

TOYOTA MOTOR VIETNAM
Purchasing Division

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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

Ex-ante estimation
Note: VAT 10% excluded. Ex-rate : 24,800 VND/USD (Nov 30th, 2022)

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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	Index (vs Pud check)	Eval
Created with a trial version of Synctusion PDF library.																
Technical requirement evaluation:																
User comment (if any)																
Conclusion																
Cost evaluation																
Chi phí trực tiếp																
Vật tư																
Dầu chống gỉ Caltex																
Giấy giáp - Maker: 3M - Japan																
Hóa chất tẩy gỉ (TD - L4468T, PH - 2080R, DH - ZNP, AC - 14I, PH - 2080R)																
Giẻ lau lau tẩy.																
Vật liệu phụ																
Nhân công																
Nhân công tẩy gỉ																
Nhân công lau khô																
Nhân công phun dầu																
Nhân công kiểm tra, sắp hàng																
Nhân công kiểm tra, sắp hàng																
Nhân công thu dọn vệ sinh																
Mỹ mốt																
Phun dầu, nhúng ba, máy mài, xi khô																
Vận chuyển tới nhà 24pcs/ chuyên (vận chuyển 2 chiều)																
Chi phí gián tiếp																
Chi phí khảo sát, thiết kế																
Chi phí quản lý, lãi định mức																
TỔNG CHI PHÍ TRƯỚC THUẾ (Cho 01 bộ)																
TỔNG CHI PHÍ TRƯỚC THUẾ (Cho 70 bộ)																
TỔNG CHI PHÍ TRƯỚC THUẾ (Cho 215 bộ) - Refer																
Total amount (VND - VAT excluded)																
Total amount (USD - VAT excluded)																
Budget in VND																
Conclusion																
Other evaluation																
Business experience with TMV																
Delivery time																
Payment terms																
Conclusion																

- 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 your 1st run, we will evaluate again for next orders. In case CNV still pass technical evaluation & TMY request quantity ~ 24 racks/truck (or > 1 truck per time), this price (\$72,550 VND/rack) can be fixed

Purchase Amount	Vendor Selection Approval Level
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
From \$30,001	Top (VP & P.)