

# **“Draft Invitation for Expression of Interest”**

## **PCB Requirement for MSIL ‘s 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 PCBs used in various parts.

This requirement is for catering to Maruti Suzuki’s component manufacturer’s PCB’s requirement. The business relation will be entirely between the Component Manufacturer & the PCB supplier.

Indicative requirement for PCBs is as follows:

S.No.	Part	Annual Requirement (Sq Mtr)	Application of PCBs
1	PCB	89307	Controllers (EPS, EPI, Shock, Body Control module, Air Bag ) Speedometer, Tuner, MCU

Working days in a year: 280

### **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
- e) Capability to develop new PCBs 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 Equipments required for testing and inspection of PCBs.

**4. Traceability Requirement:**

Following Documents must be stored for a minimum period of 10 years

- 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 PCBs:**

- a) Supplier should have good PCB Manufacturing experience for Auto Components and furnish the details of existing customers and collaborations.
- b) Supplier should have knowledge to 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 to be used for Production must be procured from a supplier of international repute to ensure Quality.
- b) Storage of Raw Material must be done in prescribed environmental conditions.
- c) All Shop Floor / Lab processes must have defined Operation standards.

## **Other Details:-**

1. **Timelines:** All EOIs should reach MSIL with a proposal on or before 16<sup>th</sup> Jul 18. The proposal should contain the following:-
  - a. Background and existing business details.
  - b. Fulfilment of above mentioned criteria by sharing a detailed project report.
  - c. Project Plan mentioning important milestone till SOP. Sample submission date to be decided mutually between Tier 1, MSIL and selected supplier.
2. Contact at MSIL: For any query, you may contact the following person:-

Mr. Chetan Sharma (+91 9654370023) [Chetan.Sharma@maruti.co.in](mailto:Chetan.Sharma@maruti.co.in)

**All EOIs to be submitted on e-mail to the undersigned & 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 with MSIL & Tier-1 and tri-party agreement with concerned Tier-1 & MSIL.
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 and 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 and all correspondence and documents shall be written in English.

For & on Behalf of MSIL

**Deepak Thukral**

**Vice President, Supply Chain**

**Maruti Suzuki India Limited**

[Deepak.Thukral@maruti.co.in](mailto:Deepak.Thukral@maruti.co.in)