

# SMARTBID: COMMERCIAL FORENSIC AUDIT

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## 1. PROJECT & CLIENT IDENTITY

RFP Reference	RFP-1766045391
Client Name	ITI Limited
Destination	ITI Limited Warehouses in Srinagar and Rae Bareli (Plains_Highway)

## 2. PRODUCT-WISE COST BREAKDOWN

### Item: Polycab 1.1kV 3.5 Core 70sqmm Aluminium Armoured Cable (Qty: 960.0)

Material & Mfg	246,707
Packaging	12,000
Compliance Testing	3,900
- Insulation Resistanc (x1): 600	
- Conductor Resistance (x1): 500	
- High Voltage Test (W (x1): 850	
- Dimensions Check (OD (x1): 300	
- Tensile Strength & E (x1): 1,200	
- Armor Resistance Tes (x1): 450	

### Item: Polycab 1.1kV 3.5 Core 50sqmm Aluminium Armoured Cable (Qty: 11160.0)

Material & Mfg	2,073,599
Packaging	144,000
Compliance Testing	46,800
- Insulation Resistanc (x12): 7,200	
- Conductor Resistance (x12): 6,000	
- High Voltage Test (W (x12): 10,200	
- Dimensions Check (OD (x12): 3,600	
- Tensile Strength & E (x12): 14,400	
- Armor Resistance Tes (x12): 5,400	

### Item: Polycab 1.1kV 3.5 Core 35sqmm Aluminium Armoured Cable (Qty: 4450.0)

Material & Mfg	601,818
Packaging	60,000
Compliance Testing	19,500
- Insulation Resistanc (x5): 3,000	
- Conductor Resistance (x5): 2,500	
- High Voltage Test (W (x5): 4,250	
- Dimensions Check (OD (x5): 1,500	
- Tensile Strength & E (x5): 6,000	
- Armor Resistance Tes (x5): 2,250	

### Item: Polycab 1.1kV 3.5 Core 25sqmm Aluminium Armoured Cable (Qty: 5100.0)

Material & Mfg	510,379
Packaging	72,000
Compliance Testing	23,400
- Insulation Resistanc (x6): 3,600	
- Conductor Resistance (x6): 3,000	
- High Voltage Test (W (x6): 5,100	
- Dimensions Check (OD (x6): 1,800	

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- Tensile Strength & E (x6): 7,200
- Armor Resistance Tes (x6): 2,700

## Item: Polycab 1.1kV 4 Core 16sqmm Aluminium Armoured Cable (Qty: 45.0)

Material & Mfg	3,230
Packaging	12,000
Compliance Testing	3,900
- Insulation Resistanc (x1): 600	
- Conductor Resistance (x1): 500	
- High Voltage Test (W (x1): 850	
- Dimensions Check (OD (x1): 300	
- Tensile Strength & E (x1): 1,200	
- Armor Resistance Tes (x1): 450	

## Item: Polycab 1.1kV 4 Core 16sqmm Aluminium Armoured Cable (Qty: 45.0)

Material & Mfg	3,230
Packaging	12,000
Compliance Testing	3,900
- Insulation Resistanc (x1): 600	
- Conductor Resistance (x1): 500	
- High Voltage Test (W (x1): 850	
- Dimensions Check (OD (x1): 300	
- Tensile Strength & E (x1): 1,200	
- Armor Resistance Tes (x1): 450	

## Item: Polycab 1.1kV 4 Core 6sqmm Copper Armoured Cable (Qty: 370.0)

Material & Mfg	97,226
Packaging	12,000
Compliance Testing	3,900
- Insulation Resistanc (x1): 600	
- Conductor Resistance (x1): 500	
- High Voltage Test (W (x1): 850	
- Dimensions Check (OD (x1): 300	
- Tensile Strength & E (x1): 1,200	
- Armor Resistance Tes (x1): 450	

## Item: Polycab 1.1kV 3 Core 6sqmm Copper Armoured Cable (Qty: 5550.0)

Material & Mfg	1,139,958
Packaging	72,000
Compliance Testing	23,400
- Insulation Resistanc (x6): 3,600	
- Conductor Resistance (x6): 3,000	
- High Voltage Test (W (x6): 5,100	
- Dimensions Check (OD (x6): 1,800	
- Tensile Strength & E (x6): 7,200	
- Armor Resistance Tes (x6): 2,700	

## Item: Polycab 1.1kV 1 Core 25sqmm Copper Flexible Cable (Red) (Qty: 12500.0)

Material & Mfg	3,243,656
Packaging	156,000

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Compliance Testing	50,700
- Insulation Resistanc (x13): 7,800	
- Conductor Resistance (x13): 6,500	
- High Voltage Test (W (x13): 11,050	
- Dimensions Check (OD (x13): 3,900	
- Tensile Strength & E (x13): 15,600	
- Armor Resistance Tes (x13): 5,850	

## Item: Polycab 1.1kV 1 Core 25sqmm Copper Flexible Cable (Red) (Qty: 12500.0)

Material & Mfg	3,243,656
Packaging	156,000
Compliance Testing	50,700
- Insulation Resistanc (x13): 7,800	
- Conductor Resistance (x13): 6,500	
- High Voltage Test (W (x13): 11,050	
- Dimensions Check (OD (x13): 3,900	
- Tensile Strength & E (x13): 15,600	
- Armor Resistance Tes (x13): 5,850	

## Item: Polycab 1.1kV 1 Core 16sqmm Copper Flexible Cable (Red) (Qty: 9920.0)

Material & Mfg	1,679,263
Packaging	120,000
Compliance Testing	39,000
- Insulation Resistanc (x10): 6,000	
- Conductor Resistance (x10): 5,000	
- High Voltage Test (W (x10): 8,500	
- Dimensions Check (OD (x10): 3,000	
- Tensile Strength & E (x10): 12,000	
- Armor Resistance Tes (x10): 4,500	

## Item: Polycab 1.1kV 1 Core 16sqmm Copper Flexible Cable (Red) (Qty: 9920.0)

Material & Mfg	1,679,263
Packaging	120,000
Compliance Testing	39,000
- Insulation Resistanc (x10): 6,000	
- Conductor Resistance (x10): 5,000	
- High Voltage Test (W (x10): 8,500	
- Dimensions Check (OD (x10): 3,000	
- Tensile Strength & E (x10): 12,000	
- Armor Resistance Tes (x10): 4,500	

## Item: Polycab 1.1kV 1 Core 10sqmm Copper Flexible Cable (Red) (Qty: 7400.0)

Material & Mfg	757,904
Packaging	96,000
Compliance Testing	31,200
- Insulation Resistanc (x8): 4,800	
- Conductor Resistance (x8): 4,000	
- High Voltage Test (W (x8): 6,800	
- Dimensions Check (OD (x8): 2,400	
- Tensile Strength & E (x8): 9,600	
- Armor Resistance Tes (x8): 3,600	

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## Item: Polycab 1.1kV 1 Core 10sqmm Copper Flexible Cable (Red) (Qty: 7400.0)

Material & Mfg	757,904
Packaging	96,000
Compliance Testing	31,200
- Insulation Resistanc (x8): 4,800	
- Conductor Resistance (x8): 4,000	
- High Voltage Test (W (x8): 6,800	
- Dimensions Check (OD (x8): 2,400	
- Tensile Strength & E (x8): 9,600	
- Armor Resistance Tes (x8): 3,600	

## Item: Polycab Copper Wire 4 sqmm (Qty: 1050.0)

Material & Mfg	44,357
Packaging	24,000
Compliance Testing	7,800
- Insulation Resistanc (x2): 1,200	
- Conductor Resistance (x2): 1,000	
- High Voltage Test (W (x2): 1,700	
- Dimensions Check (OD (x2): 600	
- Tensile Strength & E (x2): 2,400	
- Armor Resistance Tes (x2): 900	

## Item: Polycab Copper Wire 4 sqmm (Qty: 1050.0)

Material & Mfg	44,357
Packaging	24,000
Compliance Testing	7,800
- Insulation Resistanc (x2): 1,200	
- Conductor Resistance (x2): 1,000	
- High Voltage Test (W (x2): 1,700	
- Dimensions Check (OD (x2): 600	
- Tensile Strength & E (x2): 2,400	
- Armor Resistance Tes (x2): 900	

## Item: Polycab 1.1kV 1 Core 25sqmm Copper Flexible Cable (Red) (Qty: 21000.0)

Material & Mfg	5,449,342
Packaging	252,000
Compliance Testing	81,900
- Insulation Resistanc (x21): 12,600	
- Conductor Resistance (x21): 10,500	
- High Voltage Test (W (x21): 17,850	
- Dimensions Check (OD (x21): 6,300	
- Tensile Strength & E (x21): 25,200	
- Armor Resistance Tes (x21): 9,450	

## Item: Polycab Copper Wire 4 sqmm (Qty: 3640.0)

Material & Mfg	153,770
Packaging	48,000
Compliance Testing	15,600
- Insulation Resistanc (x4): 2,400	

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- Conductor Resistance (x4): 2,000
- High Voltage Test (W (x4): 3,400
- Dimensions Check (OD (x4): 1,200
- Tensile Strength & E (x4): 4,800
- Armor Resistance Tes (x4): 1,800

### 3. LOGISTICS & FINANCIALS

Logistics (1448.81km, 108.6T) INR 1,187,356

Formula:  $(108.62T \times 1448.81km \times 4.5 \text{ Rate} \times 1.0 \text{ Zone (Z-01)})$

Cost of Capital (30 Days) INR 245,476

**FULL COST BASE** **INR 25,134,050**

### 4. STRATEGIC MARGIN BUILD-UP

Base Target Margin 18.0%

- > Credit Cost (30 days): +INR 245476
- > Low-Cost Rival: Beta Wires Ltd -> -4% Margin
- > Price War Alert: Bonton Cables (Aggressive) -> -3% Margin
- > Price War Alert: Theta Cables (Aggressive) -> -3% Margin
- > Price War Alert: V-Flow Tech Cables (Aggressive) -> -3% Margin
- > Price War Alert: Gemscab (Aggressive) -> -3% Margin
- > Market Pressure Buildup (4 extra rivals): -2.0%
- > Zone Risk (Plains\_Highway): +2.0%

**FINAL NET MARGIN** **14.0%**

**FINAL BID SUBMISSION VALUE**

**INR 28,652,817**