INVITATION OF EXPRESSION OF INTEREST (EOI) from Manufacturers of Mobile Surveillance Systems for Submission of Proposals for Strategic Business Association with KEL for Marketing and Promotion of Self-Powered, All-Weather Mobile Surveillance and Security Systems

EOI No.: EOI/014/2026-27 dated 03/11/2026

KERALA ELECTRICAL & ALLIED ENGG. CO. LTD.
A Government of Kerala Undertaking

Mamala P. O., Kochi -682 305, Kerala, India
Ph: +91 484 2310012 / 13 / 14

Email: bdc.corporate@kel.co.in
Website: www.kel.co.in

(KEL reserves the right to cancel this Request for EOI and/or issue a fresh EOI, with or without amendments, without incurring any liability or obligation and without assigning any reason therefore. The information provided at this stage is indicative, and KEL reserves the right to amend or add to the details contained in this EOI document.)

For any clarification, please contact at official number +91 99955 50535, email: bdc.corporate@kel.co.in

NOTICE INVITING EXPRESSION OF INTEREST (EOI)

Kerala Electrical & Allied Engineering Co. Ltd. (KEL) invites Expressions of Interest (EOI) from Manufacturers of Mobile Surveillance Systems for Submission of Proposals for Strategic Business Association with KEL for Marketing and Promotion of Self-Powered, All-Weather Mobile Surveillance and Security Systems

1. INTRODUCTION

Kerala Electrical & Allied Engineering Co. Ltd. (KEL), a multi-product, multi-unit company fully owned by Government of Kerala, Estd in 1964, proposes to diversify and expand its business portfolio by entering the emerging sectors.

With the increasing demand for reliable surveillance facilities in emergency situations at remote locations and sensitive areas, there is considerable potential for rapid deployable surveillance systems capable of operating independently with self-contained power supply and under challenging environmental conditions.

In this context, KEL proposes to take the initiative in promoting and establishing such mobile, self-powered and all-weather surveillance system in Government Departments and other public establishments. Accordingly, KEL invites Expressions of Interest (EOI) from eligible manufacturers, technology developers, system integrators and companies having the required technical expertise and experience to associate with KEL for marketing, supplying and maintaining such mobile surveillance systems.

KEL shall act as the Principal Promoting Organisation and lead the product's market development, branding and business promotion, while the selected partner shall be responsible for the technical development, manufacturing, supply and product support.

2. OBJECTIVE OF THE EOI

The objective of this EOI is to identify a technically competent and financially capable partner for establishing a long-term business association with KEL for the development, manufacturing, marketing and deployment of mobile surveillance systems, especially in Government Departments and Public establishments.

The proposed system is intended to provide reliable surveillance at locations where conventional power supply and fixed infrastructure are unavailable or inadequate, as well as in emerging security situations, emergency response operations and disaster management activities requiring rapid deployment.

3. SCOPE AND KEY REQUIREMENTS OF THE PROPOSED SYSTEM

The proposed system shall be a mobile, self-powered and all-weather surveillance solution suitable for rapid deployment at different locations, including remote and inaccessible areas.

The system should preferably incorporate the following features:

1. **Mobility:** A special purpose equipment with a suitable mobile configuration, allowing easy transportation, rapid deployment and relocation.
2. **Independent Power Supply:** Suitable hybrid power (solar, battery etc) arrangements to support continuous operation, including during night-time and periods of limited solar availability.
3. **Surveillance Facilities:** High-resolution day and night cameras, with suitable storage arrangements, remote monitoring and intelligent surveillance features, wherever applicable.
4. **All-Weather Operation:** Weatherproof and ruggedised construction suitable for operation under heavy rainfall, high temperatures, humidity, wind and other challenging environmental conditions.
5. **Communication and Connectivity:** Ability to adopt wired/wireless (4G/5G, Wi-Fi etc) or other suitable communication mediums as per requirement, with storage redundancy for communication interruptions.
6. **Security and Monitoring:** Secure remote access, data protection and intelligent video analytics, wherever available.

The above requirements are indicative. Applicants may propose suitable configurations and innovative technologies based on their technical expertise and market requirement.

Applicants shall clearly indicate the technical specifications, power autonomy, operating conditions and other important performance parameters of their proposed system.

4. POTENTIAL MARKET OPPORTUNITIES

KEL intends to promote and market the proposed system across various sectors, including:

- Government departments and public-sector undertakings.
- Railways, railway stations, yards and infrastructure projects.
- Power utilities and critical infrastructure facilities.
- Industrial establishments, factories, warehouses and mining areas.
- Construction sites, highways, ports and other infrastructure projects.
- Border, coastal and other strategically sensitive locations.
- Disaster management and emergency response agencies.
- Domestic and international markets.

KEL will take the initiative to identify prospective customers, develop market opportunities and promote the product in these sectors.

5. ELIGIBILITY AND QUALIFICATION CRITERIA

Interested applicants shall satisfy the following minimum requirements:

1. **Indian Registration:** The applicant shall be a legally registered company, firm or other eligible entity operating in India and shall support the objectives of the Government of India's *Make in India* initiative.
2. **Relevant Experience:** The applicant shall have a minimum of **8 years of relevant experience**, preferably 10 years or more, in the design, development, integration and deployment of customised product solutions including surveillance system for Government projects, Defence establishments, Railways etc.
3. **Completed Projects:** The applicant shall have successfully completed at least **10 relevant projects** in the fields of hybrid power systems, communication/surveillance networks, renewable/alternative energy solutions or integrated systems for security, defence, disaster management or critical infrastructure.
4. **Technical Capability:** The applicant shall possess the necessary technical expertise, infrastructure and resources for the design, development, manufacturing, integration and supply of the proposed system.
5. **Product Availability:** Preference will be given to applicants having an existing functional product or prototype that can be demonstrated to KEL.
6. **Service Capability:** The applicant shall have the capability to provide installation, commissioning, warranty, AMC and after-sales technical support.
7. **Financial Capacity:** The applicant shall demonstrate adequate financial and operational capacity to undertake the proposed activities.
8. **Non-Blacklisting:** The applicant shall not have been blacklisted or debarred by any Government department, PSU or statutory authority.

Applicants shall clearly indicate their experience and the nature of projects completed. KEL may consider proposals from consortiums or technology collaborations, provided the roles and responsibilities of the participating entities are clearly specified.

6. INFORMATION AND DOCUMENTS TO BE SUBMITTED

Interested applicants shall submit the following documents along with their EOI:

1. **Company Registration:** Certificate of Incorporation/Firm Registration Certificate, PAN and GST Registration Certificate, wherever applicable.
2. **Company Profile:** Brief profile indicating business activities, year of establishment and organisational details.
3. **Technical Capability:** Details of manufacturing facilities, technical infrastructure and design and development capabilities.

4. **Relevant Experience:** Details of at least 10 completed relevant projects, including client details, scope of work and year of completion. Copies of the Work Orders/Purchase Orders and its corresponding Completion Certificates shall be submitted as supporting documents.
5. **Product Details:** Technical specifications, photographs, brochures and details of the proposed system or available prototype.
6. **Financial Details:** Audited financial statements for the last three financial years and Chartered Accountant-certified net worth certificate, wherever applicable.
7. **Non-Blacklisting Declaration:** Self-declaration confirming that the applicant has not been blacklisted or debarred by any Government department, PSU or statutory authority.
8. **Service and Support Capability:** Details of warranty, AMC, after-sales service and technical support arrangements.
9. **MSME Registration:** MSME/Udyam Registration Certificate, if applicable.

KEL reserves the right to seek additional information or supporting documents, wherever required.

7. SUBMISSION OF EXPRESSION OF INTEREST

Interested parties shall submit their EOI along with the required documents in a sealed cover and through the designated email address. KEL will examine the proposals and shortlist suitable business associates. Product demonstrations and field trials may be conducted for technically qualified applicants. Based on the outcome, commercial terms will be discussed, followed by the signing of an MoU or Teaming Agreement defining the respective roles, responsibilities and obligations of both parties.

Address for Submission:

The Manager
Business Development Centre
Kerala Electrical & Allied Engineering Co. Ltd.
Mamala, Thiruvankulam P.O.
Ernakulam District, Kerala – 682305.

Email: bdc.corporate@kel.co.in
Mobile: +91 99955 50535

Subject: EOI for Strategic Business Partnership for Marketing and Promoting Mobile, Self-Powered and All-Weather Surveillance & Security Systems (EOI/014/2026-27)

Last Date for Submission: 21 November 2026, 3.00 pm

For any clarification or additional information, interested parties may contact the Business Development Centre, KEL, during working hours.

8. GENERAL TERMS AND CONDITIONS

1. This EOI is intended to identify suitable technology and manufacturing partners for the proposed business initiative. It shall not be construed as a commitment or assurance of any purchase order, minimum business volume or guaranteed commercial engagement by KEL.
2. Submission of an EOI shall not confer any right on the applicant to claim selection, partnership or commercial engagement with KEL.
3. KEL reserves the right to accept or reject any or all applications, seek additional information, conduct demonstrations, modify the process or cancel the EOI without assigning any reason, subject to applicable rules and approvals.
4. Applicants shall bear all expenses incurred in preparing and submitting their proposals and participating in presentations or demonstrations.
5. The selected partner shall be responsible for the technical quality, manufacturing, supply, warranty and service obligations of the product, as agreed in the formal partnership agreement.
6. KEL shall act as the Principal Promoting Organisation for the proposed product. However, the commercial commitments, financial obligations, branding rights, marketing arrangements and other responsibilities of the parties shall be governed by a separate agreement.
7. The issuance of this EOI does not create any exclusivity or binding commercial relationship between KEL and any applicant. Such a relationship shall arise only upon execution of a formal agreement by the competent authorities.

For Kerala Electrical & Allied Engineering Co. Ltd.

Manager
Business Development Centre
KEL, Mamala