

Request for Proposal (RFP) for Wooden Drum and Lagging Supplier for Business of Sterlite Technologies Limited

Context

STL - is looking to its Packing Infrastructure, Systems and Processes to support its future growth. The division is looking to forge strategic alliances with Suppliers in Wooden Drums and Lagging / Drum Assembling and Packing contractors in the country who can take up services on a turnkey basis. The objective is to be cost and service efficient and providing visibility of the Finished Goods to be packed in great Cost & Quality efficient manner.

STL- would like to take a long term view of the partnership and understands that for this partnership to give sustainable benefits and service levels, efforts would need to be put in by both parties (STL & the Supplier / Service Provider)

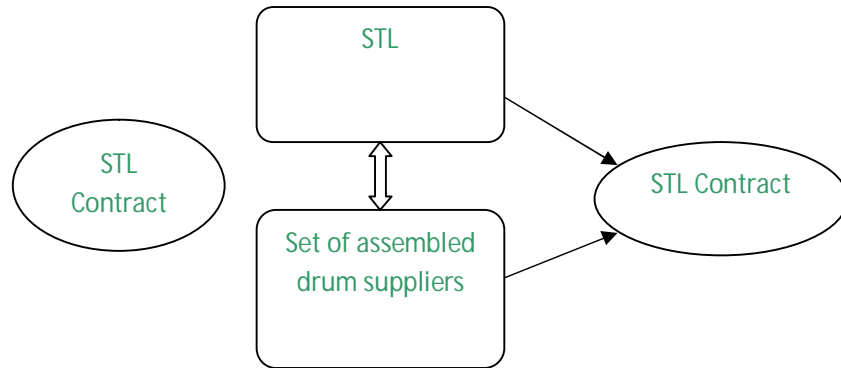
Network for which service needs to provided

Power Transmission Business (PTB): The PTB business operates out of three plants, i.e. Haridwar, Silvassa & Jharsuguda in Orissa. Approximately about 70000 MT per annum is dispatched out of the Haridwar plant, 25000 MT per annum is dispatched out of the Silvassa plant and another 18000 MT per annum will be dispatched out of Jharsuguda plant. For which there is a need of around 37 thousand Numbers of Wooden Drums across PTB and for the same we need around 22 Lacs Wooden Laggings.

- STL interested in accepting more then 100% of drums in Assembled form.
- Suppliers having their own Manufacturing facility will be preferred.
- Suppliers having their own Assembling Facility near to our Plant will be preferred.
- Suppliers will have to maintain their stock at Local Assembling site as per our Business Plan for next month.
- Above Production is based on Business Plan for FY 2011-12.

Operating Mechanism (For Wooden Drums)

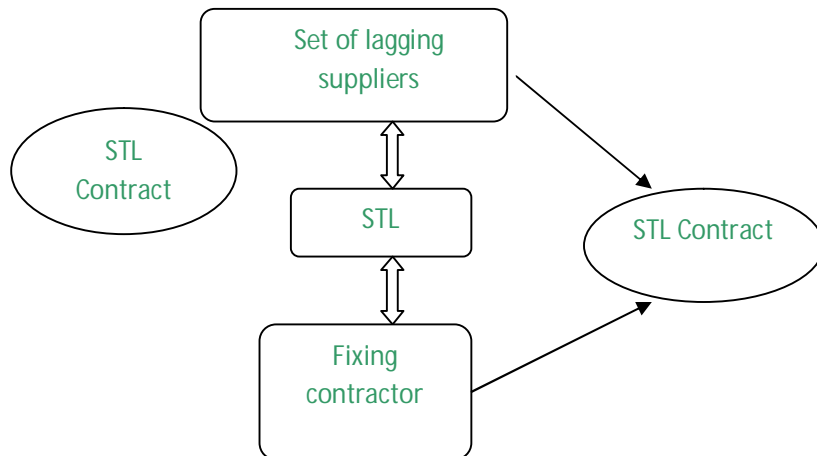
STL will have contract with multiple Suppliers for assembled Drums with Share of Business of 70 % - 30 % ratio.



Operating Mechanism (Wooden Lagging)

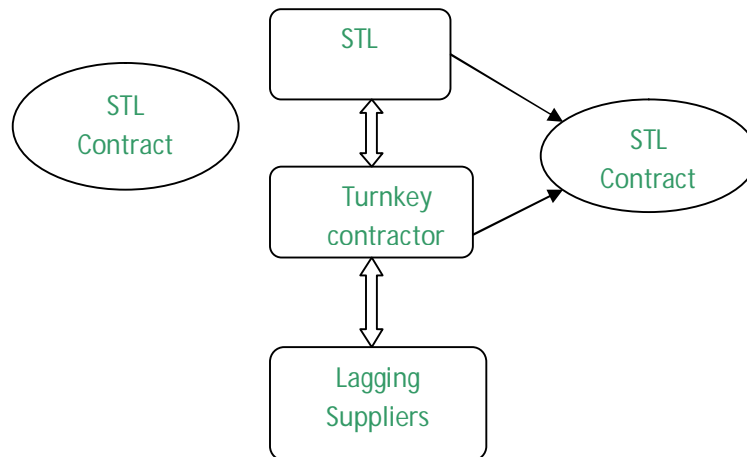
Option A:

STL will have contract with multiple Suppliers for Lagging and the same will be fixed on Drums by single Contractor and Share of Business will be 70 % - 30 % ratio.



Option B:

STL will have contract with single Turn Key Contractor and he may have contract with multiple Suppliers for Lagging- Turnkey Model-, Share of Business will be 100 % ratio.

**Contracting Terms**

We are looking at following options:

- Turnkey contract for final lagging fixing on drums with lagging and consumables for Haridwar Plant.
- Contract for buying 100 % assembled drums.
- Contract only for supply of wooden lagging.
- Rates of drums on the basis of per CFT basis for wooden Parts and per KG on Hardware basis at FOR Haridwar. All services will be included in these rates.
- Rates of Lagging on per CFT basis for Wood, Seasoning and Chemical Treatment.

Scope of Services

- Daily receipt of assembled wooden drum as per our production plan, Premises to our site (unloading at our site will be in Supplier scope)
- All material should to be received as per our production plan from 8:00 am to 5:30 pm.
- Reporting of Delivery Conformance (On time Delivery/ Missing / Delayed/ Accidents etc)
- Service Level Adherence

**Request for Information (RFI) For Packing Material
(Wooden Drums & Lagging) - Sterlite Technologies
Limited**



Please fill up and email to packing.project@sterlite.com

General & Contact Information					
Company Name:					
Address:					
Phone Nos					
Fax Nos					
Website					
Contact Persons	Name	Phone No	Mobile No	Email Id	
Person 1					
Person 2					
Person 3					
Company Specific Information					
Year of Establishment					
Turnover (INR in Crores)	2010-11 2009-10		2008-09 2007-08		
Structure of Company (Please Tick)	Public Listed		Partnership		
	Pvt Ltd		Proprietorship		
Do you have offices in the following locations? (Pl Tick)	Vapi/Silvassa		Haridwar	Pune	
<i>Please attach the list of branches/ offices that your company has along with the name and contact details of the responsible person there.</i>					
Years of Experience in Wooden Business					
Directors / Partners / Owners	Name	Position held in Company	Mobile Number	Phone Number	Email Id
Person 1					
Person 2					
Person 3					
Person 4					
Provide the limit of the Bank Gurantee that you can provide to your customers in Rs.					
Information on the Sites Owned and Attached with your Company					
Please provide the details of Manufacturing facilities you are having.	Type of Site	No Self Owned	No Attached / Taken from Market	No of Hex Saw Machine that can be dedicated to Sterlite	
	No of Hex Saw Machine				
	Sites in Haridwar				
	Manufacturing facilities near by Haridwar Assembling facility near by Haridwar.				
Experience Details					
Areas (States) in which the Vendor mostly operates, please name them from Highest to lowest:	No	Name of the state	Main Companies Served	Amount of Business per Annum in this state (Rs)	
	1				
	2				
	3				
	4				
Type of industry served	No	Type of Material Supplied	Name of the companies served	Quantity Supplied per Month in each Catagory	% of Total Sales Turnover (Annual Billing)
	1				
	2				
	3				
	4				
Are you working for any Cable Manufacturers (if yes provide details)	No	Name the Cable Manufacturer	Quantity of Cable handled per Annum	Turnover with Vendor	Provide Reference Name in the company
	1				
	2				
	3				
Client References					
Name of the client along with their contact details	No	Name of the Client	Designation	Contact details & phone no's.	Email Id
	1				
	2				
	3				
	4				
5					