

# Expression of Interest (EOI) For Weapon Loading Trolleys (WLT)



MAY 2025



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## 1 Introduction

BrahMos Aerospace Private Limited, a joint venture between India's Defence Research and Development Organization (DRDO) and Russia's NPO Mashinostroyeniya, is a leading aerospace and defense corporation specialized in Design, Development and Production of supersonic cruise missile systems. BrahMos missile, a versatile weapon deployable from multiple platforms, the company plays a critical role in enhancing India's defense capabilities and is actively pursuing advancements in missile technologies, solidifying its position as a key player in the global defense sector.

BAPL invites Expressions of Interest (EOI) from qualified manufacturers for development and supply of Weapon Loading Trolley (WLT) involving manufacturing / mechanical integration and electrical / electronic / hydraulic units. Responses should demonstrate adherence to relevant military standards (MIL-STD), robust quality control procedures, and a proven track record in delivering reliable solutions for demanding defense applications.

Intending Manufacturing Industries are advised to read the EOI document, Terms and Conditions and other details carefully relating to the work contemplated in the procurement of intended items.

## 2 Objective

The EOI aims to develop new vendor qualifying to the technical requirements of items under consideration. The information collected will be used to identify suitable partners for subsequent phases of vendor development activity.

## 3 Eligibility Criteria

Interested Manufacturing Industries must meet the following minimum criterion in order to apply for EOI:

### Technical capabilities

- a) In-house expertise in 3D modelling, FE Analysis, generation of Auto-Cad drawings and associated sub-assemblies. The industry should have latest version of software and should share the CAD model / FE Model with assembly / manufacturing AutoCAD drawings with BAPL.
- b) Vendor should share the details of sub-vendors on whom subsequent orders of component/assembly will be placed.
- c) IPR for product / drawings / model should rest solely with BAPL.
- d) Static load testing:
  - i) Qualification testing (QT): 2X 30 ton
  - ii) Acceptance testing (AT): 1.5X 30ton



- iii) Dynamic load testing: 24-ton dummy load movement on rails during manufacturing stage.
- e) EOT crane/ Hydra and other load lifting equipment availability at vendor premises.
- f) Availability of load cell and display unit with proper calibration certificate for conducting static / dynamic load test.
- g) Packing and delivery of equipment as per applicable Defence standards.
- h) Vendors with past experience in manufacturing and implementing rail/ track load bearing arrangements should be preferred.
- i) Vendor should have following ISO certification, preferably:
  - i) • ISO 3834: Certification for welding quality system.
  - ii) • ISO 9001: Quality management systems- requirements
  - iii) • ISO 14001: Environmental management systems
  - iv) • ISO 45001: Occupational health and safety management system.
  - v) • ISO 27001: Information security management.
- j) Vendors should follow NABL accredited labs verified reports as per QA plan.
- k) Vendors should have sufficient space for assembly / testing and storage of WLT.
- l) Expertise and technical tie up with renowned organization for assembling and integrating the hydraulic, electronic systems and geared systems.
- m) Availability of experienced and qualified technical manpower
- n) Minimum experience of 10 years in manufacturing and Supply of trolleys / lifters / loading systems for Defense/Aerospace industry. Shall be supported with contract references.

#### **General Requirements**

- a) The Manufacturing Industries must be an Indian Registered Partnership / LLP / Company with a majority stake of the company held by a Resident and Citizen of India.
- b) The average annual turnover of the interested partner during the last three years shall be at least INR 10 Cr. Audited Annual Financial Statements in support of the same shall be furnished. The long-term credit rating by ICRA/CRISIL or equivalent as on date of submission of EOI shall be "A" or above.
- c) Experience on working with inspection agencies viz., MSQAA, CQA, ORDAQA etc.
- d) Obsolescence Management: Shall have a documented procedure to monitor and manage obsolescence of components/sub-systems.
- e) The manufacturer shall ensure minimum service life of 20 years for items manufactured for BAPL.
- f) Availability of in-house research & development facility and reverse engineering capability is preferred.
- g) Higher indigenous content is preferable.



#### 4 EOI Submission

Interested Manufacturing Industries are requested to submit their response as per Format enclosed in **Annexure-A as per Demand notification.**

#### 5 Evaluation Criteria

The evaluation of responses will be based on the Evaluation of BAPL w.r.t the following criteria:

- Technical capabilities and experience in defence applications.
- Production capacity and lead time for high-reliability products.
- Quality management system and compliance with defence/military standards.
- Financial stability and references in the defense sector.
- Infrastructure/Facility evaluation.
- Security Certifications and its compliance.

The shortlisted Industries will be called up for further processing for the items mentioned in Demand Notification.

#### 6 Confidentiality

All information provided in response to this EOI will be treated as confidential and may be subject to non-disclosure agreements.

#### 7 Disclaimer

This EOI does not constitute a commitment for placement of Contract / Purchase Order and BAPL reserves the right to accept or reject any or all of the responses.

#### 8 Contact Information

For any inquiries, please contact: Refer demand notification





**Expression of Interest (EOI)**

Demand Notification Ref.: \_\_\_\_\_

Demand Notification Date: \_\_\_\_\_

S. No.	Particulars	Details to be filled up by FIRM	Supporting Document
a.	Name of the Firm & Address		Company Registration Document with State/ Central Government
b.	Firm's Contact Person & Details		
c.	Category of Firm (Raw Material /Conversion/Standard Items/Ready to use Components/Other) *		
d.	Nature of the Company (Pvt. Ltd. / Ltd./PSU/DPSU etc.)		
e.	Organizational structure		Self-attested document
f.	The average annual turnover of previous three (3) financial year.		Annual Financial Statements
g.	What is the core competence of the company?		-
h.	What are principal products(s)?		-
i.	How long has company been in business as presently organized?		-
j.	List of principal Subcontractors, along with processes subcontracted		-
k.	List of principal customers to whom the vendor supplied stores in the past two (2) years.		-
l.	List of principal companies and /or Government agencies which have surveyed and approved the firm with scope of approval.		Copy of attestation document
m.	Contract /S.O. No. from Defence/Missile complex Labs along with status of order. (Completed/Ongoing/Short closed)		-
n.	Certification - Quality (ISO/AS/SAMAR)		Copy of latest certificate
o.	Employee Strength (Design, Quality, Production, (Skilled / Semi- Skilled/Casual) Other)		-
p.	Certification of skilled manpower (IPC 610/620 Class-3)		Copy of latest certificate
q.	Attrition rate of employee		-

S. No.	Particulars	Details to be filled up by FIRM	Supporting Document
r.	Failure incidence reported by customer in last three years in PPM and percentage		-
s.	Average import percentage in products manufactured and delivered in last financial year		-
t.	Security compliance certification (If any). Shall specify the road map and certification plan if not existing.		Copy of latest certificate/ Road Map
u.	List of available equipment and machinery (e.g., SMT placement machines, CNC (Computer Numerical Control) machines, environmental test chambers and other test facilities.		
v.	Maximum PCB size and complexity handled		
w.	Production capacity - Lead time for prototype and production runs		
x.	Inventory Management System		
y.	Controlled Storage Facility		
z.	Cybersecurity and data security practices		Compliance Certificate/ Self certification

*Category of firm	Definition
<b>Mechanical Integration and assembly</b>	Firms having facilities for in-house integration / assembly of required items but no in-house facility to carry out manufacturing processes.
<b>Mechanical manufacturing facilities</b>	Firms having facilities for in-house manufacturing of required items.
<b>Electronic and Hydraulic control systems Manufacturer</b>	Firms having facilities for manufacturing and integration of Hydraulic and electric control systems
<b>Other</b>	Firms not falling in any of the previous types, shall specify in the form.

**Note: The firm shall enclose supporting documents as applicable**

Declaration: The details provided above are true and it is understood that BAPL reserves the right to accept or reject the EOI filed herein.

**Authorized Signature with Name & Company Stamp.**

