



VENDOR PROPOSAL

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

- 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

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)

No	Description	Budget	PUID check		CNV (First quotation)				TOAN MY			
			Unit price VND	Source	UOM	Qty	Unit price VND	Total VND	Index (vs Puid check)	Eval		
Technical requirement evaluation:			Meet TMV's technical requirements									
Conclusion			O									
User comment (if any)												
II Cost evaluation			O									
I	Chi phí trực tiếp											
Vật tư												
	Dầu chống gỉ Caltex											
	Giấy gói - Maker 3M - Japan		95,893	https://www.joycart.com/Product/55837922343/	Lot	1	35,000	35,000	36%	O		
	Hóa chất tẩy gỉ (TID - L4468T, PH - 2080R, DH - ZNP, AC - 14I, PH - 2080R)				Lot	1	25,000	25,000				
				N/A	Lot	1	125,000	125,000	N/A	N/A		
	Giẻ lau lau tẩy..				Lot	1	25,000	-				
	Vật liệu phụ				Lot	1	3,500,000	3,500,000	N/A	N/A		
Nhân công												
	Nhân công tẩy gỉ				công	0.50	350,000	175,000	117%	X		
	Nhân công lau khô				công	0.15	300,000	45,000	100%	O		
					công	0.20	350,000	70,000	117%	X		
	Nhân công phun dầu			PO-1022-0194	công	0.10	350,000	35,000	117%	X		
	Nhân công kiểm tra, sắp hàng				công	0.10	400,000	40,000	80%	X		
	Nhân công giám sát	63,637,560										
	Nhân công thu dọn vệ sinh											
Máy móc												
	Phun dầu, nâng hạ, máy mài, xi khô			N/A	lot	1	54,520	54,520	N/A	N/A		
	Vận chuyển tối thiểu 24ps/ chuyến (vận chuyển 2 chuyến)		145,833	Est transportation fee from Hưng Yên to Vinh Phuc	lot	1	200,000	200,000	137%	X		
2 Chi phí gián tiếp												
	Chi phí quản lý, thiết kế			N/A	lot	1	24,136	24,136	N/A	N/A		
	Chi phí quản lý, lắp đặt máy			TMV's Vendor rate	lot	1	80,452	80,452		O		
	TỔNG CHI PHÍ TRƯỚC THUẾ (Cho 01 bộ)							909,108				
	TỔNG CHI PHÍ TRƯỚC THUẾ (Cho 70 bộ)							63,637,560				
	- PK-1022-0171							195,458,220				
	TỔNG CHI PHÍ TRƯỚC THUẾ (Cho 215 bộ) - Refer							63,637,560				
	Total amount (VND - VAT excluded)	63,637,560						2,566				
	Total amount (USD - VAT excluded)	2,566						100%	vs budget			
	Budget in VND	63,637,560										
Conclusion			O									
III Other evaluation												
	Business experience with TMV									Yes		
2	Delivery time									30 days after receiving the order		
3	Payment terms									100% after goods are delivered		
Conclusion			O									

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- 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 (\$72,550 VND/rack) 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						
Over \$30,001	Top (VP & P)						