

**M/s. BEML LIMITED,**

**BEML SOUDHA,**

**SAMPANGIRAMNAGAR,**

**BENGALURU - 560002**

Invitation for Expression of Interest (EOI) for for collaboration for design, development and co-production of Unmanned Aerial Vehicle (UAV).

Eoi Reference	Ref. No. ASBD/2022-23/UAV dt 10.06.2022
Eoi closing date	Closing date: 12 <sup>th</sup> July 2022, Time: 17:00 Hrs
Eoi response mail Id	bemleoi@beml.co.in
Contact for technical clarifications	Name: Mr. Ranganath.R – Sr.Manager email: aspd1@beml.co.in Contact No.: 9740127935
PLEASE MENTION Eoi Reference in e mail subject	

Eol-Ref.: ASBD/2022-23/UAV

Date: 10-06-2022

**Expression of Interest for collaboration for design, development and co-production of Unmanned Aerial Vehicle (UAV).**

**1.0 Back ground:**

BEML Limited is a leading multi-technology and multi-location Mini-Ratna category-I company under the Ministry of Defence. BEML is operating its business in three verticals viz., Defence & Aerospace, Mining & Construction and Rail & Metro. It offers high-quality products for diverse sectors of economy, such as coal, mining, steel, limestone, power, irrigation, construction, road building, aviation, defence, metro and railways. It has emerged as the forerunner of heavy engineering industry with a track record of growth and revenues for over five decades.

The company has state-of-the-art manufacturing facilities at Kolar Gold Fields, Mysuru, Bengaluru and Palakkad, all possessing ISO 9001-2015 and ISO 14001 (HSC) certifications. BEML has its own world-class composite R&D establishment for Design & Development of products.

The Company has a nationwide Marketing Network and an International Business Division for Exports activity.

Details of BEML Ltd are available at [www.bemlindia.in](http://www.bemlindia.in)

**2.0 Overview of BEML Capabilities:**

BEML Limited, a Central Public Sector Enterprise under the Ministry of Defence was incorporated in 1964. Subsequently it became a listed company and is engaged in the design, development and manufacturing in the areas of Mining & Construction, Defence & Aerospace and Rail & Metro equipment.

**2.1 Mining & Construction:**

BEML Ltd is engaged in the business of Hydraulic Excavators, Bulldozers, Wheel Loaders, Wheel Dozers, Dump Trucks, Motor Graders, Pipe Layers, Tyre Handlers, Water Sprinklers and Backhoe Loaders to customers in the Mining and Construction segments.

BEML has also developed Mining Dump trucks of 150 Ton and 205 Ton class and Excavators of both Hydraulic and Electrical of 180 Ton capacity.

**2.2 Defence & Aerospace:**

BEML Ltd is engaged in the business of High Mobility vehicle for all terrain operations, Heavy Recovery Vehicle, Pontoon Mainstream Bridge Systems, Crash Fire Tenders, Mobile Mast Vehicle, Engineering Mine Ploughs, Tank Transportation Trailers, Weapon Loading equipment, Armoured Recovery Vehicle, Milrail Coaches and Wagons, ground support vehicles and other products to the Indian and other Armed Forces.

Aerospace Division is engaged in business of Aero Structure, modules of Missile system, GSLV program , Aircraft Towing Tractor, Jigs and Fixture for LCA, GHE/GSE for Aircrafts, Precise manufacturing & specialized welding and engineering service.

### **2.3 Rail & Metro:**

BEML Ltd is engaged in the business of Integral Rail Coaches, Overhead Inspection Cars, AC/DC Electrical Multiple Units, Stainless steel EMUs, Utility vehicles, Track Laying Equipment, Broad-gauge Rail bus, Treasury Vans, Spoil disposal Units to the Indian and other Railways.

BEML Ltd has also successfully diversified into manufacturing state-of-the-art technology stainless steel Metro Cars for various urban Metro Corporations and enjoys a dominant market share in this segment

### **3.0 Research & Development:**

BEML Ltd has R&D establishment for Design & Development of high-tech engineering products for its three verticals. It employs over 300 professionals with high experience and skills spanning a wide range of technology areas.

The R&D establishment has CAD Centre, Fluid-power, Powerline, Structural Engineering & Material Science laboratories and is continuously engaged in New Product Development and upgradation of existing products to meet customer requirements. More than 68% of Company's Sales Turnover is through in-house developed R&D products. The R&D expenditure is around 2 ~ 3% of its turnover.

### **4.0 International Business Division:**

BEML has a sizeable market share in export markets with exports to 68 countries across the globe. Over the years this division has exported over 1200 machines covering all the three verticals.

### **5.0 Objectives of the EoI:**

To identify potential partners with whom collaboration can be established for design, development and co-production of Unmanned Aerial Vehicle (UAV) for various applications.

### **6.0 Eligibility Criteria:**

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

- a. Should be a recognized start-up by Department for Promotion of Industry and Internal Trade (DPIIT) under the Ministry of Commerce and Industry.
- b. Should have a Registered office in India.

- c. The firm and its team shall be an OEM company having track record in building an Unmanned Aerial Vehicle. Only the OEM needs to respond to this EOI. Dealers/distributors/agents/representatives need not respond.
- d. The firm shall be willing to modify the equipment to the customer's need and coproduce the equipment in BEML's plant in India.
- e. The firm shall transfer the technology to BEML to locally produce the parts/assemblies/full equipment as per '*Buy & Make (Indian)*' category.
- f. BEML will have the sole right to market this product in India for military, paramilitary and civil customers in India.
- g. The firm shall accept co-branding of the product.
- h. The firm shall be ready to share complete technical details including software, hardware and engineering details to BEML Ltd for ensuring seamless support to customers. Further firm also shall provide continuous support to BEML LTD and its customers for the period of minimum 10 years
- i. If Firm is black listed by Govt/PSU/MoD, then it is not eligible to participate in this EoI. firm has to confirm that not black listed by Govt/PSU/MoD
- j. The firm / company shall have to confirm their eligibility as per Govt. guidelines mentioned below. Any bidder from a country which shares a land border with India will be eligible to Bid in any Procurement whether of Goods or Services (Including Consulting Services and non-consultancy services) or Works (Including Turnkey projects) only if the bidder is registered with competent Authority as per Ministry of Finance notification: F. No.6/18/2019-PPD dated 23.07.2020.

### **7.0 Benefits of partnering with BEML**

BEML Ltd has an extensive Marketing network and service centres. BEML has a strong R&D in all business verticals which have developed high end Mining and Construction equipment such as 150- and 200-Ton Dumpers and 180 Ton Excavators etc. BEML have delivered more than 1600 Metro Cars and have a dominant market share in the Indian Market. BEML Limited keeps the Indian Army and other defence forces abreast with state-of-the-art military equipment. The company manufactures variants for all terrain operations including Bridge Layer, Field Artillery Tractor, Medium & Heavy Recovery Vehicle, Pontoon

Mainstream Bridge Systems, Crash Fire Tenders, Mobile Mast Vehicle, etc. BEML also supplies Engineering Mine Ploughs, Tank Transportation Trailers and Weapon Loading equipment, Armoured Recovery Vehicle, Mil-rail Coaches and Wagons. BEML plays a stellar role in the country's Integrated Guided Missile Development Project by supplying ground support vehicles.

With extensive manufacturing facilities spread across India, a highly skilled and experienced manpower, presence and reach through its wide network of offices and divisions in India and a successful model of collaborating with other reputed OEMs, BEML is ideally placed to be the partner of choice in India for cooperation.

### **8.0 Submission of the EOI**

The EOI shall be mailed **before 17:00 hours of 12<sup>th</sup> July 2022** with all the formats duly filled through following email only.

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

For any technical queries contact following official

**Name: Mr. Ranganath.R – Sr.Manager**

**email: aspd1@beml.co.in**

**Contact No.: 9740127935**

**INFORMATION SOUGHT QUALIFICATION CRITERIA: Refer Annexure-1**

**UNDERTAKING**

This is to certify that \_\_\_\_\_ (Name of the Firm) has not been banned / black listed / debarred from Trade by any PSU/Government of India / Autonomous Institution/any State Government in India / Central or State Government undertaking for corrupt or fraudulent practices or non-delivery, non-performance

I / we hereby certify that all the information given above is factual.

Signature with date of Authorized signatory

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Firm's Seal: \_\_\_\_\_

**UNDERTAKING**

This is to certify that \_\_\_\_\_ (Name of the Firm) has  
\_\_\_\_\_ number of arbitration cases pending and details regarding the same is  
furnished below.

- 1.
- 2.
- 3.

I / we hereby certify that all the information given above is factual.

Signature with date of Authorized signatory

Name: \_\_\_\_\_

Designation: \_\_\_\_\_

Firm's Seal: \_\_\_\_\_