML after the Prospective Collaborator has been qualified, it reserves the right to reject the Prospective Collaborator at that time or at any time after such information becomes known to BEML.

3.25 The Prospective Collaborator should agree to sign the “Integrity Pact” with BEML in the format provided by BEML committing the persons / officials of both parties, not to exercise any corrupt practises on any aspect of the EoI, selection, joint working / future contract.

Annexure-1**Compliance to the Scope of collaboration and Eligibility Criteria**

| SI No | Criteria | Compliance |
|-------|---|------------|
| 1 | The prospective collaborator shall agree to perform Day-to-day operation of equipment using trained operators. | |
| 2 | The prospective collaborator shall agree to Maintain all machines as per BEML standards & guidelines | |
| 3 | The prospective collaborator shall agree to Provide service vans, tools, utilities, manpower & shift management | |
| 4 | The prospective collaborator shall agree to Handle site-level coordination with Mining company | |
| 5 | The prospective collaborator shall ensure statutory labour compliance | |
| 6 | The prospective collaborator shall agree to submit the reports, performance dashboards & availability logs etc. | |
| 7 | The prospective collaborator shall agree to ensure seamless billing & payment processing on behalf of BEML | |
| 8 | The prospective collaborator shall agree for preparation of: (i) detailed proposal including complete technical & commercial terms jointly with BEML (ii) Presentation to mining company / Coal India management highlighting project methodology (iii) Site survey for validating equipment readiness | |
| 9 | The prospective collaborator should have operated / under operation similar high-productivity contracts, in Indian mining companies like Coal India, NMDC, NALCO, demonstrating strong operational credentials. | |
| 10 | List of cases having monitory claims against the Prospective Collaborator, the result of which will have impact on its financial position, pending before any court / statutory Authority / tribunal as on the date of submission of EoI. Any insolvency, liquidation or bankruptcy proceedings pending before any court / tribunal. | |
| 11 | The Prospective Collaborator must be an entity incorporated or registered in India as per the laws of India with a minimum of five (05) years of executing such Contracts in a reputed mining company. Documentary evidence in the form of certificates / PO copies of executed projects shall be submitted along with this EoI | |
| 12 | The Prospective Collaborator should have executed at least two (02) supply / contract orders in last five (05) years , | |

| | | |
|----|---|--|
| | each with a minimum order value of INR 5 crore , involving such contracts. Documentary evidence in the form of PO copies shall be submitted along with this EoI | |
| 13 | The Prospective Collaborator must have average turnover of Rs 30 Crores and positive net worth for the last three years. Shall furnish audited annual financial reports. | |
| 14 | The Prospective Collaborator should have operated / under operation similar high-productivity contracts, including at Coal India, NMDC, NALCO, demonstrating strong operational credentials. Documentary evidence in the form of certificates of successfully executed projects shall be submitted along with this EoI | |
| 15 | The Prospective Collaborator should be willing to partner with BEML towards successful execution of the contract for minimum period of 15 years based on the mutually agreed terms and conditions. | |
| 16 | The Prospective Collaborator herein do not have any litigation, arbitration cases or any litigation against BEML Limited pending before any Court / Tribunal /Statutory Authority in connection with any contract / tender issued by BEML Limited. | |
| 17 | The Prospective Collaborator should not be declared as insolvent, bankrupt or, debarred / banned / blacklisted by Central / State Governments or by any entity controlled by Central / State Governments as on date. | |
| 18 | Any other information that is relevant to the business and requirement of BEML and would make the Prospective Collaborator relevant for a long-term mutually beneficial relationship. | |
| 19 | The Prospective Collaborator shall possess DGMS certificate. Furnishing additional certificates relevant to mining operations will be treated as an added advantage. | |

Note: The Prospective Collaborator shall submit their response / compliance with supporting documents / certificates / undertaking letters.

Annexure-2

PROSPECTIVE COLLABORATOR INFORMATION

1. Name, Address, and Unique ID (if any) of the Prospective Collaborator.

(Profile may include Share Holding pattern, etc., in brief, to be attached.

2. Contact Details:

Postal Address:

City: State:

Country: Pin/Zip Code:

Tele: Fax:

URL/Web site:

3. Local Branch / Liaison Office / Authorised Representatives.

Name & Address:

City: State:

Country: Pin/Zip Code:

Tele: Fax:

4. Category of Industry (like Medium /Small / Micro Enterprise and others):
Company Registration certificate, Udyam Registration certificate whichever applicable is to be furnished.

5. Declaration:

It is certified that the above information is true and any changes will be intimated at the earliest.

(a) I / We hereby declare that the information given above is true, correct, and complete in every respect to the best of my/our knowledge and belief and no material facts have been concealed and any changes will be intimated within one month of occurrence.

(b) I am / We are authorized to sign this information.

(Authorized Signatory)

Note: All the above information shall be submitted in the firm's letterhead along with supporting documents.

Appendix-A

(To be printed and submitted on Prospective Collaborator's official letterhead)

EoI RESPONSE FORMAT

To,
Corporate Purchase
BEML Limited
SR Nagar, Bengaluru- 560027
E-mail: bemleoi@beml.co.in

Dear Sir,

Ref: Expression of Interest Ref: _____

Having examined the Expression of Interest (EoI) document dated _____, downloaded from the BEML website, i.e., www.bemlindia.in, we, the undersigned, intend to submit an EoI in response to the aforesaid EoI document.

We attach hereto the EoI and response as required by you, which constitutes our EoI.

Our Primary and Secondary contacts are:

| | Primary Contact | Secondary Contact |
|---------------|------------------------|--------------------------|
| Company Name: | | |
| Name: | | |
| Title: | | |
| Address: | | |
| Phone: | | |
| Mobile: | | |
| Email: | | |

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 suppress any material facts.

We fully understand and agree to comply that on verification, if any of the information provided herein is found to be misleading the short-listing process, we are liable to be disqualified / rejected from the selection process or termination of the contract after the execution of the contract, besides other action as may be required as per the BEML processes.

We agree to the unconditional acceptance of all the terms and conditions set out in the EoI document.

It is hereby confirmed that *I / We are entitled to act on behalf of our *company / corporation / firm / organization and are empowered and authorized to sign this document as well as such other documents, which may be required in this connection.

*Strike out which are not applicable

Dated this the _____ day of _____, 2026

(Signature)

(In the capacity of)

(Name)

Duly authorized to sign the EoI Response for and on behalf of:
(Name and Address of Prospective Collaborator with Seal /Stamp)

Witness Signature:

Witness Name: Witness

Address:

Appendix-B

(To be printed and submitted on Prospective Collaborator's official letterhead)

CERTIFICATE OF AUTHORIZED SIGNATORIES

I, the
..... (Company Secretary/Managing Partner/CEO etc.,) of M/s.
....., do hereby
certify that Mr. who signed the
response to the above EoI for Strategic Tie-up / long-term business collaboration with
a suitable Prospective Collaborator for the operation and maintenance of Fleet of BEML
Mining Equipment like Dumpers, Excavators and Bull Dozers etc. in various Coal
Fields, is authorized to do so and bind the Entity / firm / company by authority of its
..... (Board / Governing body)

Signature with the date of Authorized signatory

Name: _____

Designation: _____

Firm's Seal: _____

Appendix-C

(To be printed and submitted on Prospective Collaborator's official letterhead)

DECLARATION BY THE PROSPECTIVE COLLABORATOR

This is to certify that we M/s. _____, the Prospective Collaborator herein do not have any litigation, arbitration cases or any litigation against BEML Limited pending before any Court / Tribunal / Statutory Authority in connection with any contract / tender issued by BEML Limited or any other organisation pending before any Court / Tribunal / Statutory Authority / Arbitrator in connection with any contract / tender issued by BEML Ltd.

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

| SI 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 with the date of Authorized signatory

Name: _____

Designation: _____

Firm's Seal: _____

Appendix-D

(To be printed and submitted on Prospective Collaborator's official letterhead)

DECLARATION BY THE PROSPECTIVE COLLABORATOR

This is to certify that _____ (Name of the Prospective Collaborator) has not been banned/blacklisted/debarred from Trade or from participating in any tendering process by BEML / any 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 response to the EoI.

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

Signature with date of the Authorized signatory

Name: _____

Designation: _____

Seal: _____