



**INVITATION FOR EXPRESSION OF INTEREST (Eoi)
FOR SELECTION OF COLLABORATOR(S)/ PARTNER(S) (OEMS/
CONSULTANCY/ DOMAIN EXPERTS) FOR FACILITATION IN
DIVERSIFICATION IN DEFENCE & AEROSPACE SECTOR**

Date of Issue of EOI – 28th JULY 2022

**Bharat Heavy Electricals Limited
Defence & Aerospace Business Group
Integrated Office Complex
Lodhi Road, New Delhi - 110003**

DISCLAIMER

1. The information contained in this Expression of Interest (EOI) document provided to the Prospective Collaborator(s)/ Partner(s), by or on behalf of Bharat Heavy Electricals Limited (BHEL) or any of its employees or advisors, is provided to the Prospective Collaborator(s)/ Partner(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.
2. The purpose of this EOI document is to provide the Prospective Collaborator(s)/ Partner(s) with information to assist the formulation of their proposal. This EOI document does not purport to contain all the information each Prospective Collaborator(s)/ Partner(s) may require. This EOI document may not be appropriate for all persons, and it is not possible for BHEL, its employees or advisors to consider the business/investment objectives, financial situation and particular needs of each Prospective Collaborator(s)/ Partner(s) who reads or uses this EOI document. Each Prospective Collaborator(s)/ Partner(s) should conduct his own investigations 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.
3. BHEL, its employees and advisors make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the EOI document.
4. BHEL may in its absolute discretion, but without being under any obligation to do so modify, amend or supplement the information in this EOI document.
5. The issue of this EOI does not imply that BHEL is bound to select and shortlist any or all the Prospective Collaborator(s)/ Partner(s). Even after selection of suitable Prospective Collaborator(s)/ Partner(s), BHEL is not bound to proceed ahead with the Prospective Collaborator(s)/ Partner(s) and in no case be responsible or liable for any commercial and consequential liabilities in any manner whatsoever.
6. The Prospective Collaborator(s)/ Partner(s) shall bear all costs associated with the preparation, technical discussion/presentation and submission of response against this EOI. BHEL shall in no case be responsible or liable for these costs regardless of the conduct or outcome of the EOI process.
7. Canvassing in any form by the Prospective Collaborator(s)/ Partner(s) or by any other agency on their behalf shall lead to disqualification of their EOI.
8. Notwithstanding anything contained in this EOI, BHEL 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 BHEL rejects or annuls all the applications, it may at its discretion, invite all eligible Prospective Collaborator(s)/ Partner(s) to submit fresh applications.
9. BHEL reserves the right to disqualify any applicant during or after completion of EOI process, if it is found there was a material misrepresentation by any such applicant or the applicant fails to provide within the specified time, supplemental information sought by BHEL.
10. BHEL reserves the right to verify all statements, information and documents submitted by the applicant in response to the EOI. Any such verification or lack of such verification by BHEL shall not relieve the applicant of his obligations or liabilities hereunder nor will it affect any rights of BHEL.

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1. INTRODUCTION / BACKGROUND:

Bharat Heavy Electricals Limited (BHEL), a “Maharatna” Public Sector Undertaking with 63.17% stake of Government of India (GOI), is one of India’s largest engineering and manufacturing enterprises in the energy and infrastructure sectors and a leading power equipment manufacturer globally. BHEL serves the core sectors of the economy and provides a comprehensive portfolio of products, systems and services to customers in power, transmission, transportation, renewables, water, defence & aerospace, oil & gas, and industry with over 180 products offering to meet the needs of these sectors. The high level of quality & reliability of BHEL products is due to adherence to international standards by acquiring and adapting some of the best technologies from leading companies in the world, together with technologies developed in its own R&D centers.

BHEL has created a dedicated vertical 'Defence and Aerospace Business Group' (DABG) at New Delhi as a single point contact to the customers to harness the emerging opportunities with a boost to 'Make in India' initiative by promoting indigenous design, development and manufacturing of defence equipment, platforms, systems and sub-systems and to meet the growing national requirements of the Indian Space Programme along with the civil/military aviation and allied areas. BHEL is present in Defence business since over three Decades with proven track record of being competitive, adherence to quality, reliable supplies and life time product support and has long term association with key organization viz. Ministry of Defence (MoD), Indian Space Research Organization (ISRO), Hindustan Aeronautical Ltd. (HAL), Aeronautical Development Agency (ADA), Gas Turbine Research Establishment (GTRE), etc.

** More details about the entire range of BHEL’s products and operations can be viewed by visiting our web site www.bhel.com*

2. OBJECTIVE:

To engage with Collaborator(s)/ Partner(s) (OEMs/ consultancy/ domain expert) for identified programs in military land systems, maritime domain, military aerospace, shipbuilding, defence electronics, commercial aviation and space through cooperation routes viz. joint bidding, joint venture, Licensing Agreement , development partner or general/specific consultancy etc.

3. EOI PROCESS FOR SHORTLISTING OF PARTNER

To shortlist and finalize Collaborator(s)/ Partner(s) for specific business opportunity the EOI shall be floated in two phases:

- Phase I - General EOI (Present EoI)
- Phase II - Opportunity specific EOI to on-board the partner for the identified opportunity.

The General EOI shall cover aspects related to

- Success based model
- Ascertaining credibility of partner based on unique strengths
- Model based preference for joint working
- List of documents and credentials to be submitted by interested Industry partners is placed at S. No. 5.

- Any other model as proposed by the interested Collaborator(s)/ Partner(s)

Post scrutiny and evaluation of the responses received against general EoI, BHEL may schedule meetings with the interested Collaborator(s)/ Partner(s) to understand and discuss the opportunity and proposed business model.

Based on the discussions /responses received against this General EoI, Opportunity specific EOI shall be floated for selection of Collaborator(s)/ Partner(s)

4. Areas for Cooperation

BHEL is actively seeking partnerships with Global/Domestic Collaborator(s)/ Partner(s) through cooperation routes viz. joint bidding, joint venture, Licensing Agreement , development partner or general/specific consultancy etc. for Defence & Aerospace products including but not limited to the following:

1. Naval Gun for Indian Navy
2. Air Defence Gun for Indian Army
3. Artillery/Mounted Gun System for Indian Army
4. Marine Gas Turbine for Propulsion & Hotel Load for Indian Navy
5. Missile and Its associated Systems
6. Aero-structures (Metallic/ Composite
7. Armoured Vehicles including associated system including Light Tanks for Indian Army
8. Li-ion battery for Submarines
9. Electric Propulsion System for Indian Navy
10. Active Protection System for Tanks
11. Electric Propulsion Motor for submarine
12. UAV/Combat UAV systems
13. Carbon Fibre Manufacturing
14. Any other areas as proposed by Industry partner

5. Pre-Qualification Requirement

Interested Collaborator(s)/ Partner(s) should have experience in their selected area of co-operation or similar nature of work supported by relevant documentary proof.

6. Documents to be submitted by Interested partners:

Collaborator(s)/ Partner(s) who are interested in partnering with BHEL in above cited mode of working or any other mode (can be suggested by Collaborator(s)/ Partner(s)) are requested to furnish their proposal with the following:

1. Basic Information of the firm (complete profile with financial information)
2. Promoter information & shareholding pattern
3. Interested areas/opportunity for co-operation
4. Mode of co-operation preferred
5. Proposed Business model
6. Suggestive Work Share
7. Equity partnership (in case of JV)
8. Credibility of the partner based on unique strength
9. Credentials wrt interested areas/opportunity
10. Past experience in Defence & Aerospace
11. Proof of projects executed (copy of PO)

12. Details of manufacturing & engineering facilities (with photographs)
13. Unique/Special Features of the offered system
14. Unique capabilities and experiences of the firm
15. Certification/ Accolades, if any

7. Schedule of EOI Process

The interested parties shall ensure that their response, along with documents is received by BHEL on or before **18th August 2022**

8. Confidentiality:

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

9. Governing Laws & Jurisdiction:

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

10. Contact Details

Interested parties may furnish their response to the undersigned:

General Manager

Defence & Aerospace Business Group

Bharat Heavy Electricals Limited

Integrated Office Complex

Lodhi Road, New Delhi – 110003, India

Email: amitgupta@bhel.in; dsray@bhel.in;

Ph: 011-41793126/365

Mobile: +91 9410395698/ +91 9650395909

11. Instruction to Applicants:

- a. The details submitted by the Applicant(s) shall be complete in all respects and BHEL may seek clarifications/additional information as considered necessary. Such clarifications/additional information must be provided within 5 working days of BHEL request.
- b. Any request for further information or clarification on the EOI document may be submitted within 7 working days from date of issue of EOI.
- c. Responses to EOI are to be submitted in English only. Supporting documents, as required, should also be in English language. In case of some documents being available in languages other than English, the Applicant shall necessarily provide duly authenticated translated version of the same in English.
- d. Duly authorized representative of the Applicant(s) shall sign on each page of the document. Response to EOI should be prepared in such a way so as to provide a straight forward, concise description of Applicant's capabilities.