



Expression of Interest (Eoi)
for Co-Production and Supply of
BEML HMV Simulators (Qty-53 Nos)

Reference No: HMV/Simulator/EOI/2026/01

Due closing date: 20.01.2026

Eoi response mail ID: bemleoi@beml.co.in

Issued by
M/s. BEML LIMITED,
(Under Ministry of Defence)
BEML SOUDHA,
SAMPANGIRAMNAGAR,
BENGALURU - 560002

Expression of Interest to Partner with BEML Limited for Co-Production and Supply of HMV Simulators to Ministry of Defence, Govt of India**A. INTRODUCTION:**

- 1) BEML Limited is a leading multi-technology and multi-location company under the Ministry of Defence 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 Defence, aviation, coal, mining, steel, limestone, power, irrigation, construction, road building, metro & railways. It has emerged as the forerunner of heavy engineering industry with a track record of growth and revenues for over five decades. For further details please visit our website www.bemlindia.in
- 2) The Indian Army is planning to procure **BEML HMV Simulators Qty:53 Nos.** with the intended usage of imparting realistic training to the crew of the BEML HMV to enable them to hone their skills for optimum utilization of the equipment, fault rectification of the system and further conserve the life of operational equipment.

B. OBJECTIVES OF THE EOI:

To identify an Indian potential Bidder to establish collaboration for development of **BEML HMV vehicle** on No Cost No Commitment (NC-NC) basis, meeting Indigenous criteria of MoD requirement, in-house testing, participation in RFP, followed by Users trials on NC-NC basis. On successful completion of trials and winning the contract. Supply of 53 Nos. of BEML HMV Simulators to Indian Army and thereafter provide Warranty and after Sales support.

C. SCOPE OF THE COLLABORATION

- 1) BEML to respond to upcoming Request for Proposal (RFP), to be issued by Ministry of Defence (MoD). The configuration details of Bidder's product vis-à-vis desired specification of User shall be provided as per **Annexure-1**.
- 2) As mandated in the upcoming RFP, Bidders to abide/willing to provide Proto-types on NC-NC basis for User evaluation Trials from the date of TEC clearance from MoD to BEML.
- 3) Joint participation in User trials and other trials as per Trial directives issued by MoD.
- 4) On award of contract, BEML and Bidder will meet the MoD's Contractual obligations back-to-back as per mutually agreed terms & conditions through a definite agreement.

- 5) Jointly design and develop the simulator and provide the spares & maintenance, training, warranty and other support services for the project till the service life.

D. ELIGIBILITY CRITERIA:

The following are the mandatory conditions to be fulfilled by the Bidder for responding to the Eol.

- a. This Eol is governed by Public Procurement Order Make in India order 2017 and its amendments.
- b. In case of Indian consortium, the applicant must submit a document signed by all the members of the participating organizations stating the name of the lead Bidder. Parties will enclose a notarized copy of proof of Consortium constitution. Once the Consortium is declared while submitting the Eol, the same Consortium Partnership shall continue on award of contract by BEML from MoD till completion of project requirement during the tenure of the contract.
- c. Any Party shall submit the response in the capacity of an individual Party or as a part of only one Consortium. Any Party shall not be part of two consortiums.
- d. 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.
- e. The Party 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.
- f. The Party should have manufacturing and/or operations with at least five (5) years of infrastructure set up in India.
- g. Should be a registered Bidder with global reputation not placed on the restricted list for arms import by Indian MoD. Dealers/ distributors/ agents/ representatives are not eligible to participate in this Eol.
- h. The Bidder should have demonstrated/supplied the Simulators or equivalent equipment to its Indian Army/MHA and should have been accepted/in-service or shortlisted.
- i. Should have demonstrable experience of more than 5 years in developing/customizing Simulators for military/civilian applications.
- j. The Bidder shall be willing to modify their proposed Simulators to the MoD's RFP requirement.
- k. The Bidder must transfer the technology to BEML to locally supply the parts/assemblies under Buy Indian (IDDM) as per DAP 2020.
- l. The Bidder shall note that Govt. of India, Ministry of Defence will be acquiring these stores only through a competitive tender process following

the DAP 2020. As per DAP 2020 one equipments has to be offered to the Ministry of Defence for Trial/testing on No-Cost-No-Commitment (NC-NC) basis. The firm shall be agreeable to offer Simulator with min 60% indigenous content to BEML abiding this condition.

- m. BEML will have the sole right to market the product in India for Military/MHA and export requirements.
- n. Bidder to hold IPR for the Simulator equipment being proposed under this Eol.
- o. Bidder to certify and Indemnify BEML with respect to any disputes on IPR proposed to be transferred to BEML.
- p. Bidder to certify that the Simulator technology/design/drawings are not sourced from MoD blacklisted firms.

The Bidder 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.

E. GENERAL TERMS & CONDITIONS

- a) This Eol document for BEML HMV Simulator by the bidder does not have any relation with respect to the previous Eol / RFI / RFP floated for similar activities.
- b) This Eol document is not an offer and is issued with no commitment. BEML reserves the right to withdraw the Eol or change or vary any part thereof at any stage.
- c) BEML also reserves the sole right and discretion to disqualify any Party, should it be so necessary at any stage without assigning any reason. This is a fundamental condition of this Eol document and must be well understood and accepted by the Parties/Bidder before participating in the Eol.
- d) Timeline and sequence of events resulting from this Eol shall ultimately be determined by BEML.
- e) By submitting an 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.
- f) **The Party/Bidder shall compulsorily fill up the following to this Eol document, along with all supporting documents.**
 - 1. **Operational Characteristic's and features as per [Annexure-1](#)**
 - 2. **Compliance to Eligibility Criteria as per [Annexure-2](#)**
- g) The Eol and all correspondence and documents shall be written in English.
- h) The Selected Party should not subcontract the work related to the agreed scope of work without prior written approval from BEML.

- i) The Selected Party shall provide the number of resources available required for development of the work during different phases with necessary technical capabilities.
- j) The personnel of Selected Party 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 the work of the Selected Party.
- k) 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.
- l) **Party/ Parties can refer BEML website (www.bemlindia.in) for BEML GENERAL PROCUREMENT TERMS & CONDITIONS from BEML PURCHASE MANUAL**

F. PRESENTATIONS ON PROPOSED SOLUTION/ METHODOLOGY

The Bidder 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 Bidder to present its solution/methodology, experience, capabilities, infrastructure, and other key points, if any. Technical evaluation committee may also conduct physical verification of the shortlisted firms.

G. SUBMISSION OF THE EOI

The EOI response to be submitted online through BEML E-mail: bemleoi@beml.co.in, stating compliance to each points, along with the enclosures to be forwarded by interested reputed firms, super scribing "**Expression of Interest to Partner with BEML Limited for Co-Production and Supply of BEML HMV Simulators to Ministry of Defence, Govt of India**"

For any Technical Clarifications, Contact

Asst. General Manager–R&D and BD, Email: mareshkumar.ms@bemltd.in

Contact: 8660409916

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