

**Request For Proposal (RFP) for Logistics service provider for domestic dispatch business of Sterlite Technologies Ltd.**

**Context**

STL - is looking to its Logistics Infrastructure, Systems and Processes to support its future growth. The division is looking to forge strategic alliances with leading 3PL service providers / Transport contractors in the country who can take up services on a turnkey basis on a door-to door delivery basis or operating on own fleets and direct truck placement and services The objective is to be cost and service efficient and providing visibility of the consignments end to end basis.

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 Service Provider)

**Network for which service needs to provided**

Total Transportation service Opportunity of 60 Crs for entire STL

Power Transmission Business (PTB): The PTB business operates out of three plants, i.e. Haridwar, Silvassa & Jharsuguda in Orissa. Approximately about 85000 MT per annum is dispatched out of the Haridwar plant, 30000 MT per annum is dispatched out of the Silvassa plant and another 25000 MT per annum will be dispatched out of Jharsuguda plant.

Telecom Business having approximately about Qty 25000 Mt per annum will be dispatched out of Plant from Silvassa.

\*FTL will be the mode of dispatch - 99% dispatch for Power Conductor business

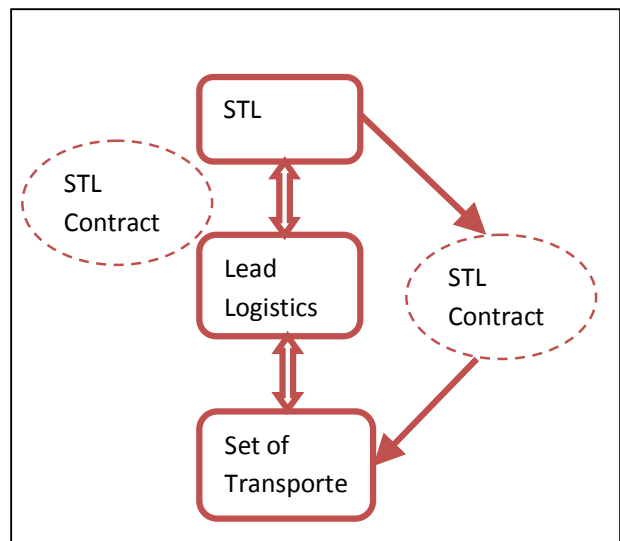
\*Telecom business operates on volumetric basis with capacity utilisation of approx 65%

\*Trailers (18, 20, 22 & 26mt) is preferred fleet mode

\* Above dispatches are estimated based on internal Plan for FY 2012-12

**Operating Mechanism**

STL will have contracts with multiple transporters & Share of Business will be 70 % - 30 % ratio.



## 1. Contracting Terms

We are looking at following options:

- a) Ex- Haridwar, Silvassa & Jharsuguda - single blended rate for Pan India ( Above & Below 400 km) -Rate/Mt/Km
- b) Ex- Haridwar, Silvassa & Jharsuguda - Destination wise Rate / Mt
- c) Telecom - OFC/IMS/OF - From Ex- Silvassa & Aurangabad - Rate/Vehicle
- d) Inward Jaipur to Haridwar - Rate/MT
- e) Furnace Oil - Inward Mathura to Haridwar - Rate/ Mt

## 2. Scope of Services

Outbound Dispatches of Finished goods from plant (i.e. Haridwar, Silvassa, Aurangabad & Jharsuguda) premises to Customer sites

Truck Placement at Plant

- Reporting of Delivery Conformance (On time Delivery/ Missing / Delayed/ Accidents etc)
- Service Level Adherence

## 3. Service Levels

SLA Clause	Target	Remark
Truck Placement Adherence	95%	Within 24 hours from Indent
Transit Time Adherence	98%	As per transit time agreed
Vehicle Capacity Utilization	98%	

## Value Added Services

- Simplifying Bill Processing
- Simplifying SOP for availing service
- MIS Format for comprehensive reporting of cost and service via-a-vis contracts
- Audit Mechanism
- Monthly Review of every month pertaining to Placement, Delivery & Concern.

## 4. Next Steps

- Interested service Providers to send the detailed RFI and other documents as stated below.
- The shortlisted service providers would be given chance to quote as per RFQ and also participate On-Line Bidding
- Participating Transporters must comply with all requirements established in the Notice Inviting for Tender
- Interested Parties requested to Submit the documents on the following manners with Duly sign in Hard copy on the Sealed Envelope.
  - a. Covering Letter
  - b. RFI as per Attached
  - c. Balance Sheet – 3 years
  - d. Directors List with contact
  - e. IBA Approved Copy.

### **Sterlite Contacts: -**

Mr. Nityanand Sharma

Sterlite Technologies Ltd, Plot-2D, Sector-10, IIE-SIDCUL, Haridwar, Uttrakhand-249403, INDIA

Phone - + 91 – 1334 – 660233, Cell: +91 – 9760005601, E mail: [logistics.project@sterlite.com](mailto:logistics.project@sterlite.com)



## Request for Information (RFI) For Transportation - Sterlite Technologies Limited

General & Contact Information						
Company Name:						
Address:						
Phone Nos						
Fax Nos						
Website						
<b>Contact Persons</b>	<b>Name</b>	<b>Phone No</b>	<b>Mobile No</b>	<b>Email Id</b>		
Person 1						
Person 2						
Person 3						
Company Specific Information						
Year of Establishment						
Turnover (INR in Crores)	2011		2009			
	2012 - Estimated		2010			
Structure of Company (Please Tick)	Public Listed		Partnership			
	Pvt Ltd		Proprietorship			
Do you have offices in the following locations? (PI Tick)	Vapi/Silvassa		Haridwar		Aurangabad	
	Jharsuguda					
<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 Transportation						
<b>Directors / Partners / Owners</b>	<b>Name</b>	<b>Position held in Company</b>	<b>Mobile Number</b>	<b>Phone Number</b>	<b>Email Id</b>	
Person 1						
Person 2						
Person 3						
Person 4						
Are you IBA Approved? (Yes/No) If yes also provide name of Bank(s) Also Provide the limit of the Bank Guarantee that you can provide to your customers in Rs.	<i>If yes please attach all the necessary documentation along with this RFI</i>		<b>IBA Registration No</b>		<b>IBA Valid Till</b>	
Total Number of Employees in your company	<b>Level</b>	<b>Number of People</b>				
	Management					
	Office Staff					
	Drivers Temporary Staff					
Technological Capabilities & Safety Measures	<b>S. No.</b>	<b>Capability</b>		<b>Please Fill</b>		
	1	No. of Computers				
	2	Do you use Microsoft Office? (Yes / No)				
	3	Truck Tracking Facility? (Yes / No)				
4	If Yes, Truck Tracking Facility, than specify Methodology of Tracking System					
Information on the Vehicles Owned and Attached with your Company						
Please provide details of the trucks/ trailers owned and attached with your company	<b>Type of Truck</b>	<b>No Self Owned</b>	<b>Average Age of Self Owned Vehicles</b>	<b>No Attached / Taken from Market</b>	<b>Number of vehicles that can be dedicated for Sterlite</b>	
	No of 6 Wheeler Trucks					
	No of 10 Wheeler (Taurus)					
	No of 14 Wheeler (Trailer)					
	No of Tankers					
	No of LPT Trucks <i>Other (Pls Specify)</i>					
Experience Details						
Areas (States) in which the transporter mostly operates, please name them from Highest to lowest:	<b>No</b>	<b>Name of the state</b>	<b>Main Cities Served</b>		<b>Amount of Business per Annum in this state (Rs)</b>	<b>Back up facilities in case of breakdown (Tracking and Repair)</b>
	1					
	2					
	3					
	4					
Type of cargo handled and industry served	<b>No</b>	<b>Type of Goods transported</b>	<b>Name of the companies served</b>	<b>Quantity (Number of Truckloads) per Annum</b>	<b>% of Total Sales Turnover (Annual Billing)</b>	
	1					
	2					
	3					
	4					
Are you working for any Cable Manufacturers (if yes provide details)	<b>No</b>	<b>Name the Cable Manufacturer</b>	<b>Quantity of Cable handled per Annum</b>	<b>Freight Billing with the company (Rs. Per Annum)</b>	<b>Provide Reference Name in the company</b>	<b>Reference Tel &amp; Mob Nos</b>
	1					
	2					
3						
Client References						
Name of the client along with their contact details	<b>No</b>	<b>Name of the Client</b>	<b>Designation</b>	<b>Contact details &amp; phone no's.</b>	<b>Email Id</b>	
	1					
	2					
	3					
	4					
5						