

INVITATION FOR EXPRESSION OF INTEREST ON BUSINESS EXPANSION WITH MSTC LIMITED

The Trail Blazer

MSTC is a customer friendly Government of India Enterprise. It provides path breaking e-commerce services. The first of its kind in India, MSTC has been credited with creating a web based market across the country through its sales programmes, procurement transactions, bulk import and supply of a wide range of industrial raw material for Indian industry. MSTC earned the status of a Mini Ratna Grade II in 2002, which was enhanced to Grade I in 2005. Recognising its capabilities and performance, it was upgraded to Schedule 'B' in 2007. In 2008, it received the ISO certification for its e-Commerce services.

This entire web based system with latest technological innovations has been set up with technical support from IBM.

Change through Innovation

A. TRADE

MSTC imports virtually all kinds of raw material from across the globe for its buyers in India. With more than 30 years experience in international trade, it enjoys excellent goodwill in the international market and shares tremendous confidence of bankers, which ensures obtaining credit / foreign exchange credit at a very competitive rate. Offices in major cities extend unhindered service to our clients.

- *Proposals are invited from interested parties for procurement and supply of bulk materials through MSTC for Trade division.*
- *Proposals are also invited from suppliers of bulk commodities to sell their products making term contract with MSTC.*

B. E-Commerce

a) e-Procurement

It is conducting procurement transactions through a web based system, that helps build an efficient vendor base, encourages healthy competition, provides faster service to the buyers, while being completely transparent. The four main modules in this process are: Reverse e-auction (price bidding only), Reverse e-auction (price & quantity bidding), e-tendering and e-tendering with multiple bids.

b) e-Sales

Through its web based sales programme, MSTC has created a virtual market for its 20,000 plus registered clients, which provides an effective set-up for disposal of scrap, plant & machinery etc. offering most competitive rates. Most of the transactions are done through e-auction, thereby, ensuring total transparency. At present, e-sales clients include all major PSUs, central and state government departments in India.

- *Proposals are invited from interested parties who intend to procure and sell their materials through MSTC's e-commerce portal where MSTC acts as service provider.*

Reap the Benefit of Change

MSTC is now offering to form Joint Ventures / Special Purpose Vehicles for import of bulk industrial raw material from across the globe. It is looking for partners who will share its vision of growth through innovation and can invest in ideas that will change the way business is conducted.

- *Proposals for such Joint Ventures / Special Purpose Vehicles are invited in the following format.*

| Sl.No. | Item Description | Details to be Furnished |
|--------|-----------------------------------|---|
| 1. | Details of the Proposer | Name, Address, e-mail id, Phone and Fax No., Contact Person details. Brief on the present business activity(Max. 3000 words) |
| 2. | Project Details | Brief details of the project proposed. This should provide a complete overview of the project proposed to MSTC (Max. 6000 words) |
| 3. | Business Proposal | The Proposer should specially deal on the proposal to MSTC and suggest way forward, if any(Max. 3000 words) |
| 4. | Financial Analysis of the Project | Broad financial analysis of the project and specific details to be mentioned here (Max. 4000 words) |

The proposal can be mailed to : sschaudhuri@mstcindia.co.in or by post to :

Chief General Manager(Operations)

MSTC Limited,
225C AJC Bose Road,
Kolkata - 700 020
West Bengal
India

Proposals by post must be sent in a sealed cover superscribing " **Business Proposal to MSTC**" along with a letter from the authorized signatory of the proposer.

For any clarification, please contact :

Chief General Manager(Operations)

MSTC Limited,
225C AJC Bose Road,
Kolkata - 700 020
West Bengal
India
(भारत सरकार का उपक्रम)



Phone : +91 33 2287 6919

Fax : +91 33 2281 3089

MSTC reserves the right to accept / reject any proposal without assigning any reason to the proposer.