



TOYOTA MOTOR VIETNAM  
Purchasing Division  
Prepared by: Vu Thi Phuong Anh  
Date: 25-Aug-2022

# VENDOR PROPOSAL

**PR-1022-0171: Remove rust of S1 racks for packing export goods**

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## GENERAL INFORMATION

Request by: **Le Van Anh**  
Vendor in comparison: **CNV, Toan My**

**I. Proposal**  
We propose CNV to be Vendor for this order

## II. Reason for Proposal

**1. Advantage**

- 1 Meet TMV's requirement
  - CNV try to remove rust of SI rack & User evaluate OK
  - CNV use chemicals not contain banned chemical (confirmed by HSE)
- 1 Reasonable price

## 2. Disadvantage

CNV used to have safety issues when proceed construction at TMV. However, currently this rack is supplied by CNV & this work is implemented outside TMV => Acceptable for this case

**\*Detail evaluation**  
Note: VAT 10% excluded . Ex-rate : 24,800 VND/USD (Nov 30th, 2022)

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No	Description	Budget	PUD check	CNV (First quotation)					TOAN MY					CNV (Final quotation)							
			Unit price VND	Source	UOM	Qty	Unit price VND	Total VND	Index (vs PUD check)	Eval	UOM	Qty	Unit price VND	Total VND	Index (vs PUD check)	Eval	UOM	Qty	Unit price VND	Total VND	Index (vs PUD check)
Technical requirement evaluation:																					
I Conclusion		Meet TMV's technical requirements																			
II Cost evaluation		O																			
I Chi phí trực tiếp																					
Vật tư																					
Dầu chống gỉ Caltex			95,893	https://www.voyacart.com/Product/558377922343/	Lot	1	35,000	35,000	36%	O	lit	200	95,000	19,000,000	99%	O					
Giấy giáp - Maker 3M - Japan					Lot	1	25,000	25,000													
Hòn chất tẩy gỉ (TĐ - L4468T, PH - 2080R, DH - ZNP, AC - 14I, PH - 2080R)				N/A	Lot	1	125,000	125,000	N/A	N/A				N/A							
Giẻ lau công nghiệp..					Lot	1	25,000	-			Lot	1	3,500,000	3,500,000	N/A	N/A					
Vật liệu phụ								N/A													
Nhân công																					
Nhân công tẩy gỉ		300,000			công	0.50	350,000	175,000	117%	X											
Nhân công lau khô		300,000			công	0.15	300,000	45,000	100%	O											
Nhân công phun dầu		300,000			công	0.20	350,000	70,000	17%	X											
Nhân công kiểm tra, sắp hàng		300,000		PO-1022-0194	công	0.10	350,000	35,000	117%	X											
Nhân công giám sát		500,000			công	0.10	400,000	40,000	80%	X											
Nhân công thu dọn vệ sinh		300,000						N/A													
Máy móc																					
Phun dầu, nâng hạ, máy mài, xi khô				N/A	lot	1	54,520	54,520	N/A	N/A											
Vận chuyển tới thiêu 24pcs/ chuyến (vận chuyển 2 chiều)		145,833		Est transportation fee from Hưng Yên to Vĩnh Phúc	lot	1	200,000	200,000	137%	X	pes	25	30,000	6,450,000	O (compare to usual 2 way transportation fee of Toan My to TMV)						
2 Chi phí gián tiếp																					
Chi phí khảo sát, thiết kế			5-10%	N/A	lot	1	24,136	24,136	N/A	N/A											
Chi phí quản lý, lãi định mức				TMV's Vendor rate	lot	1	80,452	80,452		O											
TỔNG CHI PHÍ TRƯỚC THUẾ (Cho 01 bộ)								999,108													
TỔNG CHI PHÍ TRƯỚC THUẾ (Cho 70 bộ)								63,637,560													
TỔNG CHI PHÍ THUẾ (Cho 215 bộ) - Refer								195,458,220													
Total amount (VND - VAT excluded)		63,637,560																			
Total amount (USD - VAT excluded)		2,566																			
Budget in VND		63,637,560							100%	vs budget											
Conclusion		O																			
Other evaluation																					
1 Business experience with TMV		Yes																			
2 Delivery time		15 days after receiving the order																			
3 Payment terms		100% after goods are delivered																			
Conclusion		O																			

*- Cannot choosing Toan My this time because they cannot make sure chemical using not contain banned chemicals & not enough time to check trial result of Toan My*

-Based on test result of Toan My trial, we will evaluate again for next orders. In case CNV still pass technical evaluation & TMV request quantity ~ 24 racks /truck (or > 1 truck per time), this price (572,550 VND/truck) can be fixed

Purchase Amount	Vendor Selection Approval Level									
	Dept., Head	Div., Head	Sub-Group Head		Group Head		Top (VP & P.)		From \$30,001	
Up to \$1,000										
\$1,001 - \$5,000										
\$5,001 - \$10,000										
\$10,001 - \$30,000										
From \$30,001										

PUD			USER		
Approved by Date	Checked by Date	Prepared by Date	Approved by Date	Checked by Date	Checked by Date
N.T.Trung GM	V.T.Quan DGM	V.T.P.A.ath ST	H.A.Tuan GM	N.T.M.Loan MA	P.T.Thanh MA