



No 1142/Mktg/SCB/PBSC/01

Dt: 1st July 2020



To
Prospective Bidders

भारत इलेक्ट्रॉनिक्स लिमिटेड

(भारत सरकार का उद्यम, रक्षा मंत्रालय)

जालहल्ली पोस्ट, बेंगलूरु - 560 013, भारत

BHARAT ELECTRONICS LIMITED

(A Govt. of India Enterprises, Ministry of Defence)

Jalahalli Post, BENGALURU - 560 013, India

फोन / Phone :

फैक्स / Fax :

ईमेल / Email :

Dear Sir,

Sub:-Expression of Interest (EoI) to partner with BEL for Port Blair Smart City Project

Greetings from Bharat Electronics Ltd. (BEL)

1. BEL, a Navratna Company, under the Ministry of Defense has ventured into Home Land Security and Smart City Markets in a focused manner, leveraging its strong expertise & experience in Defense Electronics business segment.
2. BEL is a leading Master System Integrator in Homeland Security and Smart City Domain and is very keenly addressing the RFP published by Port Blair Smart Projects Limited for the selection of System Integrator for 'Implementation of Integrated Command and Control Center and e-governance based Smart City Solutions at Port Blair'. Refer Tender Notice No.PBSPL/ICCC/101/2020.
3. BEL vide its HLS & SC SBU proposes to engage with interested companies having experience in ITMS, City Surveillance and other Smart City projects for the roll out of Port Blair Smart City Project and seeks 'EOI' from Companies having complimentary capabilities and willing to partner with BEL.
4. The attached questionnaire may please be filled and send to us for further processing, latest by 6th July 2020. You are welcome to provide any additional information that may be deemed useful. The shortlisted Companies will be requested to make presentation on their strengths and capabilities followed by discussion through Video Conferencing. For details on BEL, Please visit our website www.bel.india.in
5. The Partner Information form is enclosed herewith.

Kindly submit your response to scmktg@bel.co.in along with filled Partner Information Form and relevant documents as mentioned in the form.

Thanking You

Yours faithfully,
For Bharat Electronics Limited

Mini Bijoy

पंजीकृत एवं कारपोरेट ऑफिस : नागावारा, आउटर रिंग रोड, बेंगलूरु - 560 045, भारत
Reg. & Corporate Office : Nagavara, Outer Ring Road, Bengaluru - 560 045, India

सी आई एन / CIN : L32309KA1954GOI000787

आई एस ओ / ISO 9001 and 14001 प्रमाणित कंपनी / Certified Company

Partner Information Form

S.No.	Parameter	Response
1	Company Details	
	Location: Indian/Foreign	
	Details of local representative, if any	
	Types of Company (Public, Private, Listed)	
	when Instituted/Established	
	Company Size (Scientists & engineers, Technicians, Manufacturing, others)	
	Financial Statements (Turnover, Profit & Loss, Net worth, Bank Solvency etc) for the last 3 years	
	Line of Business (Product Range)	
	Market share & Track record (Reputation)	
	Customer profile	
	Business Category in AFRS	
2	Willingness to Partner with BEL	
	Willingness to sign Teaming Agreement with BEL	
	Suggested partnership model with brief proposed approach	
	Approach for Supply, Installation, Testing, Commissioning and Maintenance of the System	
3	Technical Capabilities/Experience:	
	Experience in Similar Projects	
	Existing support set up in India	
4	Commercial Information	
	Value of Similar Deployments	
	Cost competitiveness assessment	
	Willingness to work on back to back terms	
	Approach to address Similar Programs in Indian Market	
	Design, Marketing & Sales, Manufacturing, Logistics, Product Support resources in India	
5	Non-blacklisting	
	Details need to provided, if any.	
6	Any Additional Information	
	<i>Note:</i>	
	<i>Response may be filled up the above format. Additional information if any can be attached.</i>	