

“Invitation for Expression of Interest”

Motor Requirement for MSIL Suppliers

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Brief Description:-

Maruti Suzuki India Limited (hereinafter referred to as “Maruti Suzuki”), Gurgaon invites Expression of Interest (EOI) for meeting the requirement of motors used in various parts of the Vehicles manufactured by Maruti Suzuki, by manufacturing motors in India.

This requirement is for catering to Maruti Suzuki’s component manufacturer’s motor requirement and this EOI is being issued by Maruti Suzuki in order to facilitate the component manufacturer’s supplying components and parts to it. The business relation will be entirely between the Component Manufacturer & the Motor supplier.

Indicative requirement for motors is as follows:

| S. No. | Part | Annual Requirement (Million pcs) | Application of Motors |
|--------|-------|-------------------------------------|---|
| 1 | Motor | 11.92 | Used in Outside Rear View Mirror, Head Lamp Leveler Adjuster , Door Latches |

Assumption:-

- i) Working days in a year : 280

MARUTI SUZUKI INDIA LIMITED

Gurgaon Plant :
Palam Gurgaon Road, Gurgaon 122015
Haryana, India
Tel: 0124-2346721 Fax: 0124-2341304

Registered Office :
Plot No. 1, Nelson Mandela Road
Vasant Kunj, New Delhi 110070, India
Tel: 011-46781000 Fax: 011-46150275-76

Manesar Plant :
Plot No. 1, Sector 3A, IMT
Manesar, Gurgaon 122051 Haryana, India
Tel: 0124-4884000 Fax: 0124-4884199

Technical Requirements:-**1. Manufacturing Line:**

- a) Flexibility in Manufacturing Line to cater any process or specification change in future.
- b) Flexibility to cater to any change in volume.
- c) Flexibility to make Proto Parts for new development.
- d) SCADA (Supervisory control and data acquisition)
- e) Capability to develop new motors in line with upcoming trends.

2. Plant Requirement:

- a) Covered Plant to avoid any kind of Contamination.
- b) Separate & Covered Area for Incoming & Finished Material.
- c) Separate Inspection Area.
- d) All Environment related & Legal Compliance.
- e) Further Capacity Expansion Plan (If Required).

3. Testing & Inspection Requirement:

Necessary Equipment's required for testing and inspection of motors.

4. Traceability Requirement:

Following Documents must be stored for a minimum period as mutually agreed between MSIL, Tier 1 and Selected Supplier.

- a) All Production related data (Shop floor process controls / Lab Testing etc.)
- b) Incoming Raw Material Test Certificates
- c) Equipment Calibration Records

5. Experience of Manufacturing Motors :

- a) Supplier should have good Motor Manufacturing experience for Auto Components and furnish the details of existing customers and collaborations.

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- b) Supplier should have knowledge of advanced Production & Quality systems applicable in Auto Industry.
- c) Supplier should have the knowledge of JIT/DOL Systems.
- d) Supplier should be familiar with web based supply chain concept.
- e) Supplier should be capable of meeting consistent process capability details.

6. Manpower Requirement:

- a) A proper organisation structure should be available with clear identification of KPI's.
- b) Experienced, trained and technically educated manpower should be available to handle areas like Testing, Production and Quality etc.

7. Miscellaneous Requirements:

- a) All Raw Materials/ BOP to be used for Production must be procured from a reputed supplier to ensure Quality. Proposed RM / BOP sources to be specified in project report.
- b) Storage of Raw Material / BOP must be done in prescribed environmental conditions.
- c) All Shop Floor / Lab processes must have defined Operation standards.
- d) R&D capability for development of new motors to be specified in project report.

Other Details:-

- 1. **Timelines:** All EOIs should reach MSIL with a proposal on or before 31 Aug 2019. The proposal should contain the following:-
 - a. Background and existing business details.
 - b. Financial details of the company such as Turnover, Profit after Tax, Return on capital employed and Debt / Equity ratio.
 - c. Project Plan mentioning important milestone till SOP. Sample submission date to be decided mutually between Tier 1, MSIL and selected supplier.
 - d. Details as requested in attached SOR Annexure.
- 2. Contact at MSIL: For any query, you may contact the following person:-
 - Mr. Chetan Sharma (+9654370023) Chetan.sharma@maruti.co.in

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All EOIs to be submitted on e-mail to the undersigned and a copy to above.

Terms & Conditions:-

1. It is on the sole discretion of MSIL to decide upon the EOI's received.
2. MSIL reserves the right to select or drop the EOI's for further evaluation.
3. Selection of the supplier will be done as per MSIL policy.
4. MSIL reserves the right to cancel this activity and recall the invitation of EOI at any time before awarding the LOI without assigning any reason whatsoever.
5. Selected source will be liable to sign a Non-Disclosure / Confidentiality Agreement / Tri Party agreement with MSIL & Concerned Tier-1.
6. The selection of EOI shall be non-exclusive and shall be at the sole discretion of MSIL.
7. This invitation to "Expression of Interest" is not an offer and is issued with no commitment. MSIL reserves the right to withdraw the EOI and change or vary any part thereof at any stage. MSIL also reserves the right to disqualify any bidder, should it be so necessary at any stage.
8. MSIL reserves the right to withdraw this EOI if MSIL determines that such action is in the best interest of MSIL.
9. Short listed bidders would be issued formal tender enquiry / Request for Proposal / Request for Quotation inviting their technical and commercial bids at a later date.
10. Timing & sequence of events resulting from this invitation to EOI shall ultimately be determined by MSIL.
11. No oral conversations or agreements with any employee of MSIL shall affect or modify any terms of this invitation for EOI.
12. Applicants who are found to canvass, influence or attempt to influence in any manner the qualification or selection process, including without limitation, by offering bribes or other illegal gratification, shall be disqualified from the process at any stage.
13. By submitting a proposal, each bidder shall be deemed to acknowledge that it has carefully read the entire invitation for EOI, including all forms, schedules and annexure hereto and has fully informed itself as to all existing conditions and limitations.
14. The proposal, all correspondence and documents shall be written in English.

For and on Behalf of MSIL

Pawan Gupta
Vice-President, Supply Chain
Maruti Suzuki India Limited
Pawan.Gupta@maruti.co.in

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