



WELCOME

TO

VENDOR DEVELOPMENT

PRESENTATION BY

BEML LIMITED

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GM (Corporate materials)



ORDERS BAGGED / PRODUCTS LAUNCHED DURING YR 2019 – 2020 - ATMANIRBHAR BHARAT



- ☐ **BH 150E - 150 ton Electric Dump truck**
- ☐ **BE 1800E - 180 ton Electrical Excavator**
- ☐ **BD 50 HST – Heli portable Dozer**
- ☐ **Medium Bullet Proof Vehicle (MBPV) – MK II GAUR**
- ☐ **BEML has won biggest order for 504 Cars of Mumbai Metro valuing Rs 4000 Crores**
- ☐ **Order for Track width Mine plough required for T – 90 tanks for 1512 Nos valuing Rs 557 Crores**
- ☐ **BEML is also executing order for 7 nos of BH 150E , 8 nos of BH 205 E heavy duty Dumpers & 5 nos of BE1800E Excavator**



ATMANIRBHAR BHARAT – PRODUCTS PLANNED BY YR 2024



Defence:

- Intelligent machine controlled Robotic arm for weapon loading – Mounted Gun System
- Remotely operated Armoured Dozer,
- Autonomous Ground Vehicle (Wheeled and Tracked Version)
- 1500HP Engine for Defence application

Rail & Metro:

- Rail Grinding Machine
- Medium / High Speed Trains
- Metrolite
- Rapid Rail Transit System
- Aluminium coaches

Mining & Construction:

- 21 Cu.m Rope Shovel
- 240 Ton Dump Truck
- 300 Ton Excavator
- Walking Dragline
- AI based technology products
- Autonomous Vehicles
- Surface Miner
- Longwall & Continuous mining equipment for U/G Coal mining,

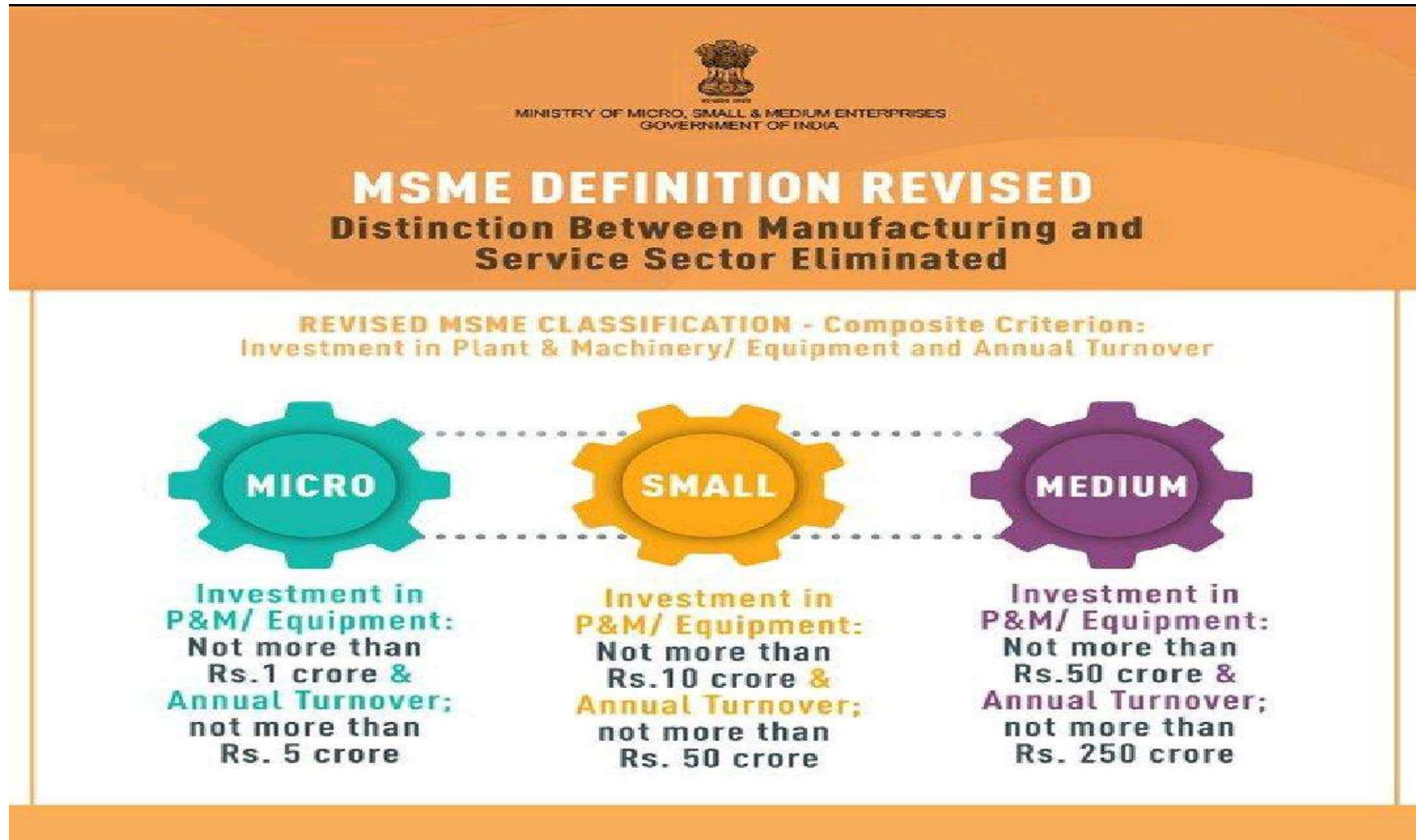


INDIGENISATION

- **Achieved indigenization level of:**
 - **Over 74% in Defence products,**
 - **Over 89% in M&C products and**
 - **Over 64% in Rail and Metro products.**
- **Tie ups with reputed OEMs with the overarching objective of “Atma Nirbharta”**
- **Indigenization through JV and ToT at Make In India Park**
- **R&D Expenditure – 3.42% of Sales**
- **68% of sales turnover through In-House R&D developed products**
- **8 Patents granted, 185 IPR filed**
- **Established Industrial Design centre for Styling, Branding and Ergonomics**



REVISED MSME DEFINITION



MSME's are requested to register in **UDYAM REGISTRATION PORTAL** as per above definition and communicate to us for updation in our System



MATERIAL PROCUREMENT



Sl. No.	Year	Total Local Procurement	Procurement from MSE's	% procurement from MSE's
		(Rs in Crores)	(Rs in Crores)	
1	2015-16	1139	296	26%
2	2016-17	1086	311	29%
3	2017-18	1238	323	26%
4	2018-19	1549	323	21%
5	2019-20	1610	405	25%
6	2020 – 21 (Upto September)	640	186	29%

- Public Procurement policy 2012 stipulates from Yr 2019, April that 25% of procurement of annual requirement of goods & services by all Central ministries / PSU's will be from Micro & Small Enterprises.
- Sub-target of 4% out of 25% procurement from MSE's to be owned by SC/ST Entrepreneurs and 3% from Woman Entrepreneurs



BEST PRACTICES of PROCUREMENT in BEML LIMITED

➤ E-PROCUREMENT PROCESS:

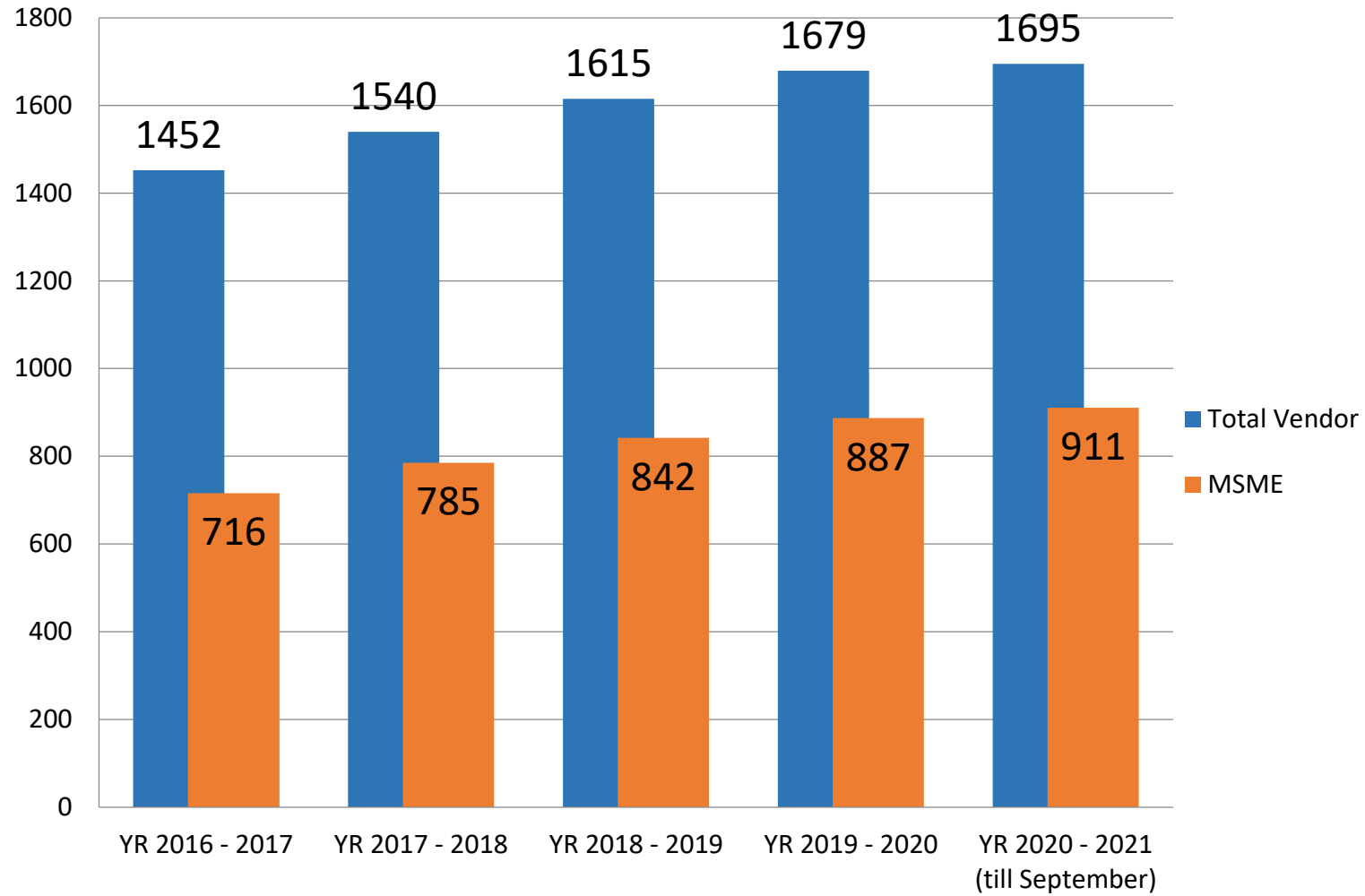
- ❖ e-procurement (electronic procurement) is a process for sending & receiving tenders by web based technology.
- ❖ E-procurement is followed for tender value more than Rs One Lakh.
- ❖ Class 3 Organisational Digital Signature pre-requisite to participate in e-tender which ensure end to end encryption
- ❖ On line tutorial is available in BEML Website to help firms to participate.
- ❖ BEML has achieved 89% of e – procurement for Yr 18 – 19 and also during YR 19 – 20 & 88% till September 2020



VENDOR BASE



BEML VENDOR BASE - YoY





ITEMS FOR INDIGENISATION / DEVELOPMENT

- ☐ BEML has published 1269 import items in BEML Website for Indigenisation with brief spec & photograph and the link is <https://www.bemlindia.in/Initiatives.aspx>

- ☐ BEML has published 73 critical items with brief spec & photograph in BEML Website for alternate source development of Critical parts and the link is <https://www.bemlindia.in/Initiatives.aspx>



Government e-Market place (GeM)



GeM (Government e-market place)

- **Government e-Marketplace (GeM) is a one stop portal to facilitate online procurement of Goods & Services.**
- **Our Company is registered in GeM Portal for procurement of Goods & Services which are available in portal and procurement through GeM is getting increased on YoY basis.**
- **All the Vendors are requested to get registered on the GeM portal as Ministry is insisting to increase procurement through GeM.**
- **Till date for YR 2020 – 2021 , Our Company has procured Rs 11.81 Crores through GeM PORTAL**



Trade Receivables e Discounting System - TReDS



TReDS (Trade Receivables e Discounting System)

- **Trade Receivables e Discounting System (TReDS) is operating the institutional mechanism for facilitating the financing of trade receivables of MSMEs from Corporate and other buyers through multiple financiers (banks).**
- **This will facilitate an early payment to the Micro, & Small Enterprises**
- **BEML has already registered with**
 - **M/s. RXIL (Receivables exchange of India Ltd)**
 - **M1 exchange****for making payment to the MSes through TReDS Portal.**
- **Ministry Letter dated 21st August 2020 , has informed that it is mandatory requirement for all MSe's to get registered on TReDS portal.**
- **It is mandatory condition in all future tenders that eligibility criteria for MSé's on TReDS platform**



जाय हिंद