

'Expression of Interest' for Development of Diesel fired heater for BEML Heavy Duty Truck (HDT)

1. Objective:

BEML Limited is a Defence PSU under the Ministry of Defence (MoD), Govt. of India. BEML HDT vehicles are mainly used for General Service and special projects carrying super structures as per MOD requirement. As part of indigenous program, the development and production of Diesel fired heater. In this regard, BEML intends to identify reputed developer and supply of Diesel fired heater and associate in integration and testing. Annual consumption of Diesel fired heater are more than 300 numbers.

2. i) Diesel fired heater:

The Diesel Fired Heater must provide warm temperature inside the drivers cabin during the day and night, at every stage of journey. It should provide optimised fuel efficiency, a range of operation modes and unsurpassed safety standards. It should be easily programmable, the heater to deliver hot blown air until the desired temperature is achieved. It should be installed in drivers cabin and must be quiet in operation.

Features

1. Fully electronic microprocessor control
2. Continuous monitoring
3. Power stage to cut heating times
4. Smooth automatic room temperature control with a temperature pre-set facility
5. Low fuel and power consumption, suitable for longer periods of operation
6. More comfort to wide control range and quiet night-time operation
7. Diagnostic system

The driver's cabin Diesel fired heater, as shown in fig. below, Diesel fired heater assy with telescopic and tiltable in nature to be provided. Necessary hoses for Diesel fired heater assy has to be provided by supplier. Diesel fired heater and Temperature display and control unit should be fitted inside the driver cabin on the preferably on the instrument panel.



Fig 1: Diesel fired heater

Diesel fired heater assy should be equipped with a temperature display unit, temperature adjusting switches, On /off switches,



Fig 2: Diesel fired heater - Temperature display and control unit

2. Scope of work:

Based on the response from Interested Firms for this EOI, Separate RFQs will be floated to shortlist one capable firm for development of Diesel fired heater.

NDA and MoU will be signed with the final firm evaluated in the RFQ. BEML will issue drawing & specifications to the firm.

- A. The Diesel fired heater development and Production is planned in three phases
 - 1) Development stage: 5 sets Diesel fired heater to be developed within 1 month of contract.
 - 2) Pilot Production stage: 10 sets of Diesel fired heater to be produced based on feedback of prototypes within 1 month from prototype clearance.
 - 3) Bulk Production stage: More than 600 numbers in the first year after pilot batch clearance by BEML/MoD.
- B. The brief scope of work is,
 - a. The firm has to offer the Diesel fired heater assembly for inspection and clearance by BEML.
 - b. Supply the Diesel fired heater to BEML along with quality records for having complied for materials, processes and dimensions.
 - c. Associate with BEML during integration, furnishing, internal trials and MoD performance evaluation trials.
- C. Firm has to give test certificates along with Diesel fired heater.

3. Pre-Qualification Criteria:

Interested firms shall fulfill the following criteria while submitting the EOI.

- i. Firm having more than 5 years of experience in design, development, and development of Diesel fired heater.
- ii. Firm with sound financial status – Consistently profit making for the past 3 years.
- iii. Firm should be certified for the latest Quality Management System.
- iv. EOI may be responded by individual firm or a consortium of firms represented by a lead member. In case of consortium, lead member shall respond to the EOI and will be responsible for the success of the program.

- v. The firm shall have the following basic and essential facilities to qualify to this EOI.
 - a) Latest CAD software & hardware for handling Design & Documentation
 - b) Capability to design and development of Diesel fired heater.
 - c) Possess requisite for Diesel fired heater testing facilities as per CMVR.

4. Details of the firm to be provided with necessary supporting documents:

- i. Company Registration certificate indicating name of the firm, year of establishment, incorporation details, Members of the Board, URL of the firm's website.
- ii. Name of the contact person, address, Telephone, Fax & email
- iii. Number of years of experience in design and development of Diesel fired heater.
- iv. Copy of the Supply Orders to brief the past and similar ongoing projects, if any.
- v. Details of IT infrastructure and certificates of quality management system of the firm.
- vi. Financial performance documents (Audited Balance sheets and Profit & Loss statements etc.) with details of turnover for last three (3) years
- vii. Details of Contract(s) or order(s) terminated before completion, if any
- viii. Details of any premature termination of job/supply order/contract for Min of Defence, India or any other Government / Quasi Government organization in India.
- ix. Value of largest two projects executed in last 5 years
- x. Capability to furnish Bank guarantees.
- xi. Details of important customers

Note: The responses from Firms/OEMs that are black listed/restricted by Government of India or its Agencies will not be considered.

5. Submission of EOI:

In this context, EOI in sealed cover, Providing manufacturing capability details, documents, similar existing product development details, covering letter and certificates (MSME, ISO etc) shall be submitted by interested reputed firms,

superscribing **“Expression of Interest’ for development of Diesel fired heater”**
on or before 14:00 hours of 16.09.2019, to

DGM–Materials

BEML Ltd.,Palakkad Complex,

Kinfra Wise Park,

Menonpara Road,

Kanjikode

Palakkad-678 621

Kerala,

India.

For any queries please contact below mentioned details:

Tel (Off): 0491 2568178

Email: pm@beml.co.in

The last date for receipt of EOI at the above address will be as per the information published and will be opened on the same date at 1515 hrs.

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