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

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 S1 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)

No	Description	Budget	PUD check		CNV (First quotation)						TOAN MY						CNV (Final quotation)						
			Unit price VND	Source	UOM	Q'ty	Unit price VND	Total VND	Index (vs Pud check)	Eval	UOM	Q'ty	Unit price VND	Total VND	Index (vs Pud check)	Eval	UOM	Q'ty	Unit price VND	Total VND	Diff vs 1st quotation	Index (vs Pud check)	Eval
I	**Technical requirement evaluation:**																						
	User comment (if any)				Meet TMV's technical requirements						Meet TMV's technical requirements						Meet TMV's technical requirements						
	Conclusion				O						O						O						
II	**Cost evaluation**																						
1	**Chi phí trực tiếp**																						
	Vật tư																						
	Dầu chống gỉ Caltex		95,893	https://www.yoycart.com/Product/558377922343/	Lot	1	35,000	35,000	36%	O	lit	200	95,000	19,000,000	99%	O	lit	0.25	80,000	20,000	(15,000)	83%	
	Giấy giáp - Maker: 3M - Janpan		N/A		Lot	1	25,000	25,000	N/A	N/A	N/A						pcs	0.50	61,000	30,500	5,500	N/A	
	Hóa chất tẩy gỉ (TD – L4468T, PH – 2080R, DH - ZNP, AC - 141, PH – 2080R)				Lot	1	125,000	125,000									Lot	1.00	75,000	75,000	(50,000)		
	Giẻ lau,găng tay..				Lot	1	25,000	-									pcs	1.00	15,000	15,000			
	Vật liệu phụ				N/A						Lot	1	3,500,000	3,500,000	N/A	NA	N/A						
	Nhân công																						
	Nhân công tẩy gỉ		300,000	PO-1022-0194	công	0.50	350,000	175,000	117%	X	công	108	300,000	32,400,000	100%	O	công	0.25	300,000	75,000	(100,000)	100%	
	Nhân công lau khô		300,000		công	0.15	300,000	45,000	100%	O	N/A						công	0.15	300,000	45,000	-	100%	
	Nhân công phun dầu		300,000		công	0.20	350,000	70,000	117%	X							công	0.20	300,000	60,000	(10,000)	100%	
	Nhân công kiểm tra, sắp hàng		300,000		công	0.10	350,000	35,000	117%	X							công	0.10	300,000	30,000	(5,000)	100%	
	Nhân công giám sát		500,000		công	0.10	400,000	40,000	80%	O							No charge						
	Nhân công thu dọn vệ sinh		300,000		N/A						công	1.00	270,000	270,000			N/A						
	Máy móc																						
	Phun dầu, nâng hạ, máy mài, xì khô		N/A		lot	1	54,520	54,520	N/A	N/A							lot	1	25,000	25,000	(29,520)	N/A	N/A
	Vận chuyển tối thiểu 24pcs/ chuyến (vận chuyển 2 chiều)		145,833	Est transportation fee from Hung Yen to Vinh Phuc	lot	1	200,000	200,000	137%	X	pcs	215	30,000	6,450,000	O (compare to usual 2 way transporation fee of Toan My to TMV)		lot	1	145,000	145,000	(55,000)	99%	O
2	**Chi phí gián tiếp**																						
	Chi phí khảo sát, thiết kế		N/A		lot	1	24,136	24,136	N/A	N/A													
	Chi phí quản lý, lãi định mức		5~10%	TMV's Vendor rate	lot	1	80,452	80,452		O				6,162,000		O	lot	1	52,050	52,050	(28,402)		O
	TỔNG CHI PHÍ TRƯỚC THUẾ (Cho 01 bộ)							909,108												572,550	(336,558)		
	TỔNG CHI PHÍ TRƯỚC THUẾ (Cho 70 bộ) - PR-1022-0171						**828,656**	**63,637,560**												**40,078,500**	**(23,559,060)**		
	TỔNG CHI PHÍ TRƯỚC THUẾ (Cho 215 bộ) - Refer							*195,458,220*						*67,782,000*						*123,098,250*	*(72,359,970)*		
	Total amount (VND - VAT excluded)	**63,637,560**						**63,637,560**												**40,078,500**	**(23,559,060)**		
	Total amount (USD - VAT excluded)	**2,566**						**2,566**												**1,616**	**-950**		
	Budget in VND	**63,637,560**						**100%**	vs budget											**63%**	vs budget		
	Conclusion				O						O						O						
III	**Other evaluation**																						
1	Business experience with TMV				Yes						Yes						Yes						
2	Delivery time				15 days after receiving the order						30 days after receiving the order						15 days after receiving the order						
3	Payment terms				100% after goods are deliveried						100% after goods are deliveried						100% after goods are deliveried						
IV	**Conclusion**				O						O						O						

Remark

- 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 reult 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/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)

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

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