

Main Identity

From: <debasish.banerjee@in.schneider-electric.com>
To: <eap_products@dataone.in>
Cc: <kandarp.mehta@in.schneider-electric.com>
Sent: Saturday, July 15, 2006 3:01 PM
Attach: pic03728.jpg
Subject: You are selected as our Franchisee Panel Builder for East

Dear Tandon ,

Its our pleasure to announce that you have been selected as our franchisee Panel Builder in East.

The modalities / practice for such business transactions are given below.

For all identified projects under this Model, you will be supported by our Sales team (from Enquiry to Execution stage, including Prescription) You need to sign the Commercial Policy Rate Contract including Logo Agreement with us

We will jointly negotiate and take the order on your name. You need to prepare & submit all the documents required before & after the Order. (drawings etc...)

On receipt of order, you will sign the Customer Contract & give Bank Guarantee, if required.

You will Design, Manufacture, Test & Supply Panel with your own Logo. Inspection, if required will be carried out at your premises. Our Sales Representative will be present during the Customer inspection.

Alongwith your own Logo, you will will ALSO use the logo as under; for our authorized orders,

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You will buy our components (within the scope of this panel) from us, as per Rate Contract terms.

You will be responsible for Customer Payments, Guarantee/Warranty of Panel, After Sale Services, etc....

We will Audit your manufacturing process & authorize you to use the above Logo.

We will support you at various stages of Order.

We will support you in upgrading your Competency by providing regular Trainings. The Training & Supports will include the Best Practice Sharing for improving Metal Treatment, Painting, Assembly & Design Audit/modifications, and of course Various Product Trainings & Trainings on Standards.

Please note that our Target date for implementation is 10 July '06, after signing of the contract with you.

Thanking you & looking forward to your active support to make this partnership successful & rewarding.

Yours faithfully,

31/07/2006