

“Invitation for Expression of Interest” **Magnet Requirement for MSIL Suppliers**

Confidentiality Acknowledgement This document is the exclusive property of Maruti Suzuki India Limited, a company incorporated under “The Companies Act 1956”, (“MSIL”); the recipient agrees that they may not copy, transmit, use or disclose the confidential and proprietary information in this document by any means, or announce the issuance of this RFQ without the expressed and written consent of MSIL. By accepting a copy, the recipient agrees to adhere to these conditions to the confidentiality of MSIL’s practices and procedures; and to use these documents solely for submitting their proposals.

Brief Description:-

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

This requirement is for catering to Maruti Suzuki’s component manufacturer’s magnet 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 Magnet supplier.

Indicative requirement for magnets is as follows:

S. No.	Magnet Type	Annual Requirement (Million pcs)	Application of Magnets
1	Ferrite Magnet > 6 Grade	27	Motors (used for EPS, Power window regulator, Wiper Assy, ECM); Sensors (Cam position and Crankshaft position); Fuel Pumps; Speakers
2	Rare Earth Magnet	5	

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) Capability to develop new magnets 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 magnets such as

- a) Online XRF Check
- b) Environmental Test Chamber for physical testing
- c) High Precision equipment for magnetic properties measurement

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 Magnets:**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

Way of Life!

- a) Supplier should have good Magnet 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 reputed supplier to ensure Quality. Proposed RM source to be specified in project report.
- b) Storage of Raw Material 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 magnets to be specified in project report.

Other Details:-

1. **Timelines:** All EOIs should reach MSIL with a proposal on or before 10th Mar 18. 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. Tentative T1 Sample submission date shall be Nov 2018 and SOP shall be Apr 2019.
 - d. Fulfilment of above mentioned criteria by sharing a detailed project report including proposed manufacturing location.
 - e. Details as requested in attached Annexure_SOR.

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

Way of Life!

2. Contact at MSIL: For any query, you may contact the following person:-

- Mr. Chetan Sharma (+9654370023) Chetan.sharma@maruti.co.in

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 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.

For and on Behalf of MSIL

Deepak Thukral
Sr. Vice-President, Supply Chain (EAE)
Maruti Suzuki India Limited
Deepak.Thukral@maruti.co.in

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