

BEML LIMITED

(A Govt. of India Mini Ratna Company under Ministry of Defence)
 “BEML SOUDHA”, 23/1, 4th Main, S. R. Nagar,
 BANGALORE – 560 027

CORRIGENDUM-01

Dated: - 27.05.2026

Bid Invitation No: - 6300040562 Dtd: - 20.05.2026

Sub: - Engagement of Consultancy Agency for “Financial Diagnostic Study (FY 2025-26) with export and globalization focus” to strengthen BEML’s financial performance, enhance export capabilities, and position the Company as a globally competitive, self-reliant enterprise.

A) TENDER HAS BEEN AMENDED AS PER DETAILS GIVEN BELOW:

Sl. No	Clause/ Page No.	FOR	READ AS
1	Tender Closing date & Time	<p>Tender closing date & time: 01.06.2026 @ 15.00 Hrs</p> <p>Last date for submission of Bid 01.06.2026 @15:00 Hrs IST.</p> <p>Date of opening of Pre- qualification Bid (Manual Mode) 01.06.2026 @ 16:00 Hrs IST.</p> <p>Date of opening of Technical Bid 01.06.2026 @ 17:30 Hrs IST.</p>	<p>Tender closing date & time: 08.06.2026 @15.00 Hrs</p> <p>Last date for submission of Bid 08.06.2026 @15:00 Hrs IST.</p> <p>Date of opening of Pre- qualification Bid (Manual Mode) 08.06.2026 @ 16:00 Hrs IST.</p> <p>Date of opening of Technical Bid 08.06.2026 @ 17:30 Hrs IST.</p>
2	Clause 7 B(iii) Page no 26 of 62 Experience Evaluation Criteria	<p>B(i) Proven expertise in each of the following scope during last 10 years of consulting experience in Indian Pubic Sector Companies / MoD/ CPSE manufacturing sector/ State Government.</p> <p>1) Financial Diagnostics. 2) Operational Efficiency & Project Execution Plan. 3) Export & Global Strategy. 4) Indigenisation. 5) Capital Efficiency. 6) Risk & Scenario Analysis.</p> <p>PO’s each having a value of at least Rs. 1.20 Crore/ - (2016-17 to 2025-26). Work completion certificate in this regard to be enclosed in the technical bid.</p> <p>B(ii) Proven expertise in each of the following scope during last 10 years of consulting experience including global companies other than sectors indicated in Point B(i) above.</p> <p>1) Financial Diagnostics. 2) Operational Efficiency & Project</p>	<p>B(i) Proven expertise in any of the following scope during last 10 years of consulting experience in Indian Pubic Sector Companies / MoD/ CPSE manufacturing sector/ State Government.</p> <p>1) Financial Diagnostics. 2) Operational Efficiency & Project Execution Plan. 3) Export & Global Strategy. 4) Indigenisation. 5) Capital Efficiency. 6) Risk & Scenario Analysis.</p> <p>PO’s each having a value of at least Rs. 1.20 Crore/ - (2016-17 to 2025-26). PO copies along with self-certification for completion of work to be enclosed in the technical bid.</p> <p>B(ii) Proven expertise in any of the following scope during last 10 years of consulting experience including global companies other than sectors indicated in Point B(i) above.</p> <p>1) Financial Diagnostics. 2) Operational Efficiency & Project</p>

		<p>Execution Plan. 3) Export & Global Strategy. 4) Indigenisation. 5) Capital Efficiency. 6) Risk & Scenario Analysis.</p> <p>PO's Each having a value of at least Rs. 1.20 Crore/ - (2016-17 to 2025-26). Work completion certificate in this regard to be enclosed in the technical bid.</p>	<p>Execution Plan. 3) Export & Global Strategy. 4) Indigenisation. 5) Capital Efficiency. 6) Risk & Scenario Analysis.</p> <p>PO's Each having a value of at least Rs. 1.20 Crore/ - (2016-17 to 2025-26). PO copies along with self-certification for completion of work to be enclosed in the technical bid.</p>
3	<p>Clause 7 B(ii) Page no 23 of 62 & Clause 7 B(iv) Page no 28 of 62 Payment Term Clause</p>	<ul style="list-style-type: none"> • 20% on submission of interim report. • 30% on acceptance of interim report by BEML. • 30% on submission of final report. • 20% on acceptance of final report by BEML 	<ul style="list-style-type: none"> • 50% within 30 days on submission and acceptance of Interim Report. • 50% within 30 days on submission and acceptance of Final Report
4	<p>Clause 7 B(ii) Page no 23 of 62 Delivery Schedule</p>	<p>04 weeks from date of award.</p> <ul style="list-style-type: none"> • Draft report to be presented to management by 15.07.2026 • Final report to be submitted by 22.07.2026 	<ul style="list-style-type: none"> • Interim Report (macro) shall be submitted within 04 weeks from the date of purchase order. • Final report (detailed) shall be submitted within 08 weeks from the date of purchase order.

B) PRE-BID QUERIES AND REPLIES FOR ENGAGEMENT OF CONSULTANCY AGENCY FOR “FINANCIAL DIAGNOSTIC STUDY”

Sl. No	Bidder Queries	Reply to Bidder Queries
1	Request you to reassign the scores for average annual turnover to let in maximum participation.	No Change. Tender Condition remain unaltered
2	In the required experience section, the PO value asked is 1.2 CR. Is it for all projects combined or individual projects?	PO's each having a value of at least Rs.1.20 Crore/ - (2016-17 to 2025-26) of individual project.
3	Request you to consider international and National work combined and not as separate scoring sections.	Tender Criteria for experience remain unaltered.
4	Request to extend the last date of bid submission by at least one week, this would help for document preparation and submission.	Extended up to 08.06.2026 and no further extension.
5	Are expected to conduct plant / site visits across multiple BEML Units.	Site visits may be taken up by successful bidder after award of contract at their own cost.
6	Level of access to financial and operational data required for conducting the diagnostic study.	Annual report and Annual Results will be provided to successful bidder.
7	Regarding the export strategy, how detailed this needs to be covered considering 3 line of business for BEML. Do we need to develop an comprehensive analysis identifying the market entry strategies, then do a benchmarking for both the region & products or any limitations we need to restrict to for this scope.	Exports of all the three line of business is handled by International Business Division (IBD), located at New Delhi. Comprehensive analysis in export business for next 03 years is required.

8	<p>Given the complexity of the scope, we would like to request your approval for a revised project timeline to allow for detailed consultations and key market participants.</p> <p>A typical duration of approx 08 weeks is proposed to ensure comprehensive analysis, high quality deliverables, and alignment with expectations.</p>	<p>Interim Report (macro) shall be submitted within 04 weeks from the date of purchase order.</p> <p>Final report (detailed) shall be submitted within 08 weeks from the date of purchase order.</p>
9	<p>Existing Accounting mechanism and improvement required if any. What is expectation by BEML.</p>	<p>After award of contract, existing accounting practice will be discussed with successful bidder and improvement in par with best accounting practices in similar industries may be suggested by consultant.</p>
10	<p>In regard to Point B (Scope of work) - Identify any bottlenecks and provide solutions for any hurdles in the project lifecycle, want more clarification as it seems it would involve technical aspect also.</p>	<p>Execution Roadmap & Bottleneck Analysis of major projects may be undertaken for study.</p> <p>The consultant has to carry out the following:</p> <ol style="list-style-type: none"> (1) To ensure major current projects are delivered on time. (2) Identify any bottlenecks and provide solutions for any hurdles in the project lifecycle

-Sd-

BEML Ltd

Bangalore