



BEML LIMITED

**(A GOVERNMENT OF INDIA UNDERTAKING)
INTERNATIONAL BUSINESS DIVISION
BEML SOUDHA, 23/1, 4TH MAIN, S.R.NAGAR,
BANGALORE 560027 KARNATAKA, INDIA**

**NOTICE FOR INVITING EXPRESSION OF INTEREST
FOR APPOINTING DISTRIBUTOR
TO MARKET BEML MINING AND CONSTRUCTION PRODUCTS
IN BANGLADESH**

EOI REFERENCE NUMBER: BEML/EOI/IBD/2017/01

EOI DOCUMENT

**THIS DOCUMENT CONTAINS : 13 PAGES
DUE DATE FOR SUBMISSION IN HARD COPIES: 30TH DAY FROM THE DATE OF PUBLICATION**

**NOTICE FOR INVITING EXPRESSION OF INTEREST FOR APPOINTING DISTRIBUTOR
TO MARKET BEML MINING AND CONSTRUCTION PRODUCTS IN BANGLADESH**

CONTACT PERSON AND SCHEDULE

Contact Person: Chief General Manager (International Business Division),
BEML SOUDHA, 23/1, 4th MAIN, S.R.NAGAR, BANGALORE- 560027, KARNATAKA, INDIA.
Phone: +91 80 2222 2730/ 2296 3205, Fax: +91 80 2222 4874
E-mail id for correspondence: sea@beml.co.in

Schedule of Events:

Sl. No	Particulars	Important Dates
1	Last date for receipt of queries/clarifications from Applicants.	Latest by 10th day from the date of Publication.
2	Consolidated reply to applicants for all queries/clarifications by BEML Limited	Latest by 20th day from the date of Publication.
3	Last date & time for receipt of response to Expression of Interest (EOI) at BEML Limited	30th day from the date of Publication at 16:00 HRS (IST)

All queries and replies will be available only on BEML website http://www.bemlindia.com/tender_hq.php by this date.

Last date and time for receipt of response to Expression of Interest (EOI) is as above mentioned in schedule of events. Any delayed responses are liable for rejection.

Note:- If any key date falls on Saturday or Sunday or a public/general holiday, key date can be considered extended for the next working date.

Mode of submission of documents:

One set of original plus one set of copy of response to the Expression of Interest (EOI) should be submitted **in sealed cover by courier /post** addressed to **Chief General Manager (International Business Division), BEML SOUDHA, 23/1, 4TH MAIN, S.R.NAGAR, BANGALORE 560027 KARNATAKA, INDIA** so as to reach on or before by 16:00 HRS (IST) on 30th day from date of publication.

Cover containing the response to Expression of Interest (EOI) shall be super-scribed with “ **Reference number BEML/EOI/IBD/2017/01 - NOTICE FOR INVITING EXPRESSION OF INTEREST FOR APPOINTING DISTRIBUTOR TO MARKET BEML MINING AND CONSTRUCTION PRODUCTS IN BANGLADESH**”

CHECK LIST			
S.NO	FIELD	PARTICULARS	REMARKS
1	SECTION 1.3.1	Supporting documents as per “Qualifying Criteria” at Clause 1.3.1(a) of the EOI document is furnished.	YES/NO
		A certificate from Statutory Auditors as per clause 1.3.1(b) of Qualifying Criteria is furnished.	YES/NO
		A Solvency certificate from bank conveying confirmation to Clause 1.3.1(c) of Qualifying Criteria is furnished.	YES/NO
		A declaration on its Letter Head conveying confirmation to Clause 1.3.1(d) of Qualifying Criteria.	YES/NO
		A declaration on its Letter Head conveying confirmation to Clause 1.3.1(e) of Qualifying Criteria, stating that applicant is not representing as agent or distributor for competitors models, which are also in production range of BEML	YES/NO
2	SECTION 4	Duly filled “Application for Distributorship” as per the Format furnished at Section 4, along with supporting documents needs to be furnished and should sign and stamp all pages of the Response for EOI.	YES/NO
3		One full set of “NOTICE FOR INVITING EXPRESSION OF INTEREST FOR APPOINTING DISTRIBUTOR TO MARKET BEML MINING AND CONSTRUCTION PRODUCTS IN BANGLADESH , duly signed by the Applicant.	YES/NO

NOTICE FOR INVITING EXPRESSION OF INTEREST FOR APPOINTING DISTRIBUTOR TO MARKET BEML MINING AND CONSTRUCTION PRODUCTS IN BANGLADESH

SECTION – 1

EXPRESSION OF INTEREST

1.1 INTRODUCTION:

BEML Limited is a leading multi-technology and multi-location company under the Ministry of Defence, Government of India, offering high-quality products for diverse sectors of economy such as coal, mining, steel, cement, power, irrigation, construction, road building, aviation, defence, metro and railways.

BEML offers a comprehensive and diverse range of mining machinery for opencast mines. BEML produces machines such as Hydraulic Excavators, Bulldozers, Wheel-Loaders, Wheel Dozers, Dump Trucks, Motor Graders, Pipe-layers, Tyre Handlers, Water Sprinklers and Backhoe Loaders.

BEML has been in existence since 1964 and has sizeable market share in domestic market with more than 7000 units deployed across various sectors of economy. BEML has exported more than 1000 units of mining and construction equipment worth about US\$ 275 million to more than 65 countries across the world.

The notable international mining reference sites are in Zimbabwe, Indonesia & Thailand in Coal, Tunisia , Algeria, Morocco & Syria in Phosphate and Myanmar in Jade, apart from major companies mining Zinc, Aluminum, Copper, Iron Ore and Coal in India. Repeat orders from customers from Syria, Tunisia, and Zimbabwe for its products are the testimony for its commendable performance. BEML is in the process of augmenting its distributor network.

1.2 EXPRESSION OF INTEREST (EOI):

BEML Limited intends to appoint distributor in the **Bangladesh territory** to promote the business for mining and construction equipment like Hydraulic Excavators, Bulldozers, Motor Graders, Dump Trucks, Water Sprinklers, Pipe Layers, Wheel Loaders and Backhoe Loaders with provision for promoting other range of BEML products including Rail & Metro and Defence, based on competence, resources and capabilities, upon mutual discussions.

1.3 RESPONSE TO THE "EXPRESSION OF INTEREST"- (EOI):

The applicant should submit following documents as response to **"EXPRESSION OF INTEREST"- (EOI)**.

1. Duly filled "Application for Distributorship", furnished at Section 4 of the EOI document along with supporting documents needs to be furnished and should bear the seal and signature of authorized person of the applicant.

2. Supporting documents as per "Qualifying Criteria" at Clause 1.3.1 of the EOI document to be furnished.

NOTICE FOR INVITING EXPRESSION OF INTEREST FOR APPOINTING DISTRIBUTOR TO MARKET BEML MINING AND CONSTRUCTION PRODUCTS IN BANGLADESH

1.3.1 QUALIFYING CRITERIA:

- (a) The applicant should have been a successful dealer/representative for a period of minimum 03 Years in sales and servicing of Engineering equipment like Heavy duty Trucks or Earthmoving or Construction machinery or any other Industrial product. Supporting document(s) for dealership with details to be submitted.

Or

Applicant owning a fleet of at least 5 units of mining equipment and engaged in mining, involving maintenance of mining and construction equipment having workshop facilities and keen to deploy BEML equipment is also eligible to apply. Supporting document(s) for owning the fleet of mining equipment and details of mining to be submitted.

Or

Applicants who have purchased minimum of 5 units of BEML mining and construction equipment during the last 5 years and willing to become distributor of BEML are also eligible to apply. The proof of purchase to be furnished.

Or

Applicant who is keen to become distributor of BEML and having financial strength to purchase a minimum fleet of 5 equipment or equipment of value USD 500,000 and willing to setup service and spare parts facilities for mining and construction equipment are also eligible to apply. However, the distributorship will be considered only after purchase of 5 units of BEML equipment or minimum value of USD 500,000. Applicant should furnish a declaration on its Letter Head conveying acceptance of this clause.

- (b) The average annual turnover net of duties & taxes of the applicant company/applicant firm for the three previous financial years shall not be less than USD 1,000,000 and should have positive net worth. A certificate from Statutory Auditors to be furnished as proof.
- (c) A Solvency Certificate for value of USD 1(one) million from bank to be furnished as proof for the applicant company or firm.
- (d) The applicant should not have been debarred / black listed by Govt Departments / Undertakings of Government, banks and financial institutions in India or country of operation. Applicant should furnish a declaration on its Letter Head conveying confirmation to this Clause.
- (e) The applicant should not represent, as agent or distributor for competitors models, which are also in the production range of BEML. Applicant should submit a declaration on its Letter Head conveying confirmation to this clause, stating that applicant is not representing as agent or distributor for competitors models, which are also in production range of BEML.

Note:

1. BEML reserves the right to accept or reject any application, at any time without assigning any reason.
2. Supporting documents for the above must be submitted along with the application.
3. The applicant should submit duly filled "Application for Distributorship" as per the Format furnished at Section 4, and should sign and stamp all pages of Application for Distributorship.
4. The distributorship shall be for a period 2 years. Based on the performance of the distributor during the first year, BEML may consider enhancing the territory of the distributor. However, in case the performance is not satisfactory for the two years, then the distributorship shall be terminated by BEML, for the reason of non satisfactory performance.
5. For the projects committed jointly by BEML and successful bidder, which have a long gestation period, after sales service support and warranty support can be covered on case to case basis, till such services are completed

1.4 EVALUATION OF "EXPRESSION OF INTEREST"- (EOI): Successful applicant will be shortlisted by BEML based on the following criteria.

1. All the applicants whose response to expression of interest (EOI) substantially meet or exceed the specified requirements as per clause 1.3 and 1.3.1 will be shortlisted by BEML.
2. Based on the details and supporting documents furnished at Section 4 and also on the proof furnished for qualifying criteria, marks will be awarded
3. A list indicating highest to lowest marks will be prepared based on the "EVALUATION SHEET FOR DISTRIBUTORSHIP" furnished at Section 5 of the EOI document. The applicant scoring highest marks will be termed as H1 and subsequently, H2, H3 etc, in descending order of marks scored by the applicants.
4. H1 Applicant who scores highest marks based on the "EVALUATION SHEET FOR DISTRIBUTORSHIP" furnished at Section 5 of the EOI documents will be shortlisted. Shortlisted applicant will be called for further discussions at BEML Ltd India. BEML team, if required, may visit Applicant's facilities for capacity assessment, before completing the selection process. However, in case if shortlisted applicant fails to establish satisfactory evidence for qualifying criteria, Resources, Financial capabilities, or in case, H1 applicant becomes non-responsive or rejected by BEML during the process of evaluation, then H2 applicant, who scores second highest, will be shortlisted. In case if H2 applicant also fails then H3 applicant will be shortlisted, for further processing.
5. BEML reserves the right to accept or reject the applicant or whole process without assigning any reason whatsoever to the applicants.

SECTION – 2 SCOPE OF WORK

BEML Limited intends to have a long term understanding with the Distributor in promoting BEML Mining and Construction products with prospective customers, Government Departments and other stake holders in the respective territories.

5.1 SCOPE OF BEML

- a) BEML will supply the equipment to the Distributor and any enquiries received directly or indirectly within the territory, shall be routed through the Distributor.
- b) In the event of purchases made by Government / Semi Government and large institutions, where direct sales are involved, BEML will protect the Distributor's interest and an agreed rate of service charges with specific scope of work assigned by BEML on case to case basis, for which separate agreement will be signed.
- c) BEML shall support the Distributor by providing product literatures, advertisement materials for participating in major trade related exhibitions etc. that may be required.
- d) BEML shall provide Technical support and assist the Distributor in promoting BEML products and services.
- e) BEML shall assist Distributor in setting up of service facility and spare parts depot. While the cost of establishing Service facilities is Distributor's responsibility, BEML shall assist Distributor by giving Layout plan, list of Special tools and other facilities required.
- f) BEML shall provide Training of Customers staff and Distributor's staff in India for specific skill training, subject to mutual agreement on cost and the period of deputation.
- g) BEML shall depute service engineer (Specialist in Machine, Engine, Hydraulics etc) to support Distributor's team in the initial years of big contracts.
- h) BEML shall provide special tools for Engine, Hydraulics and Transmission, cost of special tools to be borne by Distributor.

5.2 SCOPE OF DISTRIBUTOR

- a) To continuously liaise with customers and generate business interests for BEML Mining and construction products.
- b) To facilitate and liaise with Government departments and Ministries to generate business for BEML Mining and construction products.
- c) To obtain tender documents for BEML products from Government and non Government institutions and forward the same to BEML from time to time.
- d) To submit the tenders within due date and attend the tender opening.
- e) To maintain sufficient stock of required spare parts to maintain the equipment.
- f) To setup warehouse and bonded warehouse facilities for stocking up adequate spare parts as recommended by BEML.
- g) To supply adequate number of man power at customer site to provide after sales service.
- h) To provide local logistic and transport support to BEML personnel deputed for providing after sales service.
- i) To provide local logistic support in the territory and to arrange co-ordination of all import activities including customs clearance at the port of entry.
- j) To liaise with the shipping agent, local transportation authorities and ensure safe transportation of products to the customer site by taking necessary approvals, accommodate in distributor's warehouse/storage facilities if needed.

Notwithstanding the above, the distributor should be willing to support BEML in any issue which may arise in due course during the execution of the contract and wherever BEML Limited seeks support.

SECTION – 3

GENERAL INSTRUCTIONS /TERMS AND CONDITIONS:

- a) Expression of Interest is to be submitted to "Chief General Manager (International Business Division), BEML SOUDHA, 23/1, 4TH MAIN, S.R.NAGAR, BANGALORE 560027, KARNATAKA, INDIA
- b) This is only an invitation for Expression of Interest. No payment will be made to the bidder / responder for any expenses incurred by bidder for responding to this EOI.
- c) All information should be typed or handwritten legibly in English only.
- d) Last date for receipt of queries/clarifications from applicants is latest by **10th** day from date of Publication. The bidders are requested to seek clarifications, if any, through e-mail to sea@beml.co.in addressed to The Chief General Manager (International Business Division).
- e) Consolidated reply to all queries/clarifications by BEML Limited will be issued latest by **20th** day of publication and replies will be available only on BEML website http://www.bemlindia.com/tender_hq.php
- f) One set of original plus one set of copy of response to the Expression of Interest (EOI) in sealed cover are to be submitted by post to "Chief General Manager (International Business Division), BEML SOUDHA, 23/1, 4TH MAIN, S.R.NAGAR, BANGALORE 560027, KARNATAKA, INDIA so as to reach on or before **30th** day from date of publication by 16:00 HRS (IST). The covers containing Expression of Interest (EOI) shall be super-scribed with reference number BEML/EOI/IBD/2017/01 and the words **NOTICE FOR INVITING EXPRESSION OF INTEREST FOR APPOINTING DISTRIBUTOR TO MARKET BEML MINING AND CONSTRUCTION PRODUCTS IN BANGLADESH**
- g) If the space allotted is found to be insufficient, additional continuation/supplementary sheets may be provided by the applicant, duly indicating the same in respective column of the format. The applicant will be requested to produce the originals of all information / documents as and when required by BEML Limited.
- h) Upon receipt of Expression of Interest (EOI) from the interested companies, any clarification sought by BEML must be submitted within the stipulated period.
- i) Any incongruity, falsification or error in the information and data provided by the Applicant, if so detected, while processing or subsequently would invite rejection of the said applicant application.
- j) The applicant should not have been debarred / black listed by Govt Departments / Undertakings of Government, banks and Financial institutions in India or in the country of operation. Applicant should furnish a declaration on its Letter Head conveying confirmation to Clause 1.3.1.d.
- k) **BEML Limited reserves the right to accept or reject the Expression of Interest (EOI) or the whole process without assigning any reason what so ever to the bidders.**
- l) **BEML Limited, based on the market conditions reserves the right to appoint more than one distributor in the same territory.**
- m) The person signing Expression of Interest (EOI) should have the authority to sign the documents and should duly authenticate any errors or corrections in the Expression of Interest (EOI). Overwriting should be avoided.

SECTION – 4

Application for Distributorship for Bangladesh Territory.

1	NAME & ADDRESS OF THE FIRM :	1) Name 2)Address 3)Telephone 4)E-mail 5)Mobile No 6)Fax No
2	Type of Firm a) Public Ltd., Co.? b) Pvt. Ltd., Co.? c) Partnership firm. d) Others	
3	NAME OF DIRECTORS / PARTNERS i. Director	1) Name 2)Address 3)Nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
	ii. Director	1) Name 2)Address 3)nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
	iii. Director	1) Name 2)Address 3)nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
	Managing Director/ Partner :	1) Name 2)Address 3)nationality 4)Age 5)Educational Qualification 6) Percentage Ownership
	Contact No.	
	Telephone No.:	
	Mobile No.:	
	Fax No. :	
	E-mail:	
5	Have you or any of the partners / Directors been involved as defendant in a criminal or civil suit (Excluding minor traffic violations etc.) : YES / NO	

Note: Kindly furnish the Copy of Registration certificate of firm

Signature and seal of Authorized person of the Applicant

6	Details of Branches (if any) & Proposed new branches(if any) on awarding BEML Dealership		REMARKS
	1.	Phone: E-mail: Fax:	Self certification with supporting documents needs to be furnished by applicant.
	2.	Phone: E-mail: Fax:	

7. FINANCIAL DETAILS

7.1 BANKERS:

Sl. No.	NAME	ADDRESS & EMAIL ID
1		
2		

7.2 ANNUAL TURNOVER FOR THE LAST THREE YEARS.

Sl No	YEAR	PRODUCTS	TURNOVER IN USD (NET OF DUTIES AND TAXES)	NETWORTH IN USD	REMARKS
1					A certificate from Statutory Auditors to be furnished as proof.
2					
3					

7.3 BUSINESS ASSETS OWNED: Based on present market value.

Sl. No		Total (Present Business) Value in USD	Funds available for BEML Distributorship from Present Business value in USD	Additional Funds proposed for investment to BEML Distributorship value in USD
1	Land			
2	Buildings			
3	Plant, Machinery & Equipment			
4	Vehicles			
5	Other fixed assets			

Note: Self certification with supporting documents needs to be furnished.

7.4 FINANCE FOR BUSINESS: Fund available for purchase of BEML mining and construction products.

Sl. No.	Particulars	Yes / No	Remarks
1	More than USD 500,000		If yes, Applicant should furnish a declaration on its Letter Head conveying confirmation to purchase of minimum quantity and value.
2	Equal to and less than USD 499,000		

Signature and seal of Authorized person of the Applicant

8	INFRASTRUCTURE				
8.1	Existing showroom, workshop and warehouse facilities :				REMARKS
		SHOWROOM	WORKSHOP	WAREHOUSE	Supporting documents need to be furnished by applicant.
	1. Location :				
	2. Area :	Sq. Mtrs ____	Sq. Mtrs ____	Sq. Mtrs ____	
8.2	Proposed showroom, workshop and warehouse facilities:				
		SHOWROOM	WORKSHOP	WAREHOUSE	Applicant should furnish a declaration on its Letter Head conveying confirmation to provide showroom, workshop and warehouse Facilities.
	1. Location :				
	2. Area :	Sq. Mtrs ____	Sq. Mtrs ____	Sq. Mtrs ____	

09. MANPOWER:

9.1. Organization chart: Please furnish the organization chart.

9.2 Details of man power :

Sl. No	Category	Number of persons		Remarks
		Directly employed	Under contract	
1	MBA/Engineer			Applicant should furnish a self declaration on its Letter Head regarding manpower.
2	Skilled person(s)			
3	Semi skilled person(s)			

10. MARKET NETWORK

10.1 Details of present Business

Details of present Business:				
1	Products handled	As Distributor	As Buyer and Seller	Remarks
	Construction and Mining equipment	Please furnish details.	Please furnish details.	Supporting documents need to be furnished by applicant
	Agricultural Equipment	Please furnish details.	Please furnish details.	
	Automotive Components	Please furnish details.	Please furnish details.	
	Any other allied Products (specify)	Please furnish details.	Please furnish details.	

Signature and seal of Authorized person of the Applicant

10.2 Market information: Kindly furnish the following information.

a) Market survey details

i) Population of equipment:

Details	Bull Dozer	Excavators	Motor Graders	Loaders	Dump Trucks	Remarks
Mining						Supporting documents need to be furnished by applicant
Construction						
Agriculture						
Road construction						
Total						

Note: Please indicate quantity of equipment sold by your company. Enclose proof of sales.

ii) Market Share of Competitors:

Sl No	Competitor	Bull Dozer	Excavators	Motor Graders	Loaders	Dump Trucks	Remarks
							Supporting documents need to be furnished by applicant

iii) Potential for next 3 years:

Details	Bull Dozer	Excavators	Motor Graders	Loaders	Dump Trucks
Mining					
Construction					
Agriculture					
Road construction					
Total					

b. Experience in handling Government projects:

- i. Experience in handling Government projects, where funding arrangement is between Government of Bangladesh and Government of India, like EXIM Bank, World Bank funded projects.
- ii. Liaison with Government departments for at least one project. **Please attach a copy of supporting document**

10.3 Specific plans to promote BEML business as a BEML Distributor.

Kindly furnish the plan of action, describing business prospects for BEML mining and construction products for next three years, including recommended products for this market region.

Signature and seal of Authorized person of the Applicant

11. PERFORMANCE: Fund available for purchase of BEML mining and construction products.

Sl. No.	Particulars	Yes / No	Remarks
1	More than 5 units of equipment and value of purchase more than USD 500,000.		If yes, Applicant should furnish a declaration on its Letter Head conveying confirmation to purchase of minimum quantity and value.
2	5 units of equipment or minimum purchase value of USD 500,000		

12. Any other useful information:

DATE _____

**Signature and Seal of
Managing Director/Partner/Authorized person of the Applicant**

PLACE _____

SECTION – 5

EVALUATION SHEET FOR DISTRIBUTORSHIP			
SL.NO	FIELD	PARTICULARS	MARKS
1	ELIGIBILITY	The applicant should have been a successful dealer/representative for a period of minimum 03 years in sales and servicing of Engineering equipment like Heavy duty Trucks or Earthmoving or Construction machinery, or any other Industrial product. Supporting document(s) for dealership with details to be submitted.	15
		OR	
		Applicant owning a fleet of minimum 5 units of mining equipment and engaged in mining, involving maintenance of mining and construction equipment having workshop facilities and keen to deploy BEML equipment is also eligible to apply. Supporting document(s) for owning the fleet of mining equipment and details of mining to be submitted.	
		OR	
		Applicant who have purchased a minimum 5 units of BEML mining and construction equipment during the last 5 years and willing to become distributor of BEML are also eligible to apply. The proof of purchase to be furnished.	
		OR	
		Applicant who is willing to become distributor of BEML and having financial strength to purchase a minimum fleet of 5 equipment or equipment of value USD 1 million and willing to setup service and spare parts facilities for mining and construction equipment are also eligible to apply. However, the distributorship will be considered only after purchase of 5 units of BEML equipment or minimum value of USD 500,000. Supporting document(s) for financial strength with details to be submitted	
SUB TOTAL			15
3	FINANCIAL	The average annual turnover net of duties & taxes of the applicant company/applicant firm for the three previous financial years shall not be less than USD 1,000,000 and should have positive net worth. A certificate from Statutory Auditors to be furnished as proof.	5
		Funds available in USD for marketing BEML mining and construction products. a) More than USD 500,000 (15 marks) b) Equal to and less than USD 499,000 (10 marks)	15
SUB TOTAL			20
4	INFRASTRUCTURE	Present showroom/office for displaying at least 2 equipment (5 marks)	5
		Proposed showroom/office for displaying at least 2 equipment (2 Marks)	
		Present equipped workshop (10 marks)	10
		Proposed equipped workshop (5 marks)	
		Present ware house(5 marks)	5
		Proposed ware house (2 marks)	
SUB TOTAL			20
5	MAN POWER	MBA/Engineer: at least 1 person.	5
		Skilled person: at least 2 persons	3
		Semi skilled persons: at least 2 persons	2
SUB TOTAL			10
6	MARKET NETWORK	MARKET KNOWLEDGE:	
		a. Population of equipment: 5 & More than 5 units -3 marks, Less than 5 units 1 mark	3
		b) Potential for next 3 years: i) More than 25 units – 4 marks, ii) 24 to 10 units – 3 marks, iii) less than 9 units – 2 marks	4
		c) Liaison with Government departments for at least one project. The proof of purchase to be furnished.	3
		Specific plans to promote BEML business as a BEML Distributor	
		a) Recommended products.	2
		b) Plan of action for BEML products	3
SUB TOTAL			15
7	PERFORMANCE	Purchase of minimum quantity of equipment or value before signing the distributorship agreement	
		a) More than 5 units of equipment and value of purchase more than USD 500,000.– 20 marks b) 5 units of equipment or minimum purchase value of USD 500,000- 15 marks	20
SUB TOTAL			20
GRAND TOTAL			100