

Notice Inviting Expression of Interest (EoI) for Collaboration for Material Handling Crane for High Mobility Vehicle (HMV) by Indian Industry

EoI Reference No: CTPAM/EoI/Strategic System/UMV-MHC/2026/37

Date of Issue: 01-09-2026

EoI closing date: 29-09-2026

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 (EoI) document provided to the Prospective Collaborator(s), by or on behalf of BEML or any of its employees, advisors, agents etc is provided to the Prospective Collaborator(s) 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. The purpose of this document is to provide the Prospective Collaborator(s) with information to assist the formulation of their proposal. This EoI document does not purport to contain all the information each 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. Each 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.
2. BEML, its employees and advisors 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.
3. 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
4. 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.

5. 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.
6. Canvassing in any form by the Prospective Collaborator(s) or by any other agency on their behalf shall lead to disqualification of their EoI.
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 Collaborators to submit fresh applications.
8. BEML reserves the right to disqualify any Prospective Collaborator during or after completion of 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.
9. 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 of his obligations or liabilities hereunder nor will it affect any rights of BEML.

SECTION-2

Schedule of EoI process & Contact details

A. Schedule of EoI process

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

Sl.	Description	Date
01	Issue of EoI Document	01-09-2026
02	Last date of Submission of EoI response	29-09-2026

B. Contact Details for clarification related to EoI

Mr. Raghuram K,
Asst General Manager – Engg and R&D
Strategic System SBU
BEML Ltd.,
Bangalore, Karnataka, INDIA
Email: raghuram.k@bemltd.in
Mobile: +91-9449077506

C. The response to EoI shall be submitted on or before the EoI closing date (as mentioned above) only **through email to bemleoi@bemltd.in, raghuram.k@bemltd.in**, The subject of the email shall mention EoI reference: **CTPAM/EoI/Strategic System/UMV-MHC/2026/37 Dtd: 01-09-2026, Response to EoI for Collaboration for Material Handling Crane (MHC) for HMV by Indian Industry.**

D. In case any amendment/ corrigendum to this EoI is issued, it shall be notified only at BEML website (<https://www.bemlindia.in/active-tenders/>).

SECTION-3

ABOUT BEML LIMITED

- a. BEML Limited, a “Schedule - ‘A’” company under the Ministry of Defence (MoD), Government of India, was established in the year 1964. The Company has 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, Maritime, Mining & Construction and Rail & Metro equipment.
- b. BEML Limited has three business verticals viz., Defence & Aerospace, Rail & Metro and Mining & Construction which are divided into 14 SBUs & 2 Micro SBUs, with four manufacturing complexes located at Bengaluru, Kolar Gold Fields (KGF), Mysuru and Palakkad. All the manufacturing divisions of BEML Limited have been accredited with ISO 9001 – 2015 and ISO 14001 (HSC) certification. Apart from this, BEML Limited has its own world-class composite R&D establishment for Design & Development of various products.

More details about the entire range of BEML’s products and operations can be viewed by visiting our web site www.bemlindia.in

SECTION-4

Details of Expression of Interest (EoI)

4.1. Introduction:

BEML invites application / response to this Expression of Interest (EoI) for Collaboration of Material Handling Crane for High Mobility Vehicle by eligible Indian Industry/Entity, willing to collaborate with BEML along with their technologies for Indian Defence Services.

4.2. Preamble:

BEML is seeking to collaborate with Industrial partners with proven and registered companies proficient in execution of Material Handling Cranes (MHC) or having higher specification / better version than the proposed technical specification detailed in **Annexure-2**. The industrial partner shall have robust R&D to customise the specification of Material Handling Cranes and its sub systems like – Crane boom structure, Crane hydraulic system, Crane electrical system, Crane slew structure, Crane outrigger system etc and also having heavy fabrication, machining facilities, welding facilities, assembly, testing, etc. and willing to execute projects with BEML on turnkey basis.

The Prospective Collaborator shall be aware of the procurement policies of Indian Army under Buy (Indian-Indigenously Designed Developed and Manufactured) i.e., Buy (Indian IDDM) category of Defence Acquisition Procedure (DAP)-2020.

4.3. Scope of Co-operation:

- 4.3.1. For specific RFI / RFPs from Indian MoD, BEML and the Prospective Collaborator shall jointly study the requirement and prepare technical responses. As deemed necessary commercial aspects also will be discussed on mutual agreeable terms and conditions for participating in the tender / RFP.

Once technically shortlisted, BEML and Prospective collaborator shall offer the customised Material Handling Crane (MHC) for BEML HMV developed jointly to Indian MoD on No Cost No Commitment (NC-NC) basis.

Further, on Techno-commercial shortlisting, BEML and collaborator shall start the production activities on mutually agreed terms and conditions and also meet all other contractual obligations.

- 4.3.2. Post EoI response and selection, BEML and the Prospective Collaborator shall execute a Non- Disclosure Agreement (NDA).
- 4.3.3. In order to meet the RFP / RFQ terms and conditions, BEML and the Prospective Collaborator may enter into MoU / Definitive Agreements to execute the projects with specific workshare for manufacture, assembly, quality control, testing, trials, field installation, commissioning, repair, spare parts and service, maintenance, product support, trials, documentation / manuals with commercials.

Responsibility of Prospective Collaborator for Material Handling Crane:

- a) The Prospective Collaborator shall have the following facilities
- a. Latest CAD software & hardware for handling Design & Documentation
 - b. Past experience in making similar equipment's
 - c. Facilities of Jigs, Fixtures & stress relieving facilities for a Crane Boom, Slew structures
 - d. Adequate facilities for fabrications & welding.
 - e. Firm should have sound knowledge of accuracies and tolerances, heat treatment, surface treatments etc.,
 - f. Firm must have electrical, electronic engineers for handling electrical, electronics and software related to Crane controller, sensor, software and hardware including cable harness.
 - g. The Vendor should be willing to sign NDA with BEML for exchange of 3D model, Drawings, Technical Documentation, Technical information related to subject project.
 - h. Vendor to associate along with required necessary skilled, semiskilled and unskilled manpower, tool, equipment's, accessories and measuring device required for crane with BEML during testing, trials and offerings with MoD agencies / DGQA reps / Quality agencies.
 - i. During testing, trials or offering, if MoD agencies / DGQA reps / Quality agencies insist for any tests/trials on crane, vendor to do/conduct and provide all the required documents / reports of the same at no extra cost and complete within stipulated timelines.
 - j. Must support BEML during production series for integration, testing and trials at no extra cost.
 - k. Vendor must have technical documentation team and support BEML by providing the technical literatures in the format as required by MoD.

- b) Procurement of raw materials for fabricating Material Handling Cranes and its sub systems like – Crane boom structure, Crane hydraulic system, Crane electrical system, Crane slew structure, Crane outrigger system, Accessories from BEML approved vendors or BEML shall authorize industrial partner to procure these items from reputed sources.
- c) Testing and qualifying the systems as per Quality Audit Procedures (QAP) finalized by BEML / Indian MoD. Quality Audit & Quality Assurance of Integrated Material Handling Cranes (MHC) at defined stages.
 - a. Part Level: Dimensional Check as per drawings, welding quality checks DP/UT, Raw material certification etc
 - b. System Level Testing: Dimensional Check & tolerances as per drawing, welding quality checks DP/UT etc. Dimensional Check as per drawings, welding quality checks DP/UT, Raw material certification etc
- d) Manufacturing, integrating systems to build Material Handling Cranes.
- e) Free Issue Material (FIM) will be BEML HMV 6x6 vehicle / aggregates. Collection of FIM from BEML premises shall be Prospective Collaborator's Scope.
- f) Prospective Collaborator shall furnish Bank Guarantee for FIM items from BEML as per mutual agreement during RFP.
- g) Integration of Material Handling crane at Prospective Collaborator premises / BEML premises as per mutual agreement during RFP.
- h) Prospective Collaborator shall depute skilled manpower for final integration of MHC and DGQA clearance at BEML Ltd premises (KGF, Mysore, Palakkad)
- i) DGQA clearance procedures: As per approved Acceptance Test Plan (ATP) / QAP, DGQA representatives will check clear the equipment.
- j) Scope of Prospective Collaborator in the DGQA process: Prospective Collaborator should participate in DGQA trials, further Prospective Collaborator need to correct defects (if any) or update the process as per DGQA guidelines within stipulated timelines.
- k) Scope of Prospective Collaborator in Maintainability Evaluation Trials: Prospective Collaborator should associate in Maintenance Evaluation Trials (MET) with required resources and technical support for clearance of Equipment.

Responsibility of BEML Limited

To share the appropriate drawings for vehicle required for crane integration. Other details will be shared during RFP stage.

Note:

- 1. Further discussions on co-operation with the prospective Collaborator / Collaborators will be initiated on receipt of RFP / RFQ from the customer. This process is for advance preparation only.*
- 2. In case of multiple OEMs qualifying the EoI, BEML will discuss with all such selected OEMs for each opportunity and enter into MoU / Agreement with only one (01) OEM, who is offering the best techno-commercial proposal for specific products.*
- 3. The condition of prior turnover and prior experience may be relaxed as per General Financial Rules (GFR) Rule 173 (i), for DPIIT – recognised Startups (As defined by Department of Industrial Policy and Promotion) subject to meeting of quality and technical requirements of the EoI.*

4.4. Submission and Process of EoI Evaluation:

- 4.4.1. The Prospective Collaborator meeting the Pre-qualification requirements (PQR) as specified in clause 4.5 below are invited to submit their response to this EoI.
- 4.4.2. Upon receipt of response(s) against this EoI, BEML will review the response(s) through a Technical Evaluation Committee (TEC) to ascertain suitability and shortlist Prospective Collaborator for further discussions.
- 4.4.3. On evaluation, only selected OEMs will be informed about their shortlisting.

4.5. Pre-Qualification Requirements (PQR)

The Prospective Collaborator shall meet following qualification requirements as on the date of submission of EoI (to be substantiated by a documentary evidence). The Prospective Collaborator must be an Original Equipment Manufacturer (OEM) or their duly authorised representative company or OEMs subsidiary.

- 4.5.1 Prospective Collaborator, if an OEM, must be a registered entity in accordance with the law, with continuous operation as on the date of publication of this EoI.

4.5.2 Prospective Collaborator, if a representative company or OEM's subsidiary, must submit a legally binding agreement with the OEM, clearly outlining their authority to act on behalf of the OEM in matters pertaining to the use of the OEM's technology, for the purpose of this EoI. In which case, the Prospective Collaborator shall submit technical, financial & other miscellaneous credentials / responses of the OEM along with a declaration from the OEM authenticating these submissions.

4.6. Instructions:

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

Annexure-1: Eligibility Criterion and Evaluation Matrix

Annexure-2: Technical Specifications / Configuration of Material Handling Crane

Annexure-3: Reference List: The Prospective Collaborator's major related to Material Handling Crane

Annexure-4: EoI response format.

Annexure-5: Certificate as to Authorized Signatories.

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

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

Annexure-8: Declaration for OEM

Annexure-9: Infrastructure facilities

Annexure-10: Manpower

Annexure-11: Quality

Annexure-12: Prospective Collaborator Experience

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

4.6.3 The person signing the 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. Over writing should be avoided. Copies of the credentials/ documents which are to be annexed must be self-attested and bear the signature and seal of the authorized signatory / authorised representative of the interested Entity / Firm / Company. The interested Entity / Firm / Company will be requested to produce the originals of all information / documents as and when so required by BEML.

- 4.6.4 Multiple proposals from the same Prospective Collaborator should not be submitted.
- 4.6.5 BEML at its discretion shall inspect the Prospective Collaborator's works/ office/ reference site premises for the purpose of evaluation, as deemed necessary before selection of Prospective Collaborator. BEML's decision in this regard shall be final.
- 4.6.6 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/tender, as on date of submission of EoI, shall not be eligible to submit the EoI.
- 4.6.7 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.
- 4.6.8 All new documents prepared for fabrication, assembly, integration, test procedures, log books, updated drawings, schematics and any other communication, codes revealed during the production will be the exclusive property of BEML including the Intellectual Property (IP) rights and Industrial Partner shall have no right or claim whatsoever on them.

In case any amendment / corrigendum to this EoI is issued, it shall be notified in BEML Portal which shall form part of this EoI

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

- 4.7.1 The Expression of Interest is not accompanied by required documentation and has failed to provide clarifications related thereto, when sought by BEML.
- 4.7.2 Misrepresentation, lack of proper documentation, fraud, coercion, undue influence, canvassing etc., by the prospective collaborator.
- 4.7.3 The Expression of Interest is received after the closing time and date.

- 4.7.4 Any information which would have entitled BEML to reject or disqualify the Prospective Collaborator becomes known to BEML after the Prospective Collaborator has been qualified.
- 4.7.5 Any effort by Prospective Collaborator(s) to influence BEML in processing of Eol or selection decisions may result in the rejection of the response against Eol.

4.8. Eol PROCESS TO BE CONFIDENTIAL:

Information relating to the examination, clarification, evaluation and comparison of Eol and recommendations shall not be disclosed to Prospective Collaborator(s).

4.9. GOVERNING LAWS & JURISDICTION:

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

Annexure-1

Eligibility criterion and Evaluation Matrix:

Essential Criteria:

Sr.	Evaluation Criteria	Documentary Evidence
** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter		
(i)	Prospective Collaborator should be Original Equipment Manufacturer (OEM) / Representative Company or OEM's subsidiary, or duly authorised representative of the OEM of similar Material Handling Crane consisting of following requirements: Knuckle boom type material handling crane / articulating crane installed on High Mobility Vehicle (4x4 / 6x6 / 8x8 / 10x10 / 12x12) chassis, Crane capable of lifting 1.5 – 2 ton capacity, Approx 700 kgs lifting at 9 m distance, Crane powered from Vehicle engine PTO. Crane hydraulic system, Crane Electrical system with safety interlocks. Prospective Collaborator must be registered in India as required by law with minimum five years of continuous operation and manufacturing up to the date of publication of this EOI.	In case of OEM – Declaration is required to be furnished as per Annexure – 8. In case of Representative Company or OEM's subsidiary, or duly authorised representative of the OEM - Legally binding agreements with the OEM, clearly outlining their authority to act on behalf of the OEM in matters pertaining to the use of the OEM's technology, for the purpose of this EoI. Declaration is required to be furnished as per Annexure – 8. (extracts of project summary with details of project order, quantity, end customer, date of PO –to be included in the Material Handling Crane Collaborator similar projects details to be provided, Company registration details and minimum five years of continuous operation and manufacturing up to the date of publication of this EOI details to be provided)
(ii)	Prospective Collaborator should have Developed, Tested & Validated Technical and Performance Parameters,. Knuckle boom type material handling crane / articulating crane installed on High Mobility Vehicle (4x4 / 6x6 / 8x8 / 10x10 / 12x12) chassis, Crane capable of lifting 1.5 – 2 ton capacity, Approx 700 kgs lifting at 9 m distance, Crane powered from Vehicle engine PTO. Dedicated Crane hydraulic system, Crane Electrical system with safety interlocks.	To provide supporting documents, PO details, extracts of trial report / Test Certificate to Indian standards or equivalent Military Standard recognised by certification Agency. (–extracts of trial report / Test Certificate to be included in the Material Handling Crane Collaborator response)
(iii)	Prospective Collaborator should have an average turnover of Min Rs. 30 Crores (INR) and positive net worth for the last five years. (ending 31.03.26)	1. Net worth 2. % of shareholding by Indian 3. % of shareholding by Foreign (if any) 4. Audited Annual Reports for last 5 financial years. In case audited results are not available, provisional results duly certified by Chartered accountant.
(iv)	Prospective Collaborator should agree to develop the product as per specifications along with BEML and offer to Indian MoD on No Cost No Commitment (NC-NC) basis)	Prospective Collaborator should submit an undertaking to this effect on his Company's Letter Head duly endorsed by Authorised Signatory.

(iv)	Acquisition by Indian Defence Services demands indigenous content (IC) of minimum 60% on cost basis of the base contract price , the Prospective Collaborator should agree for co-production in India for meeting or exceeding the IC requirement.	The Prospective Collaborator should submit an undertaking to this affect on his Company's Letter Head duly endorsed by Authorized Signatory.
(v)	The Prospective Collaborator should agree for indigenisation / localization plan in India in collaboration with BEML in respect of Indigenisation.	Year wise / supply wise Indigenisation Plan is required on Company Letter head signed by Authorised Signatory.
(vi)	The Prospective collaborator should agree to provide Warranty support for offered product/system (27 months from Date of JRI by our customer) as per customer requirement.	The Prospective Collaborator should submit an undertaking to this affect on his Company's Letter Head duly endorsed by Authorized Signatory.
(vii)	The Prospective collaborator should agree to provide lifecycle support for a minimum of 20 years or as per customer requirement.	The Prospective Collaborator should submit an undertaking to this affect on his Company's Letter Head duly endorsed by Authorized Signatory.
(viii)	Infrastructure facilities	Details to be furnished as per Annexure 9
(ix)	Manpower requirements	Details to be furnished as per Annexure 10
(x)	Quality Requirement's	Details to be furnished as per Annexure 11
(xi)	Prospective Collaborator's Experience	Details to be furnished as per Annexure 12

Signature & Seal:

Authorised Signatory of the Prospective Collaborator

Desirable Criteria:

Sr.	Evaluation Criteria	Response**
** The Prospective Collaborator shall fill & submit their response / compliance with supporting document / certificate / undertaking letter		
(i)	The Prospective Collaborator shall agree to establish manufacturing / assembly, integration and test facilities as per trial directives at their premises and also facilitate test facilities at BEML if required.	
(ii)	Prospective Collaborator willingness to allow BEML to have sole right to market the product/platform in India for Defence applications and export to friendly countries.	
(iii)	The Prospective Collaborator should be willing to share the details about IPRs owned for the technology or has an unencumbered right from the owner of the IPRs to sub-license the technology, if applicable. Where ever development of the product happens with contribution from BEML also, the collaborator shall agree to hold joint IPRs.	
(vi)	The prospective Collaborator should be willing to work with BEML as joint venture / consortium partner to fulfil the requirement of RFPs from Ministry of Defence, Govt. of India if deemed necessary.	

Signature & Seal:

Authorised Signatory of the Prospective Collaborator

Note:

The Prospective Collaborator shortlisted based on the eligibility criteria may be invited/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 solution/methodology, experience, capabilities, infrastructure, and other key points, if any.

Annexure-2

Technical specifications of Material Handling Crane for High Mobility Vehicle

The following are the basic specification. Higher specification/ better version is also acceptable.

The Material Handling Crane will consist of following mentioned requirements

- a. Hydraulic Material Handling Crane of 1.5 Ton to 2 Ton Capacity and powered by the vehicle engine to be provided.
- b. Knuckle boom type material handling crane / articulating crane installed on High Mobility Vehicle (4x4 / 6x6 / 8x8 / 10x10 / 12x12) chassis
- c. It should be able to unload/ load the ammunition pallets/stores from the vehicle directly into the ammunition pit/ground and into another vehicle. MHC should have capability to lift loads weighing minimum 700 Kgs at an outreach of 9 meters.
- d. It should be able to hoist loads from ground level up to 3 meters height.
- e. The MHC should be mounted just behind the driver's cabin and its placement should ensure optimum utilization of cargo space.
- f. Lifting and slewing operations of MHC should be possible simultaneously.
- g. The slewing to be continuous upto at least 360 degree and should be able to halt at required position.
- h. The height and width of the MHC in folded/ travelling position should be within the upper limit of vehicle dimensions.
- i. MHC to be controlled from outside the vehicle using a panel with minimum 3 meters cable.
- j. Outriggers to be provided for stability of vehicle during crane operations.
- k. One Co-axial light of minimum 1500 lumens on the crane to be provided for night operations
- l. Audio/ Visual warning for safety against overload to be provided. Load chart in form of anodized aluminium plate to be provided near the operator controls.
- m. Emergency system in case of power/ hydraulic failure be provided to unload load being hoisted and move the crane to folded/ travelling position.
- n. The crane to have endurance to operate continuously for 8 hours in all terrain and weather conditions.
- o. Painting. Matt Finish Olive Green Paint for plains and High Altitude and Sand colour for desert, for the Crane.
- p. Provisional Dimensions in transport position of Material Handling Crane
Approx. Height: Less than 2100 mm above the vehicle chassis,
Approx. Width: Less than 2500 mm
Approx. Length along the vehicle chassis: Less than 1000 mm
Approx. Weight of Material Handling Crane: 2100 kgs.
- q. Operating Temperature -30 deg C to 45 deg C, Operating High altitude 5500 m above MSL.
- r. Technical documentation team and support BEML by providing the technical literatures in the format as required by MoD.
- s. DGQA process: Prospective Collaborator should participate in DGQA testing /

trials, further Prospective Collaborator need to correct defects (if any) or update the process and provide required documents to get final clearance from competent authority.

- t. Environmental and EMI / EMC Trials: Prospective Collaborator should carry and associate the EMI / EMC trials for crane portion, further Prospective Collaborator need to correct defects (if any) or update the process as required to get final clearance from competent authority.
- u. Maintainability Evaluation Trials: Prospective Collaborator should associate in Maintenance Evaluation Trials (MET) with required resources and technical support for clearance of Equipment, to get final clearance from competent authority.

Signature & Seal:

Authorised Signatory of the Prospective Collaborator

Annexure-3

Reference List:

The Prospective Collaborator shall furnish a summary of their product reference as detailed below for major supplies in last 5 years

SI No.	Name / details of similar Material Handling Crane supplied as a complete equipment in last 5 years (Preferably on High Mobility Vehicle– All wheel drive – 4x4 / 6x6 / 8x8 / 10x10 / 12x12)) Applications	No. of unit supplied	Year of Supply	PO Details along with copies of PO

Annexure-4

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

EoI RESPONSE FORMAT

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

Dear Sir,

Ref: Expression of Interest for collaboration of Material Handling Crane by Indian Industry

Having examined the Expression of Interest (EoI) document dated _____, downloaded from the BEML Limited portal. We, the authorised signatory/ies of the Prospective Collaborator, intend to submit the response/proposal to the aforesaid EoI document.

We attach hereto the response/proposal to EoI as required as per the EoI document, which constitutes our response to EoI.

Primary and Secondary contacts for our company are:

	Primary Contact	Secondary Contact
Company Name		
Name		
Title		
Address		
Phone		
Mobile		
Fax		
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 Limited are true, accurate, verifiable and complete. This response includes all information necessary to ensure that the statements therein do not in whole or in part mislead BEML Limited in its short-listing process nor suppressed any material facts.

We fully understand and agree that on verification, if any of the information provided herein is found to be false /misleading, at any point of time, our response / proposal is liable to be disqualified / rejected from the selection process or termination of the definitive agreement, if the Prospective Collaborator is selected, besides other action as may be required as per the Purchase Manual of BEML Limited, as available in BEML Website.

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 and duly authorised to act on behalf of the Prospective Collaborator and empowered and authorised to sign this document as well as such other documents, which may be required in this connection.

Dated this

(Signature)
(In the capacity of)
(Name)

Duly authorized to sign the EoI Response for and on behalf of:

(Name and Address of the authorised representative/signatory with Seal / Stamp of the Prospective Collaborator)

Witness Signature:

Witness Name:

Witness Address:

Annexure-5

{To be submitted in the letter head of the Prospective Collaborator}

CERTIFICATE AS TO AUTHORIZED SIGNATORIES

I/We, _____, the Company
Secretary _____ of
_____(Name of the
Prospective Collaborator), do hereby certify that Mr./Ms _____
_____ who signed the EoI floated by BEML Ltd for collaboration,
Manufacturing and Supply of Material Handling Crane is authorized to do so and bind
the Prospective Collaborator by virtue of the authority of its board / governing body
_____(add reference number/ resolution number, if any).

For Prospective Collaborator

Signature of the Authorized signatory
of the Prospective Collaborator with Seal

Date:

Annexure-6

{To be submitted in the letter head of the Prospective Collaborator}
DECLARATION BY THE PROSPECTIVE COLLABORATOR

This is to certify that we, _____ (name of the Prospective Collaborator), do hereby declare that we do not have any litigation, arbitration cases or any litigation against BEML Ltd or any other organisation pending before any Court / Tribunal/ Statutory Authority/Arbitrator in connection with any contract / tender issued by BEML Ltd.
Or

This is to certify that we, _____ (Name of the Prospective Collaborator), have the following litigation/arbitration cases/disputes or any other litigation with BEML Ltd.:

Sr No	Case number	CNR number	Court Name/place	Brief of the matter	Present Status/ Remarks, if any

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 are as under:

Sl no.	Petitioner /Respondent	Case number	CNR number	Court Name/place	Present Status/ Remarks, if any	Claim amount

ii) It is further certified that, as on date, no Insolvency, liquidation or bankruptcy proceedings is/are pending before any Court/ Tribunal against the Prospective Collaborator.

Signature of Prospective Collaborator
(with Seal /Company Seal)

Annexure-7

{To be submitted in the letter head of the Prospective Collaborator}

DECLARATION BY THE PROSPECTIVE COLLABORATOR

This is to certify and declare that we, _____ (Name of the Prospective Collaborator), have not been banned / black listed / debarred from trade or from participating in any tendering process by BEML / Govt. of India or its State Govt. or any of its Dept. / Autonomous Institution / PSUs/ any statutory authority / Corporation 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 are true and correct.

Signature with date of Authorized signatory

Name: _____

Designation: _____

Firm's Seal: _____

Annexure-8

{To be submitted in the letter head of the Prospective Collaborator}

OEM CERTIFICATE - DECLARATION BY THE PROSPECTIVE COLLABORATOR

We, _____(Name of the Prospective Collaborator), do hereby declare and certify that, We / our Principals / OEM M/s. _____, are proven, established, and reputed manufacturers of Unit Maintenance Vehicle and its sub systems with R&D and manufacturing facilities / factories at _____which are fitted with modern equipment and where the production methods, quality control, and testing of all materials and parts are manufactured or used by us.

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: _____

Annexure 9

1. Infrastructure facilities

a. In-house fabrication and machining presently available with Prospective Collaborator

SI No	Machine Description / Facility	Qty	Year of Commissioning	Brief Specifications *	Utilization Factor (%) **
A.	Fabrication of Heavy Structures Facility				
1.	CNC Plasma Cutting m/c /Laser cutting m/c (Thick min. 6 mm)				
2.	CNC Press Break/ Bending m/c (Thick min. 6 mm)				
3.	NC Shearing Machine /Power press Machine (Thick min. 6 mm)				
B.	Manufacturing Facility for Heavy Structures				
1.	Gas Metal Arc Welding (GMAC) machines/ equivalent				
2.	TIG, MIG Welding and other welding facilities				
3.	Hydraulic system test facilities				
4.	Fabrication fixtures				
5.	Electrical, electronics assembly, manufacturing,				

	integration and testing facilities				
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b. Infrastructure for assembly of Material Handling Crane

Sl No	Machine Description / Facility	Qty	Year of Commissioning	Brief Specifications *	Utilization Factor (%) **
1	Covered Hanger facilities in min 1500 sq. meters				
2	Overhead crane / portable crane for lifting upto 1T				
3	Electrical Harness Test Facility				

Note:

*Specify dimension, Working volume, frequency Range, power range as applicable, Photographs/Brochure, plant layout.

** Ratio of the time that the piece of equipment is in use to the total time that could be in use.

Enclose following documents.

Photographs/Brochures of Manufacturing facilities listed above.

Annexure 12

Manpower Strength (Prospective Collaborator / lead Parties in case of consortium) in the following Streams / Discipline

SN	Streams / Discipline	Response
1	Supervisor (Min 2)	
2	Qualified welders (Total min 5)	
3	Fitters (min 10)	
4	Electrician (min 5)	
5	Design Engineer Mechanical (min 2)	
6	Design Engineer Electrical (min 2)	
7	Quality Engineer Mechanical (min 2)	
8	Quality Engineer Electrical (min 2)	
9	Documentation Mechanical (min 2)	
10	Documentation Electrical (min 2)	
Total manpower		

Mention the levels of technical hierarchical structure (from entry level to highest cadre) of respective organization.

Annexure 13

1. Quality Requirements

a)	State the Quality Policy of the Prospective Collaborator (max in 200 words)	Type overall Quality management system and mention about the quality department reporting, non-conformance management system, quality control practices, records maintenance, onsite activity QMS and internal review mechanism
b)	Quality Standards / certifications obtained by the Prospective Collaborator	ISO 9001:2015 or latest (if others kindly mention)
c)	Structural welding Steel, Aluminium / Welding procedure in shop floor	AWS D1.1 or ISO:15614 (if others kindly mention)
d)	Qualification test followed for welders qualifications	AWS D1.1 or BS EN 287 (if others kindly mention)
e)	Vendor management	Implementation software tools like Enterprise Resource Planning -ERP, Supply Chain Management – SCM, Vendor Management

Note: Enclose following documents

I. ISO certificates

II. Brief write-up on welding procedures followed and Welder certification process followed by the firm

Annexure 14

1. Prospective Collaborator Experience

In case the Prospective Collaborator has/had any Purchase order/work order / for last 05 years in the field of similar Material Handling Crane for preferably on High Mobility Vehicle (HMV– 4x4 / 6x6 / 8x8 / 10x10 / 12x12) Applications, provide the details in the specified format for each work order.

(Any One Purchase order)

Purchase Order-1

Name of the Industry	
Scope of Work	
PO Date	
Present Status of the PO	
Application	
Manufactured Item/ Component details	
Is any part of the above work subcontracted to other Parties? If yes, provide the details	
Firm must have experience in handling electrical, electronics and software related to Crane controller, sensor, software and hardware including cable harness.	Details to be provided
Name of the sub-contractors	Description of activity outsourced to sub-contractors

Purchase Order-2 *(use above table format)*

Purchase Order-3 *(use above table format)*

Purchase Order-4 *(use above table format)*

Purchase Order-5 *(use above table format)*