



BEML LIMITED

**(A GOVERNMENT OF INDIA UNDERTAKING)
INTERNATIONAL BUSINESS DIVISION
BEML SOUDHA, 23/1, 4TH MAIN, S.R.NAGAR,
BANGALORE 560027 KARNATAKA, INDIA**

**NOTICE FOR APPOINTING
DISTRIBUTORS/REPRESENTATIVES
TO MARKET BEML PRODUCTS
GLOBALLY**

REF:BEML/DISTRIBUTORSHIP/IBD/2019

1.0 INTRODUCTION:

BEML Limited is a leading multi-technology and multi-location company under the Ministry of Defence, Government of India, offering high-quality products for diverse sectors of economy such as coal, mining, steel, cement, power, irrigation, construction, road building, aviation, defence, metro and railways. BEML operates in 3 businesses vertical such as 1) Mining & Construction 2) Defence Business 3) Rail & Metro Products.

BEML is marketing its products both in Domestic and International Market.

BEML intends to widen its market network for export of its products globally. In this direction, BEML is keen to appoint Distributors having good market network, financial strength and resources for promotion of BEML products. The tenure of the distributor appointment shall be initially for a period of 1 year and extendable based on the performance. The distributor appointment can be for a specific region, project on case to case basis.

BEML is also keen to appoint Representative to promote export business globally for a specific project.

2.0 Mode of submission of application for Distributor / Representative:

The interested parties are requested to submit a hard copy of duly filled application as per format furnished at **Annexure-(a)** of the application document along with all supporting documents as mentioned at **clause 3.0.** in response to the subject notification for distributorship /representative in a sealed envelope by courier addressed to:

Deputy General Manager (International Business Division), BEML SOUDHA, 23/1, 4TH MAIN, S.R.NAGAR, BANGALORE 560027 KARNATAKA, INDIA.

Envelope shall be super-scribed with "Reference number **BEML/Distributorship/IBD/2019**

Soft copy of application along with all supporting documents to be mailed to office@export.beml.co.in, sea@beml.co.in, nwa@beml.co.in, latam@beml.co.in, saarc@beml.co.in, me@beml.co.in.

Hard copy of application should bear the **seal and signature** of authorised person of the applicant.

CONTACT PERSON:

Deputy General Manager (International Business Division),
BEML SOUDHA, 23/1, 4th MAIN, S.R.NAGAR, BANGALORE- 560027, KARNATAKA, INDIA.
Phone: +91 80 2222 2730/ 2296 3205, Fax:+91 80 2222 4874

E-mail id for correspondence: office@export.beml.co.in, sea@beml.co.in, nwa@beml.co.in, latam@beml.co.in, saarc@beml.co.in, me@beml.co.in.

All queries and replies will be available only on BEML website <http://www.bemlindia.in>.

3.0 QUALIFYING CRITERIA:

- (a) The applicant should have been a successful dealer/representative for a period of minimum 03 Years in sales and servicing of Engineering equipment like Heavy duty Trucks or Earthmoving or Construction machinery or any other Industrial product. Supporting document(s) for dealership with details to be submitted.

Or

Applicant owning a fleet of at least 5 units of mining equipment and engaged in mining, involving maintenance of mining and construction equipment having workshop facilities and keen to deploy BEML equipment is also eligible to apply. Supporting document(s) for owning the fleet of mining equipment and details of mining to be submitted.

Or

Applicants who have purchased minimum of 5 units of BEML mining and construction equipment during the last 5 years and willing to become distributor of BEML are also eligible to apply. The proof of purchase to be furnished.

Or

Applicant who is keen to become distributor of BEML and having financial strength to purchase a minimum fleet of 5 equipment or equipment of value USD 500,000 and willing to setup service and spare parts facilities for mining and construction equipment are also eligible to apply. However, the distributorship will be considered only after purchase of 5 units of BEML equipment or minimum value of USD 500,000. Applicant should furnish a declaration on its Letter Head conveying acceptance of this clause.

- (b) The average annual turnover net of duties & taxes of the applicant company/applicant firm for the three previous financial years shall not be less than USD 1,000,000 and should have positive net worth. A certificate from Statutory Auditors to be furnished as proof. For companies not having 3 years financial operation, the average annual turnover net of duties & taxes since inception shall not be less than USD 1,000,000 and should have positive net worth. A certificate from Statutory Auditors to be furnished as proof.
- (c) The applicant should not have been debarred / black listed by Govt Departments / Undertakings of Government, banks and financial institutions in India or country of operation. Applicant should furnish a declaration on its Letter Head conveying confirmation to this Clause.
- (d) The applicant should not represent, as agent or distributor for competitors models, which are also in the production range of BEML. Applicant should submit a declaration on its Letter Head conveying confirmation to this clause, stating that applicant is not representing as agent or distributor for competitors models, which are also in production range of BEML

Note:

1. BEML reserves the right to accept or reject any application, at any time without assigning any reason.
2. Supporting documents for the above must be submitted along with the application.
3. The applicant should submit duly filled “**Application for Distributorship/Representatives**” as per the Format furnished at **Annexure-(a)**, and should sign and stamp all pages of Application for Distributorship.
4. (a) The distributorship period shall be for **One Year**. Based on the performance of the distributor, BEML may consider further extension. However, in case the performance is not satisfactory, then the distributorship shall be terminated by BEML, for the reason of non satisfactory performance.
(b) In case of Representatives the time period will be project specific/case to case basis/one year depending on the requirement.
5. For the projects committed jointly by BEML and successful bidder, which have a long gestation period, after sales service support and warranty support can be covered on case to case basis, till such services are completed.

4.0 Scope of Work:

4.1 Scope of BEML:

- a) BEML will supply the equipment to the Distributor/Representative and any enquiries received directly or indirectly within the territory, shall be routed through the Distributor/Representative.
- b) In the event of purchases made by Government / Semi Government and large institutions, where direct sales are involved, BEML will protect the Distributor/Representative’s interest and an agreed rate of service charges with specific scope of work assigned by BEML on case to case basis, for which separate agreement will be signed.
- c) BEML shall support the Distributor/Representative by providing product literatures, advertisement materials for participating in major trade related exhibitions etc. that may be required.
- d) BEML shall provide Technical support and assist the Distributor/Representative in promoting BEML products and services.

- e) BEML shall assist Distributor/Representative in setting up of service facility and spare parts depot. While the cost of establishing Service facilities is Distributor/Representative's responsibility, BEML shall assist Distributor/Representative by giving Layout plan, list of Special tools and other facilities required.
- f) BEML shall provide Training of Customers staff and Distributor/Representative's staff in India for specific skill training, subject to mutual agreement on cost and the period of deputation.
- g) BEML shall depute service engineer (Specialist in Machine, Engine, Hydraulics etc) to support Distributor/Representative's team in the initial years of big contracts.
- h) BEML shall provide special tools for Engine, Hydraulics and Transmission, cost of special tools to be borne by Distributor/Representative.

4.2 Scope of Distributor:

- a) To continuously liaise with customers and generate business interests for BEML products.
- b) To facilitate and liaise with Government departments and Ministries to generate business for BEML products.
- c) To obtain tender documents for BEML products from Government and non Government institutions and forward the same to BEML from time to time.
- d) To submit the tenders within due date and attend the tender opening.
- e) To maintain sufficient stock of required spare parts to maintain the equipment.
- f) To setup warehouse and bonded warehouse facilities for stocking up adequate spare parts as recommended by BEML.
- g) To supply adequate number of man power at customer site to provide after sales service.
- h) To provide local logistic and transport support to BEML personnel deputed for providing after sales service.
- i) To provide local logistic support in the territory and to arrange co-ordination of all import activities including customs clearance at the port of entry.
- j) To liaise with the shipping agent, local transportation authorities and ensure safe transportation of products to the customer site by taking necessary approvals, accommodate in Distributor/Representative's warehouse/storage facilities if needed.

4.3 Scope as Representative:

- a) To liaise with customers and generate business interests for BEML products.
- b) To submit any commitment to customer only after obtaining written confirmation from BEML.

5.0 EVALUATION CRITERIA:

- a. The evaluation will be based on the data furnished at **Annexure-(a)** with proper supporting documents.
- b. The parties having excellent market network, financial strength and resources will be preferred.
- c. The evaluation of the party will be carried out internally by the committee and on the due diligence report from the respective Indian Embassy in the country and independent agency appointed by BEML.

6.0 GENERAL INSTRUCTIONS /TERMS AND CONDITIONS:

- a) No payment will be made to the applicant for any expenses incurred by him/her for applying BEML's distributorship/representative.
- b) All information should be typed or handwritten legibly in English only.
- c) The bidders are requested to seek clarifications, if any, through e-mail office@export.beml.co.in, sea@beml.co.in, nwa@beml.co.in, latam@beml.co.in, saarc@beml.co.in, me@beml.co.in, addressed to The Deputy General Manager (International Business Division).

- d) Upon submission of Application, any clarification sought by BEML must be submitted within the period stipulated by BEML.
- e) Any incongruity, falsification or error in the information and data provided by the Applicant, if so detected, while processing or subsequently would invite rejection of the said applicant application.
- f) The applicant should not have been debarred / black listed by Govt Departments / Undertakings of Government, banks and financial institutions in India or in the country of operation. Applicant should furnish a declaration on its Letter Head conveying confirmation to **Clause 3 (c)**
- g) BEML Limited reserves the right to accept or reject the application or the whole process without assigning any reason what so ever to the bidders.
- h) The distributorship/representative will be **Non-Exclusive basis** and BEML reserves the right to appoint more than one distributor/representative in the same territory.
- i) The person signing the application should have the authority to sign the documents and should duly authenticate any errors or corrections in the Application. Overwriting should be avoided

ANNEXURE-(A)

Application for Distributorship for ----- Territory.

1	NAME & ADDRESS OF THE FIRM :	1) Name 2)Address 3)Telephone 4)E-mail 5)Mobile No 6)Fax No
2	Type of Firm a) Public Ltd., Co.? b) Pvt. Ltd., Co.? c) Partnership firm. d) Others	
3	NAME OF DIRECTORS / PARTNERS i. Director	1) Name 2)Address 3)Nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
	ii. Director	1) Name 2)Address 3)nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
	iii. Director	1) Name 2)Address 3)nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
4	Managing Director/ Partner :	1) Name 2)Address 3)nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
	Contact No.	
	Telephone No.:	
	Mobile No.:	
	Fax No. :	
	E-mail:	
5	Have you or any of the partners / Directors been involved as defendant in a criminal or civil suit (Excluding minor traffic violations etc.) : YES / NO	

Signature and seal of Authorized person of the Applicant

Note: Kindly furnish the Copy of Registration certificate of firm loacted in the country where the applicant is interested for Distributor/Representative

6	Details of Branches (if any) & Proposed new branches(if any) on awarding BEML Distributorship.		REMARKS
	1.	Phone: E-mail: Fax:	Self certification with supporting documents needs to be furnished by applicant.
	2.	Phone: E-mail: Fax:	

7. FINANCIAL DETAILS

7.1 BANKERS:

Sl. No.	NAME	ADDRESS & EMAIL ID
1		
2		

7.2 ANNUAL TURNOVER FOR THE LAST THREE YEARS.

Sl No	YEAR	PRODUCTS	TURNOVER IN USD (NET OF DUTIES AND TAXES)	NETWORTH IN USD	REMARKS
1					A certificate from Statutory Auditors to be furnished as proof.
2					
3					

7.3 BUSINESS ASSETS OWNED: Based on present market value.

Sl. No		Total (Present Business) Value in USD	Funds available for BEML Distributorship from Present Business value in USD	Additional Funds proposed for investment to BEML Distributorship value in USD
1	Land			
2	Buildings			
3	Plant, Machinery & Equipment			
4	Vehicles			
5	Other fixed assets			

Note: Self certification with supporting documents needs to be furnished.

7.4 FINANCE FOR BUSINESS: Fund available for purchase of BEML mining and construction products.

Sl. No.	Particulars	Yes / No	Remarks
1	More than USD 500,000		If yes, Applicant should furnish a declaration on its Letter Head conveying confirmation to purchase of minimum quantity and value.
2	Equal to and less than USD 499,000		

Signature and seal of Authorized person of the Applicant

8	INFRASTRUCTURE				
8.1	Existing showroom, workshop and warehouse facilities :				REMARKS
		SHOWROOM	WORKSHOP	WAREHOUSE	Supporting documents needs to be furnished by applicant.
	1. Location :				
	2. Area :	Sq. Mtrs ____	Sq. Mtrs ____	Sq. Mtrs ____	
8.2	Proposed showroom, workshop and warehouse facilities:				
		SHOWROOM	WORKSHOP	WAREHOUSE	Applicant should furnish a declaration on its Letter Head conveying confirmation to provide showroom, workshop and warehouse Facilities.
	1. Location :				
	2. Area :	Sq. Mtrs ____	Sq. Mtrs ____	Sq. Mtrs ____	

09. MANPOWER:

9.1. Organization chart: Please furnish the organization chart.

9.2 Details of man power:

Sl. No	Category	Number of persons		Remarks
		Directly employed	Under contract	
1	MBA/Engineer			Applicant should furnish a self declaration on its Letter Head regarding manpower.
2	Skilled person(s)			
3	Semi skilled person(s)			

10. MARKET NETWORK

10.1 Details of present Business

	Details of present Business:			
1	Products handled	As Distributor	As Buyer and Seller	Remarks
	Construction and Mining equipment	Please furnish details.	Please furnish details.	supporting documents needs to be furnished by applicant
	Agricultural Equipment	Please furnish details.	Please furnish details.	
	Automotive Components	Please furnish details.	Please furnish details.	
	Any other allied Products (specify)	Please furnish details.	Please furnish details.	

Signature and seal of Authorized person of the Applicant

10.2 Market information: Kindly furnish the following information.

a) Market survey details

i) Population of equipment:

Details	Bull Dozer	Excavators	Motor Graders	Loaders	Dump Trucks	Remarks
Mining						supporting documents needs to be furnished by applicant
Construction						
Agriculture						
Road construction						
Total						

Note: Please indicate quantity of equipment sold by your company. Enclose proof of sales.

ii) Market Share of Competitors:

Sl No	Competitor	Bull Dozer	Excavators	Motor Graders	Loaders	Dump Trucks	Remarks
							supporting documents needs to be furnished by applicant

iii) Potential for next 3 years:

Details	Bull Dozer	Excavators	Motor Graders	Loaders	Dump Trucks
Mining					
Construction					
Agriculture					
Road construction					
Total					

b. Experience in handling Government projects:

- Experience in handling Government projects, where funding arrangement is between Government of ----- and Government of India, like EXIM Bank, World Bank funded projects.
- Liaison with Government departments for at least one project. Please attach a copy of supporting document

10.3 Specific plans to promote BEML business as a BEML Distributor/Representative.

Kindly furnish the plan of action, describing business prospects for BEML mining and construction products for next three years, including recommended products for this market region.

Signature and seal of Authorized person of the Applicant

11. PERFORMANCE: Fund available for purchase of BEML mining and construction products.

Sl. No.	Particulars	Yes / No	Remarks
1	More than 5 units of equipment and value of purchase more than USD 500,000.		If yes, Applicant should furnish a declaration on its Letter Head conveying confirmation to purchase of minimum quantity and value.
2	5 units of equipment or minimum purchase value of USD 500,000		

12. Any other useful information:

DATE _____

Signature and Seal of
Managing Director/Partner/Authorized person of the Applicant

PLACE _____

CHECK LIST:

SL.NO	PARTICULARS	REMARKS
1	Supporting documents as per “Qualifying Criteria” at Clause 3 (a) of the application document is furnished.	YES/NO
2	A certificate from Statutory Auditors as per clause 3 (b) Qualifying Criteria is furnished.	YES/NO
3	A declaration on its Letter Head conveying confirmation to Clause 3 (c) Qualifying Criteria.	YES/NO
4	A declaration on its Letter Head conveying confirmation to Clause 3 (d) Qualifying Criteria, stating that applicant is not representing as agent or distributor for competitors models, which are also in production range of BEML	YES/NO
5	Duly filled “Application for Distributorship/Representative” as per the Format furnished at Annexure-(a) , along with supporting documents needs to be furnished and should sign and stamp all pages of the Response for EOI.	YES/NO
6	One full set of “NOTICE FOR INVITING APPLICATION FOR APPOINTING DISTRIBUTOR/REPRESENTATIVE TO MARKET BEML PRODUCTS IN ----- -----duly signed by the Applicant.	YES/NO