



**EXPRESSION OF INTEREST (EOI) FOR MANUFACTURING OF
COMPOSITE STRUCTURES / ASSEMBLIES**



EOI Ref: CTPAM /EOI/CSAM/2025

Date: 21-01-2025

BEML LIMITED,

**BEML Soudha,
23/1, 4th Main, Sampangiramanagar, Bengaluru – 560027**

**Expression of Interest (Eoi)
from Indian Companies for
Manufacturing of Composite Structures / Assemblies**

Reference No: CTPAM/Eoi/CSAM/2025

Due closing date: 31.01.2025

Eoi response mail ID: bemleoi@bemltd.in

**Contact for
Clarifications:** **Gp. Capt. Chakrapani Mandela (Retd.),**
General Manager
Corporate Technology Planning & Alliance Management
BEML Soudha, BEML Ltd.,
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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, by or on behalf of BEML, or any of its employees, or advisors, agents etc. is provided to the Prospective Collaborator on the terms and conditions set out in this Eol document and all other terms and conditions subject to which such information is provided.

1.1 The purpose of this Eol document is to provide the Prospective Entity/Firm/Company etc. with information to assist the formulation of their suitable proposal for "Manufacturing of Composite Structures and Assemblies" as per the desired requirement of BEML. This Eol document does not purport to contain all the information each prospective Entity/Firm/Company etc may require and does not by implied or expressed terms and conditions intend to establish an offer to the prospective Entity/Firm/Company. This Eol document may not be appropriate for all persons/entities, and it is not possible for BEML, its employees or advisors to consider the business/investment objectives, financial situation and particular needs of each Entity/Firm/Company who reads or uses this Eol document. Each prospective Entity/Firm/Company etc. should conduct his/its 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.

1.2 BEML, its employees and advisors, agents etc. 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.

1.3 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.

1.4 The offer of this Eol does not imply that BEML is bound to select and shortlist any or all the Entity/Firm/Company. Even after selection of suitable Entity/Firm/Company, BEML is not bound to proceed ahead with Entity/Firm/Company and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever.

1.5 The prospective Entity/Firm/Company etc shall bear all costs associated with the preparation, business/technical discussion/presentation and submission of



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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.

1.6 Canvassing in any form by the prospective Entity/Firm/Company etc or by any other agency on their behalf shall lead to disqualification of their Expression of Interest.

1.7 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 Entity/Firm/Company etc to submit fresh applications.

1.8 BEML reserves the right to disqualify any applicant during or after completion of EoI 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.

1.9 BEML reserves the right to verify all statements, information and documents submitted by the applicant in response to the EoI by itself or through its advisors or agents. Any such verification or lack of such verification by BEML shall not relieve the applicant of his obligations or liabilities hereunder nor will it affect any rights of BEML in any condition whatsoever



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SECTION – 2

SCHEDULE OF EOI PROCESS & CONTACT DETAILS

2.1 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	21.01.2025
02	Last date of Submission of Eol response	31 01 2025

2.2 Technical Details related to Eol:

Gp. Capt. Chakrapani Mandela (Retd.),
General Manager
Corporate Technology Planning & Alliance Management
BEML Soudha, BEML Ltd.,
Bengaluru, Karnataka, INDIA
Email: chakrapani.m@bemltd.in
Mobile: +91 9731561710

2.3 In case any amendment/corrigendum to this Eol is issued, it shall be notified only at www.bemlindia.in

Note:

Submission of the Eol

The Eol shall be submitted **before 31.01.2025 through email only** mentioning Eol reference: CTPAM /EOI/CSAM/2025 in the Subject to bemleoi@bemltd.in

Submission of Responses to this EOI shall have the following documents:

- Covering letter referring this EOI.
- Operational Requirement as per **Annexure-1**
- Eligibility Criteria format as per Annexure-2
- Eol response format as per Appendix' A
- Certificate as to Authorized Signatories as per Appendix' B
- Declaration by the Entity/Firm/Company as per Appendix' C
- Declaration by the Entity/Firm/Company as per Appendix' D

The declarations / documentary proof shall be submitted by the Entity/Firm/Company as and when provided or required to impress upon any averment or claim etc.



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SECTION – 3

ABOUT BEML LTD & OBJECTIVES OF EOI

3.1 About BEML LIMITED.

INTRODUCTION:

3.1.1 BEML Limited (formerly Bharat Earth Movers Limited), a Schedule 'A' company under the Ministry of Defence (MoD), Government of India was established in the year 1964. BEML is a listed company at NSC, wherein Government of India is holding 54% of its equity & having 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, Mining & Construction and Rail & Metro equipment. The turnover of the Company is around Rs 4000 crores.

3.1.2 BEML has three business verticals viz., Defence & Aerospace, Rail & Metro and Mining & Construction which are classified into 11 SBU's & 2 Micro SBU's, with four manufacturing complexes located at Bengaluru, Kolar Gold Fields (KGF), Mysuru and Palakkad. All the manufacturing divisions of BEML have been accredited with ISO 9001 – 2015 and ISO 14001 (HSC) certification. Apart from this, BEML has its own world-class composite R&D establishment for Design & Development of products.

3.1.3 The Company is backed by a strong and well established after Sales & Service network right at the Customers' sites, spread across the length and breadth of India. Marketing Network includes dedicated ware houses at various places and Service Centre facility at strategic locations for extending efficient and quick support to customers. In addition, BEML has a well-established and exclusive International Business Division to cater for export business and has a sizeable market share in export markets with exports to 72 countries across the globe. Over the years this division has exported over 1300 machines covering all the three verticals. More details about BEML's profile and its entire range of product portfolio can be viewed by visiting our web site www.bemlindia.in



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3.2 OBJECTIVES OF THE EOI:

3.2.1 BEML is pursuing manufacture of Composite Structures/Assemblies for Defence /Aerospace/Rail & Metro projects with Indian potential firm/company who have facilities for large scale manufacturing of Composite Structures / Assemblies.

3.2.2 To identify a potential firm/company with whom long term business collaboration can be established by outsourcing Manufacturing of Carbon Reinforced Composite Structure/ Assemblies, GFRP panels/structures, Composite Parts/Panels, honeycomb cores, foams and bonding consumables for metallic detail parts of mutual interest including Aero space structures.

SECTION – 4

SCOPE OF THE COLLABORATION

4.1 The potential firm/company will develop/manufacture Composite Structure/ Assemblies, Carbon Reinforced, GFRP panels/structures, Composite Parts/Panels, honeycomb cores, foams and bonding consumables for metallic detail parts and supply to BEML as per specifications / requirements.

4.2 The outsourcing requirement/proposed scope and specification for each project will be through a definitive Agreement/s case-by-case basis.

4.3 This Eoi will be governed by DAP 2020 and Public Procurement Order Make in India order 2017 and its amendments.

4.4 On award of contract, firm/company will meet the User's (i.e. MoD/ DRDO/ CSIR/ DPSU's etc) Contractual obligations back-to-back as per DAP 2020 qualification criteria or mutually agreed terms & conditions in the definite agreement.

4.5 Provide the spares & maintenance, training, warranty and other support services for the project till the service life.



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SECTION – 5

ELIGIBILITY CRITERIA:

The following are the mandatory conditions to be fulfilled by the Entity/Firm/Company for responding to the Eol.

5.1 The firm/company must be registered in India as required by law with minimum **five (5) years** of continuous operation up to the date of publication of this EOI.

5.2 The firm/company should have experience of minimum **one year** on manufacturing of parts comprising of heat treatment & surface treatments (hereinafter 'Detail Parts') & structural assembly build. Also, the firm/company need to have the capability to design & manufacture of tools, jigs & fixtures for detail parts as well as assemblies.

5.3 The firm/company shall have facility to manufacture/ supply initial requirement of Structure Module, approximately about more than 100 sets, spread over a period of about 8-9 years. The tentative detail plan will be shared during the RFQ stage.

5.4 Average annual revenue during the last 3 FYs ending 31st March of 2024, should be at least Rs. 100.00 Crores.

5.5 In case of Indian consortium, the applicant must submit a document signed by all the members/partners of the Consortium stating the name of the lead Member/Leader of the Consortium. Further, a notarized copy of the duly executed Consortium Agreement needs to be enclosed along with the Bid. Once the Consortium is declared while submitting the Eol, the same Consortium shall continue on award of contract by BEML from User till completion of project requirement during the tenure of the contract. The Members of the consortium needs to authorise the Lead Member to take all decisions and actions relating to the Project under the Contract and all interaction by BEML shall be with the Lead member only.

5.6 Any Entity may submit its response to this Eol in the capacity of an individual Party or as a part of only one Consortium. However, any Entity / or its member /director/Partner, who is Party to a response/offer submitted against this Eol, shall not be directly or indirectly party to any other response/offer



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5.7 All the Parties in the consortium shall be liable for the entire scope of work and risks involved thereof to the entire contract value and as per law. The Parties shall accept for the full scope of work, acceptance to the part of work shall not be entertained and such offers shall be summarily rejected without giving any opportunity for further clarification.

5.8 The interested Entity/firm/company should be a duly registered Entity with global reputation and not placed on the restricted list for arms import by Indian MoD. Dealers/ distributors/ agents/ representatives are not eligible to respond to this Eoi.

5.9 The interested Entity/firm/company should have demonstrable experience and proven solution of more than 5 years in developing/manufacturing carbon reinforced, glass fibre reinforced composite structures / assemblies.

5.10 The interested Entity/firm/company should have supplied/executed similar projects with supply order from last 5 years. Along with the list of documentary proof consisting of Contract Order / Agreement, along with its completion report or certification from reputed clients about the work executed should be submitted.

5.11 Lack of complete information / furnishing of false information related to work carried out / documents submitted will lead to rejection of the response/ offer.

5.12 The interested Entity/firm/company 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.

5.13 The interested Entity/firm/company shall accept BEML to hold joint IP rights for all technologies developed for said project.

The interested Entity/Firm/Company shall fill the required fields & submit the Eligibility Criteria while responding to this EOI enclosed at [**Annexure-2**](#) with supporting document/ certificate/ undertaking letter wherever applicable.



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SECTION – 6

GENERAL TERMS & CONDITIONS

6.1 This Eol document for Manufacturing of Composite Structures / Assemblies by the Entity/Firm/Company does not have any relation with respect to any of the previous Eol / RFI / RFP floated for similar activities.

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

6.3 BEML also reserves the sole right and discretion to disqualify any Party, should it be so necessary at any stage. This is a fundamental condition of this Eol document and must be well understood and accepted by the **interested Entity/Firm/Company** before participating in the Eol.

6.4 Timeline and sequence of events resulting from this Eol shall ultimately be determined by BEML.

6.5 By submitting bid /Offer in response to this Eol, each Party shall be deemed to acknowledge that it has carefully read all the terms & conditions of this Eol document, and has fully informed himself / herself as to all existing terms and conditions.

6.6 **The interested Entity/Firm/Company shall compulsorily fill up the following to this Eol document, along with all supporting documents.**

- a) **Operational requirement as per [Annexure-1](#)**
- b) **Compliance to Eligibility Criteria as per [Annexure-2](#)**

6.7 The response shall necessarily be accompanied with following details:

- i. Firm/Company/Entity profile with Management structure and Group information if any.
- ii. Product Profile
- iii. Product Technical details
- iv. Reference list of customers
- v. Annual Audited financial reports for last three (03) Financial years.



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- vi. Any other information which is relevant to business and requirement of BEML and would make the **interested Entity/Firm/Company** relevant for long term mutually beneficial relationship.

6.8 The **interested Entity/Firm/Company** shall abide by the terms & conditions of this EoI.

6.9 The person signing response to the EoI should have due written authorization from **the bidding Entity/Firm/Company** to sign the documents and should duly authenticate any errors or corrections in the EoI. Over writing should be avoided. All pages of the response against this EoI shall be duly signed by the authorised signatory. 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.

6.10 Multiple proposals from the same interested Entity/Firm/Company should not be submitted.

6.11 BEML at its discretion shall inspect the interested Entity/Firm/Company works/office/reference site premises for the purpose of evaluation, as deemed necessary before selection of Entity/Firm/Company. BEML's decision in this regard shall be final.

6.12 Any interested Entity/Firm/Company 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, and continues as on the date of submission of EoI, shall not be eligible to submit the EoI.

6.13 BEML shall receive responses pursuant to this EoI in accordance with the terms set forth herein, as 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.

6.14 Interested Entity/Firm/Company shall not participate either directly or through its dealers, agents, representatives etc. in RFQ/ tender / requirements to the Project covered in this EoI (including their after-sales support requirement) of,



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- 6.14.1 Government/ Quasi Government/ State Government, state run organizations viz., Maritime Boards, Municipal corporation, Flood control boards etc., in India.
- 6.14.2 Customers/firms other than above in India & abroad once mutually agreed between both the parties to jointly participate.
- 6.15 The Eoi and all correspondences and documents related to the Eoi response shall be in English language, provided that any printed literature furnished by the Entity/Firm/Company 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.
- 6.16 The Selected Entity/Firm/Company should not subcontract the work related to the agreed scope of work without prior written approval from BEML.
- 6.17 The Selected Entity/Firm/Company shall provide the number of resources available required for development of the work during different phases with necessary technical capabilities.
- 6.18 The personnel of Selected Entity/Firm/Company 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 Entity/Firm/Company.
- 6.19 **Governing Laws & Jurisdiction:** The Eoi process shall be governed by, and construed in accordance with the laws of Republic of India. This Eoi subject to shall be subject to exclusive jurisdiction of the Courts at Bengaluru (India).
- 6.20 The terms and conditions as stated in this Eoi document are not exhaustive and BEML reserves the right to add or delete or modify any terms and condition in the **RFP to be issued to the short-listed Parties.**
- 6.21 Interested Entity/Firm/Company **may refer BEML website (www.bemlindia.in) for BEML GENERAL PROCUREMENT TERMS & CONDITIONS from BEML PURCHASE MANUAL**
- 6.22 Restrictions on specified Strategic tie-up with an Entity from a Country which shares a Land Border with India:



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6.22.1 Interested Entity/Firm/Company from a country which shares a land border with India will be eligible to respond to this Eoi only if interested Entity/Firm/Company 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 Eoi due date or any extension thereof.

6.22.2 Interested Entity/Firm/Company 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.

6.23 Evaluation & Selection:

6.23.1 Upon receipt of response(s) against this Eoi, BEML will review the responses, shortlist the Entity/Firm/Company(s) and call the shortlisted Entity/Firm/Company(s) for a presentation.

6.23.2 BEML intends to shortlist Entity/Firm/Company(s), who shall collaborate with BEML on a phase wise approach, with responsibility of supplying components and providing technology support to BEML with minimum 30% local content & then increasing the local content gradually over a period of time for Design, Engineer, Manufacture, Assemble, Test, Supply, Field Install, Commission, Repair and Service.

6.23.3 Post selection, BEML and the selected Entity/Firm/Company shall execute a Non-Disclosure Agreement & also sign an Agreement detailing the roles and responsibilities of Parties, time-lines, exclusivity, financials etc..

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

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



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

6.24.3 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.

6.25 The Entity/Firm/Company should not be restricted under **GFR Rule 144(xi) as may be amended from time to time.**

6.26 The prospective Entity/Firm/Company should agree to sign the “**Integrity Pact**” with BEML committing the persons / officials of both the parties, not to exercise any corrupt influence on any aspect of the joint working / future contract (*as per the provisions of the BEML Purchase Manual*)

SECTION – 7

PRESENTATIONS ON PROPOSED SOLUTION/ METHODOLOGY

7.1 The Entity/Firm/Company shortlisted based on the eligibility criteria 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 Entity/Firm/Company to present its solution/methodology, experience, capabilities, infrastructure, and other key points, if any.



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SECTION – 8

SUBMISSION OF THE EOI

8.1 The EOI response to be submitted online through email - bemleoi@bhel.co.in, stating compliance to each point, along with the enclosures to be forwarded by interested reputed firms, super scribing "Expression of Interest (Eoi) for Manufacturing Composite Structures / Assemblies" and Eoi reference number

8.2 Submission of Responses to this EOI shall have the following documents:

- a) Covering letter referring this EOI.
- b) Operational Requirement as per **Annexure-1**
- c) Eligibility Criteria format as per Annexure-2
- d) Eoi response format as per Appendix' A
- e) Certificate as to Authorized Signatories as per Appendix' B
- f) Declaration by the Entity/Firm/Company as per Appendix' C
- g) Declaration by the Entity/Firm/Company as per Appendix' D

The declarations / documentary proof shall be submitted by the Entity/Firm/Company as and when provided or required to impress upon any averment or claim etc.

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**Annexure-1**

| Sl. No. | Operational Requirement                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Entity/Firm/Company Response** |
|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------|
|         | <b>** The Entity/Firm/Company shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</b>                                                                                                                                                                                                                                                                                                                                       |                                |
| 1       | <b>Broad Scope of Work</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                |
| (a)     | Manufacturing, inspection & testing of coupons, test features, panels etc. as per approved Test Schedule (TS). This includes manufacturing of moulds as well for these coupons/features.                                                                                                                                                                                                                                                                                                |                                |
| (b)     | Design (as per trial mould review guidelines), analysis (structural & thermal with product model) and manufacturing of full scale mould                                                                                                                                                                                                                                                                                                                                                 |                                |
| (c)     | Generation of manufacturing drawings, process sheets, templates for fabric cutting and layup, design and manufacturing of jigs & fixtures for layup (if required)                                                                                                                                                                                                                                                                                                                       |                                |
| (d)     | Manufacturing and inspection (as per QAP) of composite parts                                                                                                                                                                                                                                                                                                                                                                                                                            |                                |
| (e)     | Development (Conceptualization, design & analysis, manufacturing, integration) and other support systems as per the system requirements                                                                                                                                                                                                                                                                                                                                                 |                                |
| (f)     | Design of composite structures, made of carbon / epoxy composites. All composite parts will be fabricated as a co-cured monocoque structure using Vacuum Assisted Resin Transfer Moulding (VARTM) process. VARTM process parameters for fabrication shall be specified by BEML                                                                                                                                                                                                          |                                |
| 2       | <b>Infrastructure / facilities</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                |
|         | <b>Potential firm/company must have experience in manufacturing and supplying composite parts using prepreg and autoclave/hot platen press technology.</b>                                                                                                                                                                                                                                                                                                                              |                                |
|         | <b>The following facilities are required for manufacturing of composite parts and assemblies</b>                                                                                                                                                                                                                                                                                                                                                                                        |                                |
| (a)     | <b>Layup Shop (Essential):</b><br>Contamination-controlled room for laying composite parts, with the following environmental conditions:<br>i. Temperature: 18°C to 22°C<br>ii. Humidity: Less than 70%<br>iii. Dust level: 3 microns or larger, not exceeding 10,000 particles per cubic foot (ISO 14644-1 class-7).<br>iv. Calibrated measuring and recording equipment for temperature, humidity, and dust levels.<br>v. Vacuum facility with calibrated vacuum gauge for debulking. |                                |
| (b)     | <b>Programmable Prepreg Cutting Machine (Desirable):</b><br>Capable of cutting multi-layered prepregs (BD and UD) with built-in software for identifying layers and nesting.                                                                                                                                                                                                                                                                                                            |                                |





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### Annexure-1

| Sl. No.                                                                                                                                           | Operational Requirement                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Entity/Firm/Company Response** |
|---------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------|
| <i>** The Entity/Firm/Company shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</i> |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                |
| (c)                                                                                                                                               | <b>Autoclave Facility (Essential):</b> <ul style="list-style-type: none"><li>Suitable for curing parts ranging from 0.5 to 3.5m in length and 0.5 to 2.5m in width.</li><li>Working parameters:<ul style="list-style-type: none"><li>Temperature: Up to 250°C</li><li>Pressure: Up to 10 bar</li><li>Vacuum: Minimum 0.80 bar</li><li>Heating rate: 1-3°C per minute</li><li>Cooling rate: 3-5°C per minute</li><li>Temperature uniformity: (+/- 3°C during heating and +/- 2°C during dwell)</li></ul></li><li>The autoclave should have a backup power supply to maintain curing conditions during power outages.</li></ul> |                                |
| (d)                                                                                                                                               | Nomex Core/Aluminum Core Machining Facility (Essential)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                |
| (e)                                                                                                                                               | Foam Machining Facility (Essential)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                |
| (f)                                                                                                                                               | <b>Oven Facility (Essential):</b> <ul style="list-style-type: none"><li>Capable of operating at 250°C for post-curing operations.</li><li>Size: 8m (L) x 4m (W) x 2.5m (H).</li><li>Includes a vacuum and controlled air-cooling system, with temperature and vacuum recording capabilities.</li></ul>                                                                                                                                                                                                                                                                                                                        |                                |
| (g)                                                                                                                                               | <b>Part Trimming Facility (Essential):</b> <ul style="list-style-type: none"><li>Designated area for part trimming with a dust extraction system.</li><li>Pneumatic trimming equipment or band saws and CNC machines of appropriate sizes.</li></ul>                                                                                                                                                                                                                                                                                                                                                                          |                                |
| (h)                                                                                                                                               | <b>Painting Facility (Essential):</b> <ul style="list-style-type: none"><li>Painting booth for epoxy, polyurethane primer/paint, and conductive paint.</li><li>Suitable facilities for storing and preparing paints.</li></ul>                                                                                                                                                                                                                                                                                                                                                                                                |                                |
| (i)                                                                                                                                               | <b>Raw Material Storage (Essential):</b> <ul style="list-style-type: none"><li>Cold stores maintaining a temperature of -18°C (+0/-3) for storing prepregs, with a thawing area at 0°C to 5°C.</li><li>Continuous temperature monitoring and recording equipment.</li><li>Dust-free storage for cores and foams.</li></ul>                                                                                                                                                                                                                                                                                                    |                                |
| (j)                                                                                                                                               | <b>Resin Kitchen (Essential):</b> <ul style="list-style-type: none"><li>For storing and mixing resin and hardeners, with a weighing machine (minimum capacity of 2kg, accuracy of 1g) in a dust-free environment at 25°C maximum.</li></ul>                                                                                                                                                                                                                                                                                                                                                                                   |                                |
| (k)                                                                                                                                               | <b>Tool Preparation Area (Essential):</b> <ul style="list-style-type: none"><li>Designated area for applying mold release agents with proper extraction systems.</li></ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                |



## **EXPRESSION OF INTEREST (EOI) FOR MANUFACTURING OF COMPOSITE STRUCTURES / ASSEMBLIES**



EOI Ref: CTPAM /EOI/CSAM/2025

Date: 21-01-2025

### ***Annexure-1***

| <b>Sl. No.</b> | <b>Operational Requirement</b>                                                                                                                                                                                                                                                                                   | <b>Entity/Firm/Company Response**</b> |
|----------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------|
|                | <b>** The Entity/Firm/Company shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</b>                                                                                                                                                                |                                       |
| (l)            | <b>Inspection Facility with View Room (Essential):</b> <ul style="list-style-type: none"><li>Includes woodpecker (tap test), ultrasonic A-scan and C-scan equipment, X-ray fluoroscopy, universal tensile testing machine, and various other inspection tools (e.g., CMM, DSC, calipers, micrometers).</li></ul> |                                       |
| (m)            | <b>Facilities for Door Assembly Module (Essential):</b> <ul style="list-style-type: none"><li>Dust-free room for cold bonding activities.</li><li>Special bonding fixtures, suitable jigs and fixtures for mechanical assembly, and necessary tools for assembly and load testing.</li></ul>                     |                                       |



## **EXPRESSION OF INTEREST (EOI) FOR MANUFACTURING OF COMPOSITE STRUCTURES / ASSEMBLIES**



EOI Ref: CTPAM /EOI/CSAM/2025

Date: 21-01-2025

### ***Annexure-2***

| SI No | Eligibility Criteria                                                                                                                                                                                                                                                                                                              | Entity/Firm/Company Response**                                                                                      |
|-------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------|
|       | <b>** The Entity/Firm/Company shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</b>                                                                                                                                                                                 |                                                                                                                     |
| 1.    | The Entity/Firm/Company must be registered in India as required by law with minimum five (5) years of continuous operation up to the date of publication of this EOI.                                                                                                                                                             | Submit company registration certificate                                                                             |
| 2.    | The Entity/Firm/Company should have manufacturing and/or operations with atleast five (5) years of infrastructure set up in India.                                                                                                                                                                                                | Submit list of machineries, manufacturing facilities, Testing facilities photos with specifications, brochures etc. |
| 3.    | Should be a registered Entity/Firm/Company with global reputation not placed on the restricted list for arms import by Indian MoD. Dealers/ distributors/ agents/ representatives need not respond to this Eoi.<br><br><b><i>As per Appendix-C &amp; Appendix-D</i></b>                                                           | Submit Appendix-C&D                                                                                                 |
| 4.    | Average annual revenue during the last 3 years up to year ending 31 <sup>st</sup> March of 2024, should be at least Rs. 100.00 Crores.                                                                                                                                                                                            | Submit supporting document / certificate                                                                            |
| 5.    | The Entity/Firm/Company should have demonstrable experience and proven solution of more than 5 years in developing/manufacturing carbon reinforced, glass fibre reinforced composite structures / assemblies.                                                                                                                     | Submit relevant supply order copy/acceptance letter from competent authority                                        |
| 6.    | The Entity/Firm/Company shall have facility to manufacture/ supply initial requirement of Structure Module, approximately about more than 100 sets                                                                                                                                                                                | Submit supporting document / certificate / Undertaking letter                                                       |
| 7.    | The response shall necessarily be accompanied with following details:<br><br>i. Entity/Firm/Company profile with Management structure and Group information if any.<br>ii. Product Profile<br>iii. Product Technical details<br>iv. Reference list of customers<br>v. Annual Audited financial reports for last three (03) years. | Submit supporting document / certificate / Undertaking letter                                                       |



## **EXPRESSION OF INTEREST (EOI) FOR MANUFACTURING OF COMPOSITE STRUCTURES / ASSEMBLIES**



EOI Ref: CTPAM /EOI/CSAM/2025

Date: 21-01-2025

### ***Annexure-2***

| SI<br>No                                                                                                                                          | Eligibility Criteria                                                                                                                                                                                                                                                                                                                                                                     | Entity/Firm/Company<br>Response**                                                                                      |
|---------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------|
| <b>** The Entity/Firm/Company shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</b> |                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                        |
|                                                                                                                                                   | vi. Any other information which is relevant to business and requirement of BEML and would make the Entity/Firm/Company relevant for long term mutually beneficial relationship.                                                                                                                                                                                                          |                                                                                                                        |
| 8.                                                                                                                                                | The Entity/Firm/Company should have supplied/executed similar projects with supply order from last 5 years. Along with the list of documentary proof consisting of Contract Order / Agreement, along with its completion report or certification from reputed clients about the work executed should be submitted.                                                                       | <i>Submit relevant supply order copy/acceptance letter from competent authority / certificate / Undertaking letter</i> |
| 9.                                                                                                                                                | Lack of complete information / furnishing of false information related to work carried out / documents submitted will lead to disqualification of the firm/company.                                                                                                                                                                                                                      | <i>Submit Undertaking letter</i>                                                                                       |
| 10.                                                                                                                                               | The firm/company shall accept BEML to have the sole right to market the product in India for MoD/DRDO/CSIR/DPSU's /military/MHA and export on mutual consent for exports to friendly neighbouring countries.                                                                                                                                                                             | <i>Submit Undertaking letter</i>                                                                                       |
| 11.                                                                                                                                               | The firm/company shall accept BEML to hold joint IP rights for all technologies developed for said project developed under definite agreement.                                                                                                                                                                                                                                           | <i>Submit Undertaking letter</i>                                                                                       |
| 12.                                                                                                                                               | Enclose Eoi Response Format as per <b>Appendix-A</b>                                                                                                                                                                                                                                                                                                                                     | <i>Submit Appendix-A</i>                                                                                               |
| 13.                                                                                                                                               | Enclose Certificate as to Authorize signatories as per <b>Appendix-B</b>                                                                                                                                                                                                                                                                                                                 | <i>Submit Appendix-B</i>                                                                                               |
| 14.                                                                                                                                               | Brief description on company profile covering below aspects:<br><br>1. Entity/Firm/Company registration certificate<br>2. Brief write-up on Entity/Firm/Company's Products profile, core capability<br>3. Auditor certified statements of Annual turnover of the Entity/Firm/Company in the last 3 financial years.<br>4. Board of directors/ Managing Body of the Entity/Firm/ Company. | <i>Submit supporting document / certificate / undertaking letter for each aspect</i>                                   |



**EXPRESSION OF INTEREST (EOI) FOR MANUFACTURING OF  
COMPOSITE STRUCTURES / ASSEMBLIES**



EOI Ref: CTPAM /EOI/CSAM/2025

Date: 21-01-2025

***Annexure-2***

| SI<br>No | Eligibility Criteria                                                                                                                                                                                                                                                                 | Entity/Firm/Company<br>Response** |
|----------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------|
|          | <b><i>** The Entity/Firm/Company shall fill &amp; submit their response / compliance with supporting document / certificate / undertaking letter</i></b>                                                                                                                             |                                   |
|          | 5. Head Quarters.<br>6. Infrastructure Capabilities<br>7. Quality Management, ISO certificates or equivalent<br>8. Subsidiaries / JVs or related entities.<br>9. Strategic alliance with other Entities (In India and abroad)<br>10. Contact details of the Single Point of Contact. |                                   |



**EXPRESSION OF INTEREST (EOI) FOR MANUFACTURING OF  
COMPOSITE STRUCTURES / ASSEMBLIES**



EOI Ref: CTPAM /EOI/CSAM/2025

Date: 21-01-2025

***Appendix' A***

{With Cover Letter in Company letterhead}

**Eoi RESPONSE FORMAT**

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

Dear Sir,

Ref: Expression of Interest to Partner with BEML Limited for Manufacturing of Composite Structures / Assemblies

Having examined the Expression of Interest (Eoi) document dated \_21.01.2025, downloaded from the BEML website, i.e., [www.bemlindia.in](http://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.

Primary and Secondary contacts for our company are:

|               | <b>Primary Contact</b> | <b>Secondary Contact</b> |
|---------------|------------------------|--------------------------|
| Company Name: |                        |                          |
| Name:         |                        |                          |
| Title:        |                        |                          |
| Address:      |                        |                          |
| Phone :       |                        |                          |
| Mobile:       |                        |                          |
| Fax :         |                        |                          |
| E-mail :      |                        |                          |



**EXPRESSION OF INTEREST (EOI) FOR MANUFACTURING OF  
COMPOSITE STRUCTURES / ASSEMBLIES**



EOI Ref: CTPAM /EOI/CSAM/2025

Date: 21-01-2025

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 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 Purchase Manual.

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 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 EOI Response for and on behalf of:

(Name and Address of Entity/Firm/Company) Seal / Stamp of Entity

Witness Signature:

Witness Name: Witness

Address:



**EXPRESSION OF INTEREST (EOI) FOR MANUFACTURING OF  
COMPOSITE STRUCTURES / ASSEMBLIES**



EOI Ref: CTPAM /EOI/CSAM/2025

Date: 21-01-2025

***Appendix' B***

{With Cover Letter in Company letterhead}

**CERTIFICATE AS TO AUTHORIZED SIGNATORIES**

I, ....., the Company Secretary  
of ....., certify that  
..... Who signed the above Eoi for  
Manufacturing of Composite Structures / Assemblies is authorized to do so and bind  
the company by authority of its board / governing body.

Date :

Signature :

(Company Seal)





**EXPRESSION OF INTEREST (EOI) FOR MANUFACTURING OF  
COMPOSITE STRUCTURES / ASSEMBLIES**



EOI Ref: CTPAM /EOI/CSAM/2025

Date: 21-01-2025

***Appendix' C***

{With Cover Letter in Entity/Firm/Company's letterhead}

**DECLARATION BY THE ENTITY/FIRM/COMPANY**

This is to certify that our Entity/Company/Firm \_\_\_\_\_, the Entity/Firm/Company herein does 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 Entity/Firm/  
Company with  
(Company Seal)



**EXPRESSION OF INTEREST (EOI) FOR MANUFACTURING OF  
COMPOSITE STRUCTURES / ASSEMBLIES**



EOI Ref: CTPAM /EOI/CSAM/2025

Date: 21-01-2025

***Appendix' D***

{With Cover Letter in Company letterhead}

**DECLARATION BY THE ENTITY/FIRM/COMPANY**

This is to certify that \_\_\_\_\_ (Name of the Entity/Firm/Company) has not been banned / black listed / debarred from Trade by any 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: \_\_\_\_\_