



## **VENDOR PROPOSAL**

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

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

## 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**

- 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)
- 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

**Debt Evaluation**

		PUD check		CNV (First quotation)					TOAN MY					CNV (Final quotation)				
No	Description	Budget	Unit price VND	Source	UOM	Qty	Unit price VND	Total VND	Index (vs PUD check)	Eval	UOM	Qty	Unit price VND	Total VND	Diff vs 1st quotation	Index (vs PUD check)		
I Technical requirement evaluation:																		
User comment (if any)																		
Conclusion																		
Cost evaluation																		
II																		
1 Chi phí trực tiếp																		
Vật tư																		
Dầu chống gỉ Callex																		
Giấy gói - Maker: 3M - Japan																		
Hóa chất tẩy gỉ (TD – L4468T, PH – 2080R, DH - ZNP, AC - 14I, PH – 2080R)																		
Giệ lau găng tay..																		
Vật liệu phụ																		
Nhãn công																		
Nhãn công tẩy gỉ																		
Nhãn công lau khô																		
Nhãn công phun dầu																		
Nhãn công sơn trạ, sắp hàng																		
Nhãn công giám sát																		
Nhãn công thu dọn vệ sinh																		
Máy móc																		
Phun dầu, nâng hạ, máy mài, xi khô																		
Vận chuyển tối thiểu 24psc/ chuyến (vận chuyển 2 chiều)																		
2 Chi phí gián tiếp																		
Chi phí khảo sát, thiết kế																		
Chi phí quản lý, lắp định mức																		
TỔNG CHI PHÍ THUỐC THUẾ (Cho 01 bộ)																		
TỔNG CHI PHÍ THUỐC THUẾ (Cho 70 bộ)																		
PR-1022-0171																		
TỔNG CHI PHÍ THUỐC THUẾ (Cho 215 bộ) - Refer																		
Total amount (VND - VAT excluded)																		
Total amount (USD - VAT excluded)																		
Budget in VND																		
Conclusion																		
III Other evaluation																		
Business experience with TMV																		
Delivery time																		
Payment terms																		
Conclusion																		

Meet TMV's technical requirements																
O																
Meet TMV's technical requirements																
O																
	lit	0.25	80,000	20,000	(15,000)											83%
	pcs	0.50	61,000	30,500	5,500											N/A
	Lot	1.00	75,000	75,000	(50,000)											N/A
	pcs	1.00	15,000	15,000												
					N/A											
	công	0.25	300,000	75,000	(100,000)											100%
	công	0.15	300,000	45,000	-											100%
	công	0.20	300,000	60,000	(10,000)											100%
	công	0.10	300,000	30,000	(5,000)											100%
					No charge											
					N/A											
	lot	1	25,000	25,000	(29,520)											N/A
	lot	1	145,000	145,000	(55,000)											99%
	lot	1	52,050	52,050	(28,402)											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 Tom 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 (\$72,550 /NDrack) can be fixed

Purchase Amount	Vendor Selection Approval Level	PUD			USER		
		Approved by Date	Checked by Date	Prepared by Date	Approved by Date	Checked by Date	Checked by Date
Up to \$1,000	Dept., Head						
\$1,001 - \$5,000	Div., Head						
\$5,001 - \$10,000	Sub-Group Head						
\$10,001 - \$30,000	Group Head	N.T.Trung GM	V.T.Quan DGM	L.D.Binh MA	H.A.Tuan GM	N.T.M.Loan MA	P.T.Thanh MA
From \$30,001	Top (VP & P)			V.T.P.Anh ST			