



From: Sunil Thapa
Bus Department

17th June 2018

To: Dolphin Magic School
Lamagaun, Pharping

Subject: Proposal for purchasing TATA Marcopolo School bus

Dear Sir,

Thank you for your response towards TATA products. As you know that TATA vehicles are being sold in Nepal since 35 years and we are providing the services through 24 own authorized service center across Nepal. Which means that we are caring your transport and travel much better.

TATA Marcopolo School bus

As per the topographic features of Kathmandu carrying student from door to door within a limited time period has been the biggest challenge to each and every school, so we think that TATA Marcopolo bus is the best choice to carry the highest no of student from door to door with comfortable drive because of its compatible size it is convenient for inter city and can move through rough road.

Special Features of Tata Marcopolo Bus

- Child safety lock in door for children safety
- Most spacious Vehicles for its size
- Front independent Suspension, anti-roll bars with hydraulic shock which ensure smooth and relaxing travel experience.
- High pickup due to high torque torque and good performance due to good hp
- Easy Footstep to Entry / Exist

Benefits of Using Tata Marcopolo Bus

- Best mileage in its class can save fossil fuel..
- Footstep provide the student for easily entry and exist.
- Low maintenance cost as compare to the competition
- Availability of spare parts and easy to maintain
- Highest resale of vehicle
- Largest sales services and spares parts



STPL: COMMERCIAL VEHICLES BUSINESS UNIT (CVBU)

Details of vehicles price and offers we provide

Price of vehicles Rs. 28,30,000/- for 26str Marcopolo bus (2*2)

Price of vehicles Rs. 29,35,000/- for 30str Marcopolo bus (3*2)

Price includes

- One fiscal year full comprehensive Insurance
- One Fiscal year vehicles road tax as per govt. rule
- Vehicles ownership cost from our side
- Price is also including VAT

Scheme

We are providing following scheme for the purchase of Tata Marcopolo School Bus

- 48" Sony or Samsung Led T.V
- Dell Latitude Laptop 14" I5
- Iphone 7 128Gb
- Canon projector and Printer

(Note: Any one scheme option can be choosen)

Warranty

In Marcopolo bus we will provide you the 3, 00,000 km or 3 years (Whichever comes first) Warranty.

Warranty Includes:-

- Engine
- Chassis
- Gearbox
- Crown

Servicing

Servicing of the vehicles will be at 20,000km or 6 months (Whichever comes first).Also we will provide you the 3 free servicing after the purchase of vehicles.

Financing decision

Generally bank is currently using two model of financing decision it will be based upon your relationship between banks. For financing you should provide us 30% to 50% down payment and remaining from bank or finance.



Vehicles release Policy

The vehicles will be released on the basis of down payment and for remaining amount bank conformation through bank. Also we would like to ensure you that after the bank conformation and full down payment we will release the vehicles within 7 days.

Thank you for your cooperation and hope to get a relationship of business with your institutions.

Regards

Sunil Thapa

Sipradi Trading Pvt Ltd

Thapathali , Kathmandu

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