BEML Guidelines for Execution of DPSU Challenges

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BEML Guidelines for Execution of DPSU Challenges

1.0 Introduction:

1.1. The launch of DPSU Challenges through the iDEX platform during the DDP event, National Defence Industries Conclave (NDIC) scheduled to be held on 19th to 20th March 2026 aims to promote innovation-driven solutions to address critical operational and technological challenges. These are also designed to encourage participation from Start-up's and MSMEs in developing innovative technologies and products.

1.2. The challenge framework provides a structured mechanism for identifying problem statements, evaluating innovative proposals, supporting prototype development, and facilitating eventual deployment or procurement of successful solutions.

1.3. This guideline establishes the procedural and framework for the end-to-end execution of such technology challenges.

2.0 Submission of Online Applications:

2.1. Interested Startup's/MSME's shall submit the online "Application Form" through DPSU Challenge Portal in iDEX official Website (www.idex.gov.in).

3.0 Shortlisting of Applications:

3.1. Applications shall undergo **multi-stage screening:**

3.1.1. Eligibility verification

3.1.2. Preliminary technical evaluation

3.1.3. Problem–solution alignment assessment.

3.2. Shortlisting may involve:

3.2.1. Desk evaluation by domain experts

3.2.2. Pitch presentations by applicants

3.2.3. Clarification interactions where necessary.

3.3. Applications against any DPSU challenge will be collected by iDEX as per extant process, through iDEX Website ((www.idex.gov.in) ie. Online mode of application only.

3.3.1. After closing the window of online application, the collected applications will be segregated and sent to the BEML for shortlisting.

3.3.2. Further BEML Corporate Quality will forward to concerned FPI&IC/R&D.

3.3.3. After preliminary screening by the Concerned FPI&IC/R&D, shortlisted applications will be forwarded to Corporate Quality.

3.4. The outcome shall be a shortlisted pool of applicants recommended for final evaluation.

4.0 Constitution of High-Powered Selection Committee (HPSC):

4.1. A **High-Powered Steering Committee (HPSC)** shall be constituted to oversee the evaluation and selection process.

4.2. The HPSC will be constituted as per the approval of BEML Management as per iDEX guidelines.

4.3. The HPSC Comprising of following members:

i. Head Corporate Quality – HPSC Chairperson

ii. Single Point of Contact (SPOC)-iDEX-Corporate Quality – Member

iii. Corporate Quality-Member

iv. Concerned FPI&IC/R&D-Head - Member

v. FPI&IC/R&D Project Point of Contact (POC)- Member

vi. Industry Expert (If required)

vii. Academic Representative-Member (If required)

viii. Partner Incubator Representative-Member (If required)

ix. iDEX-DIO Representative-Member (If required)

4.4. Functions of HPSC:

4.4.1. Review shortlisted proposals.

4.4.2. Evaluate technical merit, innovation potential, and operational relevance.

4.4.3. Approve final selection of innovators/startups.

5.0 Selection Process of Applicants by HPSC:

5.1. The shortlisted Applicants shall Provide a Technical Presentation related to DPSU Challenge to HPSC.

5.2. HPSC will shortlist applications for each challenge on the basis of technical evaluation of the presented solution by the applications. The technical evaluation will be done as per extant process, on the following criteria:

i. Relevance (10 Marks)

ii. Comprehensiveness (10 marks)

iii. Technical Innovation & Novelty (10 marks)

iv. Feasibility (10 marks)

v. Capability (10 marks)

vi. Viability (10 marks)

5.3. In order to get shortlisted by the HPSC, the applicant must score at least 70% of the maximum marks. The Final score will be the average of scores given by the designated HPSC members for any applicant.

5.4. Marking by HPSC:

5.4.1. All members, including the Chairman, to record their assessments scores by closure of HPSC session.

5.4.2. Markings to be shared with Corporate Quality for official record-keeping.

5.5. In case, **HPSC Chairperson**, FPI&IC/R&D desires to declare more than one Selected Applicants in a challenge, the same should be reflected in the Record Note of Discussion (RoD) / Minutes of Meeting (MoM) of HPSC along with proper justification.

5.6. In case, "No Applicant Selected" by HPSC, same to be reflected in the Record Note of Discussion (RoD) / Minutes of Meeting (MoM) of HPSC along with proper justification.

5.7. BEML Management approval to be obtained by Corporate Quality to declare/announce the "**Selected Applicant**" in DPSU Challenge Portal, iDEX/BEML website.

5.8. The decision of the HPSC in the evaluation of Challenges shall be final.

5.9. The Selected Applicant can submit their Quote in iDEX / BEML website.

6.0 Commercial Bid Submission by "Selected Applicants" in iDEX/ BEML Website:

6.1. Corporate Quality, shall obtain approval for any extension in date of closing, if requested by the selected applicants.

6.2. Corporate Quality shall obtain approval from competent authority for opening the Commercial Bid.

6.3. Corporate Quality shall Prepare the comparative statement of the financial quotations received and obtain approval from competent authority.

6.4. The Price Quoted by applicants shall be Fixed Price till the completion of Project, if the applicant is declared as winner.

6.5. Any conditional bid would be rejected Applicant quoting the lowest requirement of grant (L1) will be selected as the DPSU Challenge winner. Shortlisted Applicants other than L-1, will be kept in reserve list for one year.

6.6. In case, two or more applicants submit same L1 financial quotes, the applicant scored higher marks in HPSC will be declared as winner.

6.7. In case, HPSC recommends to select more than one winner, L2 applicant may be allowed to sign the Spark grant agreement at L1 Quote.

6.8. In situations, where L1 applicant fails to progress with the challenge, with the approval of competent authority, Applicants kept in reserve list may be given an opportunity to submit fresh demands of grant for taking up the challenge, and for which, new contract may be signed with the new L1 applicant if agrees to match earlier L1 Bid.

6.9. Only a single solution provider will be selected based on most appropriate technicality, feasibility, having realistic cost, shortest possible timelines for implementation, ROI, etc. by HPSC.

6.10. The "DPSU Challenge Winner" will be declared in BEML Website.

7.0 Project Duration:

7.1. Projects shall typically be executed within 18–36 months, depending on technology complexity.

7.2. The development cycle shall follow clearly defined stages, including:

7.2.1. Concept validation

7.2.2. Prototype development

7.2.3. Testing and field trials

7.3. Extensions may be granted only under exceptional circumstances with approval of the competent authority, in case the Project is not completed within the Timeline specified in WBS, Delivery Period Extension may be provided based on mutual agreement between BEML and Startup's /MSME's.

8.0 Due Diligence, Legal Agreement, Non-Disclosure Agreement:

8.1. BEML shall conduct Financial Due Diligence of the DPSU Challenge Winners through BEML Service Providers.

8.2. An Agreement will be signed between BEML and Challenge Winners which will inter alia cover points pertaining to Project Timelines, release of grant, Project Management, terms & conditions etc. The Purchase Order shall be released on Signing of aforesaid agreement.

8.3. To Sign Non-Disclosure Agreement (NDA) by BEML Corporate Quality & Winner.

9.0 Project Management Framework:

9.1. A Program Management Unit (PMU) shall be responsible for monitoring project implementation.

9.2. The PMU shall:

9.2.1. Coordinate technical reviews

9.2.1.1. Track milestone progress

9.2.1.2. Facilitate interactions with end users

9.2.1.3. Ensure compliance with contractual obligations

9.2.2. Periodic reviews shall be conducted by:

9.2.2.1. Technical evaluation committees

9.2.2.2. End-user representatives

9.2.2.3. Project leadership

10.0 Contract Execution Framework:

10.1. Intellectual Property Rights (IPR):

10.1.1. The ownership of IPR (Intellectual Property Rights) developed during the project under the DPSU Challenge shall be owned exclusively by BEML

10.1.2. Licensing rights for operational use shall be held with BEML.

10.2. Program Management Unit (PMU):

10.2.1. The PMU shall be responsible for:

10.2.1.1. Administrative coordination

10.2.1.2. Technical monitoring

10.2.1.3. Financial oversight

10.2.2. The PMU may also facilitate:

10.2.2.1. Industry partnerships

10.2.2.2. Access to testing facilities

10.2.2.3. Interaction with user agencies.

10.3. Total Product Development Budget:

10.3.1. Each project shall define a Total Product Development Budget (TPDB) covering:

10.3.1.1. Research and development

10.3.1.2. Prototype fabrication

10.3.1.3. Testing and validation

10.3.1.4. Field trials and demonstrations.

10.3.2. Budget approval shall be subject to review by the HPSC & designated financial authority.

10.4. Grant Provisions:

10.4.1. The sharing of the Project Development Budget (PDB) expenses will be with BEML 50% and Challenge Winner 50% as a matching contribution (Start-up's /MSME's) in line with iDEX Norms.

10.4.2. The Challenge winner shall make the funds available as per the Matching Contribution within the duration as stipulated in the Grant Agreement.

10.4.3. The schedule of transfer of funds shall be as per Milestones.

10.4.4. The Challenge Winner shall submit grant utilization for the capital and operating expenditures incurred after completion of each milestone duly certified by charted accountant.

10.5. Grant utilization shall be subject to financial audit and reporting requirements.

10.6. Milestone Structuring and Approvals:

10.6.1. Projects shall be structured around **well-defined technical milestones**, such as:

10.6.1.1. Design validation

10.6.1.2. Prototype readiness

10.6.1.3. Integrated system testing

10.6.1.4. Field deployment readiness

10.6.2. Each milestone shall require formal technical review and approval prior to release of subsequent funding.

10.7. Testing and Trial Requirements

10.7.1. Prototypes developed under the challenge shall undergo **structured testing and evaluation.**

10.7.2. Testing may include:

10.7.2.1. Laboratory testing

10.7.2.2. Controlled environment trials

10.7.2.3. Operational field trials with end users

10.7.3. Testing agencies may include

10.7.3.1. Accredited laboratories

10.7.3.2. Defence testing facilities

10.7.3.3. Designated user organizations.

11.0 Minimum Pilot Quantity (MPQ):

11.1. Minimum Pilot Order Quantity (MPQ) for the DPSU Challenges will be specified by concerned FPI&IC/R&D at the time Grant Agreement.

12.0 Minimum Order Quantity (MOQ):

12.1. BEML shall make an endeavor to facilitate to issue a MOQ to the Challenge Winners for a commercial purchase of the product, which has been mutually accepted between BEML and Startup's /MSME's after completion of the Project.

12.1.1. MOQ shall be contingent upon:

12.1.1.1. Successful prototype validation

12.1.1.2. Compliance with operational requirements

12.1.1.3. Order from customers

12.1.1.4. Acceptance by user agencies

12.2. Product Development Schedule (PDS) and Production Readiness Unit (PRU):

12.2.1. A Product Development Schedule (PDS) shall define the timeline and deliverables for each development phase.

12.2.2. A Production Readiness Unit (PRU) or equivalent framework shall evaluate the readiness of the solution for manufacturing and procurement.

12.2.3. PRU assessment shall consider:

12.2.3.1. Manufacturability

12.2.3.2. Supply chain readiness

12.2.3.3. Quality assurance requirements.

12.3. Technical Appraisal:

12.3.1. Technical appraisal shall be conducted by independent domain experts and user representatives.

12.3.2. The appraisal shall assess:

12.3.2.1. Feasibility and performance parameters

12.3.2.2. System integration capability

12.3.2.3. Operational usability

12.3.3. Recommendations from the technical appraisal shall guide **HPSC decisions and milestone approvals.**

13.0 Project Completion and Transition to Procurement:

13.1. Upon successful completion of the development phase:

13.1.1. Final technical evaluation shall be conducted

13.1.2. Prototype performance shall be validated against operational requirements.

13.2. A final Project Completion Report (PCR) shall be submitted by the innovator and reviewed by the PMU and HPSC/ sponsoring agency.