



TIEN DAT INVESTMENT AND SERVICE TRADING PRODUCTION CO., LTD

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Hanoi, August 8th, 2018

QUOTATION ON EXPORT CONSULTING SERVICES

To: Valued Customers,

We have pleasure to inform you our quotation on **Export Consulting Services** as follows:

No.	Scope of work	Unit	Q'ty	Unit price (USD)	Amount (USD)
1	<p>Market research: (For related products)</p> <ul style="list-style-type: none"> - The nation's general information data - Related products' trading, manufacturing and consumption trend. - Trade fairs/exhibition - Main importing countries <p><i>*Timing: two weeks.</i></p>	report	01	300.00	300.00
2	<p>Buyer Identification Service (BIS): 2 steps</p> <p>A. <u>Translation</u> of a business proposal from English into Vietnamese (Business proposal can be a concise brochure, leaflet or presentation with a max. 01 page A4)</p> <p>B. <u>Listing of potential buyers</u> including:</p> <ul style="list-style-type: none"> - Email sending: Send the translated business proposal to listed buyers via email. - Telemarketing: Proceed telemarketing activities (conduct a survey to check whether a buyer is interested in your company and products introduced) to listed buyers. - Report: prepare a marketing report on individual buyers after the survey. <p><i>*Timing: one month.</i></p>	page A4	01	50.00	50.00
		buyer	05	50.00	250.00
3	<p>Organizing B2B Tailored Meetings: Upon your request, we can organize B2B tailored meetings with interested local partners in Vietnam. <i>The costs do not include venue hiring, traveling, accommodation, meals, translation, etc.</i></p> <p><u>PR (consulting) services including:</u> Invitation letters printing and distribution, phone callings, e-mailings and fax messages. Making database of buyers. Target group: OEM companies, importers, distributors, wholesalers, joint venture companies, retailers, service companies, dealers. Announcement. Normally, 5 B2B meetings/each exporting company. Person in charge of PR company during B2B meetings. Collecting business cards and registration form. Making event report after the meetings.</p>	partner	01	150.00	150.00

<p>4</p>	<p>Arranging Business Trips to Local Partners: Upon your request, we can arrange business trips to local partners in Vietnam before, during or after the event/trade fair/exhibition.</p> <p>The package trip per day in Hanoi includes: - Visiting 01 right partner: USD50.00 - Organization fee: USD50.00 - Translator (English to Vietnamese): USD200.00, from 09:00 – 17:00, not including overtime. - Traveling by car in central Hanoi: USD100.00 (under 100km/day, not including overtime)</p>	<p>trip</p>	<p>01</p>	<p>400.00</p>	<p>400.00</p>
<p>5</p>	<p>Trade Representative in Vietnam: - Part time 50%: Upon your request, we will act as your call centre in Vietnam in communication with partners via email and telephone.</p>	<p>month</p>	<p>01</p>	<p>800.00</p>	<p>800.00</p>
<p>6</p>	<p>- Full time 100%, Upon request, we will act as your call centre in Vietnam in communication with partners via email and telephone.</p>	<p>month</p>	<p>01</p>	<p>1,500.00</p>	<p>1,500.00</p>
<p>6</p>	<p>Support to Trade Fair Participation: Upon your request, we can help you select a suitable trade fair in Vietnam, book a booth for you and participate in the trade fair on your behalf. <i>The costs do not include booth hiring and decoration, traveling, accommodation, etc.</i></p>	<p>day</p>	<p>01</p>	<p>300.00</p>	<p>300.00</p>
<p>7</p>	<p>Translation/Interpretation to and from English.</p> <ul style="list-style-type: none"> • translation • interpretation 	<p>page A4 day</p>	<p>01 01</p>	<p>11.00 200.00</p>	<p>11.00 200.00</p>
<p>8</p>	<p>Provision of Tender/Bid Information Upon your request, we can provide you quality tender/bid information (Expression of Interest) on all related sectors in Vietnam.</p>	<p>information</p>	<p>01</p>	<p>20.00</p>	<p>20.00</p>

Note:

- All prices are subject to 10% VAT to be added to the final price.
- The above quotation is for reference and kindly contact us for update on actual cases.
- The expected time for completion of service: days
- Payment: 100% down payment in cash or via bank transfer.

We look forward to your valued cooperation.

Best regards,

Nguyen Van Tuyen (Mr.)

Director, Tien Dat Invest Co., Ltd.

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