1. Contents

1. Contents
2. Instructions for Responding
3. Company Background & Business Activities
4. Procurement Details and Specifications
5. Procurement Process
6. Evaluation Methodology
7. Supplier Requirements
8. Technical Proposal Response
9. Products Lifecycle
10. Past Performance Requirements
11. Payments
12. Requirements for Proposal
13. Evaluation and Award Process
14. Points of contact for future correspondence
2. Instructions for Responding

2.1 Introduction

The purpose of this Request for Proposal (RFP) is to assist in the specification and selection of a supplier to support RSB Group. This document provides information about RSB and its plans to procure Hardware along with detailed questions about your solution. It will be sent to several vendors who will be invited to demonstrate their capabilities to us. You are therefore advised to include as much information as you consider sufficient on your proposed solution.

You are invited to tender for the supply of services to meet the company’s requirements. The requirement is purely phase wise; this includes the supply of item(s) as per specifications with service support and future up-gradation of hardware.

This document and the response that is provided by the supplier will form part of any contract between RSB and the supplier.

Suppliers will assume all costs and expenses it incurs in providing a response to this RFP and any other prior or subsequent activity associated with the RFP process, including the evaluation of the proposal, Supplier presentations, meeting attendance, due diligence and/or contract negotiations, regardless of whether or not RSB Group enters into an agreement with Supplier. Supplier waives any right to claim of damages of any nature whatsoever, based on the RFP process, on communications associated with the RFP process, or on RSB Group final selection or non-selection of a supplier.

2.2 Supplier’s Response

Responses to the RFP to be returned to Sushil Mohapatra & Nilotpal Sengupta in attached embedded format by email (sushil.mohapatra@rsbglobal.com & Nilotpal.sengupta@rsbglobal.com) no later than 16:00 on 10-10-2008. Suppliers must describe how their services will address all the technical and functional requirements described in the following sections.

All questions should be directed to Sushil Mohapatra & Nilotpal Sengupta via the e-mail addresses above.

RSB would like to thank you in anticipation of your response, and for agreeing to take part in this RFP. We look forward to your response, and will inform you of the outcome of your response as soon as possible.

2.3 Project Timetable

The project of procuring hardware involves the following key steps:

- Issuance of this document to a list of potential suppliers by Thursday 25-Sep-08
- Responses to be received by RSB by 16:00 on Wednesday 10-Oct-08 including all commercial details
On the basis of the replies to the RFP document RSB will select its short listed suppliers by **Friday 25-Oct-08**

Second phase of process will start from **Monday 03-Nov-08**, where in the short listed suppliers will be evaluated and final negotiations conducted to choose a preferred supplier(s). Contract Signing **Monday 10-Nov-08**.

### 3. Company Background, Locations & Business Activities

**RSB Group** is India’s leading engineering and components manufacturing business house catering to a wide variety of automotive components. It was established in 1975, in Jamshedpur. Today, with a turnover of 150 million dollars, RSB Group is one of the largest engineering and automotive components manufacturing entities in the country. The Group has spread its wings to reach to its customers more effectively by setting up five branches in India, seven manufacturing plants and one in the Michigan, USA. The Group’s core capabilities range from design to manufacturing of aggregates and systems related to commercial vehicles, passenger cars, construction and farms equipments, wide variety of automotive and off-highway equipments. The Group comprises five different companies, namely; RSB Transmissions (I) Ltd, International Auto Ltd, Miller Brothers Manufacturing (USA), i-Design Engineering Solutions Ltd & i-Vitesse Technologies Pvt Ltd.

The RSB Group has progressed from a Components Manufacturer to a Systems Supplier. Today RSB group Plants are ISO/TS16949, ISO: 14001 and OHSAS: 18001 certified.

<table>
<thead>
<tr>
<th>Sr. No.</th>
<th>Location</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Corporate Office</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Floor, Nyati Millenium, Viman Nagar, Pune, Maharshtra – 411014</td>
</tr>
<tr>
<td>2</td>
<td>International Auto Limited, Pune</td>
<td>Gat No. 908, Pune-Nagar Road, Sanaswadi, Tal.: Shirur, Pune – 412208</td>
</tr>
<tr>
<td>4</td>
<td>International Auto Limited Pl-1, JSR</td>
<td>C-20 &amp; C-27,Phase IV, Industrial Area, Gamharia, Jamshedpur – 832108</td>
</tr>
<tr>
<td>6</td>
<td>RSB, Pune</td>
<td>Gat No. 908, Pune-Nagar Road, Sanaswadi, Tal.: Shirur, Pune – 412208</td>
</tr>
<tr>
<td>7</td>
<td>RSB, JSR</td>
<td>NS 25, VI Phase, Industrial Area, Gamharia Jamshedpur – 832108</td>
</tr>
<tr>
<td>8</td>
<td>International Auto Limited, Chennai</td>
<td>Gat No23,24, Sipcot Industrial Park ,Katrambakkam Irungattukotai, Tal: Sripurambudur Kanchipuram, Chennai - 602105</td>
</tr>
<tr>
<td>9</td>
<td>RSB, Uttrakhand</td>
<td>Plot No.23, Sector – 11, (TATA Vendor Park) Udham Singh Nagar, Pantnagar – 263153 Uttrakhand</td>
</tr>
<tr>
<td>10</td>
<td>RSB, Orissa</td>
<td>At. : Mania, P.O.- Uchhapada(Tangi), Cuttack, Orissa - 754022</td>
</tr>
</tbody>
</table>
4. Procurement Details and Specifications

RSB Group procured 150+ Desktops and 70+ Laptops in 2007-2008. For the year 2008-2009 we have plans to expand our procurement by more 250+ Desktops, 100+ laptops, 15+ Servers and 20+ Printers across different Indian locations.

- **Detail Specifications -**
  
  a) **Desktop**

  1) Intel Dual Core 2 GHz, 945 GCL Motherboard, HDD 60 GB, RAM 512 MB, 17“ TFT, XP Pro OS, No CD / DVD ROM Drives, Standard Keyboard, Optical Mouse, 10/100/1000 LAN card
  2) Intel Dual Core 2 GHz, 945 GCL Motherboard, HDD 60 GB, RAM 1GB, 17“ TFT, XP Pro OS, No CD / DVD ROM Drives, Standard Keyboard, Optical Mouse, 10/100/1000 LAN card
  3) Intel Dual Core 2 GHz, 945 GCL Motherboard, HDD 60 GB, RAM 2GB, 17“ TFT, XP Pro OS, No CD / DVD ROM Drives, Standard Keyboard, Optical Mouse, 10/100/1000 LAN card
  4) Intel Dual Core 3 GHz, 945 GCL Motherboard, HDD 160 GB, RAM 3GB, 17“ TFT, XP Pro OS, DVD ROM Drives, Optical Mouse, 10/100/1000 LAN card

  b) **Laptop**

  1) AMD Athlon™ 64 X2 Dual-Core Mobile technology TK-57, 1GB Memory, 120 GB HDD, XP Pro, 10/100/1000 LAN card, 15.4” Display
  2) Intel Core 2 Duo Processor T5670, 2GB Memory, 120 GB HDD, XP Pro, 10/100/1000 LAN card, 12- 14 “ Display, Weight below 2KG, Camera Optional
  3) Intel Core 2 Duo Processor T5670, 2GB Memory, 120 GB HDD, XP Pro, 10/100/1000 LAN card, 12” Display, Weight 1.5 -2KG, Camera Optional
  4) Intel Core 2 Duo Processor T5670, 4GB Memory, 250 GB HDD, XP Pro, 10/100/1000 LAN card, 17” Display, 256MB NVIDIA® GeForce® 8600M GS Graphic Card.

  c) **Server**

  1) Intel Dual-Core Intel Xeon (3.00 GHz, 667 MHz FSB) / 6MB Level 2 cache, 4 GB DDR2 (667MHz), 400 GB SATA HDD, DVD ROM, Integrated Gigabit NIC, Integrated RAID 0,1, 17” TFT, Keyboard, Mouse, 1GBPS LAN, 3 Years Onsite Warranty.
  2) Intel Dual-Core Intel Xeon (3.00 GHz, 667 MHz FSB) / 6MB Level 2 cache, 2 GB DDR2 (667MHz), 400 GB SATA HDD, DVD ROM, Integrated Gigabit NIC, Integrated RAID 0,1, 17” TFT, Keyboard, Mouse, 1GBPS LAN, 3 Years Onsite Warranty.
d) **Printers**
   1) HP LaserJet M1319 Multifunction Printer, Network Enabled, All OS Compatibility.
   2) Deskjet (A4, Color) – HP 1460 or any similar model
   3) Deskjet (A3, Color) – HP 1280 or any similar model
   4) Laser Jet (A4, B&W) – HP laserjet 1005 or any similar model
   5) Toshiba Network Printer / Copier Studio E200 Series or any similar model.

### 5. Procurement Process

The procurement will be a Two-Phase process. Under Phase I, suppliers are to demonstrate that their company has the financial resources, management processes or controls, quality assurance ratings, production capacity, and overall stability required to support the RSB’s IT Hardware requirements. A pricing model(s) for each product needs to be provided by supplier for evaluation. Only those firms determined to have met the mandatory requirements of Phase I will be invited to Phase II. For those vendors invited to Phase II, each supplier will also be evaluated on its technical approach, greening response and past performance review to support the RSB’s requirements.

### 6. Evaluation Methodology

An overall “best value” determination will include, in descending level of importance, price, technical, greening and past performance. Under technical, in descending level of importance, the factors are: Patch Management, Online Ordering System, Order Fulfillment Practices and Management Tools. Additionally, suppliers determined to be the best value shall provide the offered hardware for verification purposes in accordance with Proposals prior to being awarded a contract.

The best value awardee(s) will be issued an Indefinite Deliver Indefinite Quantity (ID/IQ) contract along with minimum and maximum rupee amounts per contract period. These awards will be the primary contracts the RSB uses to order their IT Hardware Equipment. These contracts will be for a base period of one year and three one (1) year option periods for a total of four (4) years. Performance reviews will be conducted on a semiannual basis or as required to address deficiencies. If the vendor is not meeting the performance measures a corrective action plan will be implemented. If the issue(s) are not corrected or for other reasons altogether, the next option period for the contract will not be exercised.

Vendor/Provider selection will be by product lines; as such, one vendor will be selected to provide the consumables requirement, one vendor will be selected to provide the Printer requirements (however, multiple awards may be made if it is in the best interest of the RSB Group to do so), one vendor will be selected to provide all Desktops requirements, Multiple vendors are anticipated to be awarded the Laptop requirements, and one vendor will be selected to provide each of the Windows and Blade Server requirements.

For the initial 12 month period and potentially three (3) one year option periods commencing on the date of the award the selected vendor will be the designated provider for all of RSB Group’s requirements for the specified product line. Suppliers may offer on one or more of the identified Product Lines. To be considered, suppliers must provide proposed pricing discounts from catalogue or open market.
pricing for all identified configuration and all identified option/upgrades within a Product Line.

7. Supplier Requirements

- Company Introduction, which shall include years in business, prime line of business, public or privately held status.
- The last full year’s production volumes for the IT Hardware Items that the vendor is submitting an offer on.
- Vendors quality rating in terms of manufacturing (such as ISO9000) or other similar certifications.
- In addition to the Quality Assurance Ratings, please provide other aspects of your quality assurance program such as advanced testing (e.g. Stress testing, OS testing, and Regression Testing).
- Provide background information regarding Key Management’s experience and qualifications relating to the requirements of this particular procurement.
- RSB Group is geographically dispersed. RSB Group’s offices are located in Chennai, Jamshedpur, Dharwad, Orissa, Maharashtra, etc. Suppliers shall identify their ability to provide warranty service at these locations. Teaming arrangements and/or subcontractor agreements shall be submitted to verify that these relationships are or can be established at time of award.
- Provide information regarding ownership/lease of production facilities in terms of length of time in those facilities.
- Provide information regarding multiple, long term business relationships with component suppliers.

8. Technical Proposal Response

We would prefer responses to our proposal in the attached format:

9. Product(s) Lifecycle

You are required to delineate the offered product(s) life cycle (introduction, end of manufacture and end of support). In addition, any major technology shift(s) planned for the offered product(s) in the next two years shall be identified. Failure to submit your product(s) life cycle shall deem your offer as being non-responsive. RSB Group Review Team can sign Non-Disclosure Statements if required.
10. Past Performance Requirements

In terms of past performance, please provide relevant experience in terms of size and scope for a maximum of three equivalent projects within the past three years. Included shall be: points of contacts (i.e. contract number or project name, name of the appropriate individual, company, e-mail, phone number).

Best Value Determination Technical Evaluation Questions

Management tools - Tools which support and facilitate the tasks associated with system deployment and migration, hardware inventory, configuration management, system health monitoring, and remote support.

Please provide any descriptive literature to how your tools are implemented and managed

Patch Management - Tools, procedures, protocols which support and facilitate the tasks associated with software, firmware and BIOS: inventory, patch level determination, patch distribution and installation.

Please provide any descriptive literature which explain frequency of patch release; what kind of notification mechanism exists; what kind of delivery mechanism exists and other relevant features of your service. Describe how this would operate in the absence of an Internet connection.

Online Ordering system - web based ordering system
Please provide any descriptive literature to how this capability functions, is implemented and managed?

Order fulfillment practices - Procedures and policies which provide delivery of orders to the customer including - but not limited to - shipping and packaging.

11. Payments

Payments to the successful supplier will be made on satisfactory completion of each milestone.

RSB Group is looking for proposals from suppliers for all following pricing models

- **Direct Payment**: 100% by cheque payment will be made with a credit period of 30 days from the date of receipt of material.
- **Leased Payment**: All the equipments or item(s) will be leased or financed with the Supplier and RSB will continue to make payments as per the payment schedule not withstanding any warranty or defect related claims that we may have against the Supplier or Manufacturer.
- **Lease to Buy**: Lease the equipment for a fixed duration from supplier and then own it.
12. Requirements for Proposal

Supplier proposals should be in the suggested format as defined in section 7. The final proposal should be e-mailed to either Sushil Mohapatra / Nilotpal Sengupta. Responses to this RFP should include following sections:

- Warranty period - during which time Item(s) will be covered for any Hardware / Software upgradation.
- Intellectual property rights (RSB to own the retro-fitted code & documentation)
- Non-solicit clause
- Liquidated damages for breach, including poor quality and failure to deliver
- Termination process
- Payment terms (RSB can settle in INR only)
- Governance, Quality control, Change control
- Supplier standard Terms & Conditions

13. Evaluation and Award Process

Proposals will be evaluated and awarded to the lowest priced responsible bidder defined as the responsible bidder whose bid conforms in all material respects to the ‘Request For Proposal’ and which reflects the lowest acquisition price to be paid by RSB.

13.1 Factors in Determining Responsibility

- Bidder has financial, material, equipment, facility and personnel resources and expertise to meet all the RFP requirements
- Financial stability
- A satisfactory record of integrity
- Experience in performing similar projects
- A prior performance record
- Ability to meet delivery deadlines
- Understanding of project scope and objectives
- Proposed risk management approach

14. Point of contact for future correspondence

The main point for contact for the project proposal and future correspondence is:

Sushil Mohapatra
Sushil.mohapatra@rsbglobal.com
Nilotpal Sengupta
Nilotpal.sengupta@rsbglobal.com
Web www.rsbglobal.com
Address
RSBGROUP
2nd Floor, Nyati Millenium
Viman Nagar,
Pune, Maharashtra – 411014
All correspondence with the identified officers should be via email only. Phone calls from any supplier to these Officers or any authorised personnel of RSB Group during the RFP tenure will result in disqualification.