



MAHANAGAR TELEPHONE (MAURITIUS) LTD
'MTML SQUARE', 63 Cybercity, Ebene
Tel: +230 5294 3333 Fax: +230 5294 0606

No: MTML/Distributor/2025

Dated: 12/05/2025

Expression of Interest (Eoi) for Appointment of Distributor of MTML

Mahanagar Telephone (Mauritius) Limited (MTML), carrying out the business of providing various telecom services including Mobile & Internet Services under brand name CHiLi, intends to appoint qualified and experienced companies as its distributor for sales of various product/services to retail / bulk customers.

Details about the Eoi can be downloaded from <https://www.chili.mu/tenders/>

Last date of submission of Bid - **14:00 hrs on 01st June 2025.**

MTML reserves its right to cancel the further course of action without assigning any reason.



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Mahanagar Telephone(Mauritius) Limited (MTML), carrying out the business of providing various telecom services including Mobile & Internet Services under brand name CHiLi intends to appoint qualified and experienced companies as its distributor for sales of various product/services to retail / bulk customers, initially for a period of 2 years which may be further extended. The distributor is required to establish sales network so as to make the products/ services available in every locality across Mauritius. They are also required to do develop the retail market by creating a network of retailers for MTML/CHiLi product and services.

In this connection, 'Expression of Interest'(Eoi) is called for from the companies having experience in retail sales of telecom services / FMCG/ Electronics/Electrical. The selection will be through a two stage process.

The applicants need to meet the following criteria:

1. The applicant shall have minimum experience of 2 years in sales and distribution in telecom / FMCG/Electronics/Electrical/other similar products.
2. The applicant shall have a turnover of Rs. 20 million or more per year for the last 2 years.
3. The applicant shall have a retail network of minimum 1200 retail outlets spread across all regions of Mauritius.

The Eoi submitted shall be in two parts one (Part-A) containing the qualification information and second (Part-B) containing the financial bids. Financial bid (Part-B) is to be submitted in separate sealed envelope

First Stage (Qualification Information): Part-A

The first stage will comprise of shortlisting of interested parties based on the following criteria:

- (a) Profile of the company.
- (b) Turnover of the company.
- (c) Current clients.
- (d) Details of sales/distribution activities done in previous years.
- (e) Sales & Retail set-up presently available.

- (f) Number of salespersons currently employed by the company.
- (g) Number of vehicles owned by the company to be utilized for sales and distribution activity.
- (h) any other conditions/provisions mentioned by the party.

The first stage qualification information to be submitted as per proforma in Annexure-1

Second Stage (Financial Bid): Part-B

Based on this, MTML will shortlist one or more companies and they will be compared on the financial bid submitted by them. It may be noted that Financial Bids of only those applicants will be opened who have been shortlisted based upon the qualification information submitted.

The financial Bid (Part-B) is to be submitted in a separate sealed envelope. The format of the financial Bid is as per the Annexure-2. The financial bids will be evaluated assuming a certain amount of sale for the current product/ service mix of MTML, as mentioned in the Annexure.

Based on the financial bid of the shortlisted applicants the lowest bidder will be selected by MTML to work as its distributor. MTML reserves the right to authorize some or all its services to the selected distributor.

The distributor appointment is on non-exclusive basis and MTML reserves the right to sell all its products and services through any other distribution channel.

A Performance Bank Guarantee (PBG) of Rs. 500,000/- will be required to be submitted by the selected bidder at the time of acceptance of the award order.

The EoI (including a sealed envelope containing Financial Bid) should be sent in a Wax-Sealed/Tape-Sealed Cover clearly super scribed as "Expression of Interest for Distributor of MTML", and addressed to **CEO MTML, 'MTML Square', 63, Cybercity, Ebene to reach not later than 14:00 hrs on 01st June 2025.** The bidders should bear all the expenses in preparing the expression of interest documents and MTML will not be liable for any expenses in this regard.

It is to be clearly noted that sending 'Expression of Interest' will not confer any right to the company to be eligible to be called for subsequent negotiations or for entering into the agreement.

MTML reserves its right to cancel the further course of action without assigning any reason.

Expression of Interest for Appointment of Distributor of MTML

Part-A- Qualification Information Format

The following details need to be submitted as part of qualification information. The bidder may provide additional information if that helps in justifying their suitability for this work.

1. Name & address of the Company.
2. VAT and BRN Number (Copy of VAT & BRN registration certificates to be attached):
3. Profile of the Company:
4. Annual Turnover of the Company for past 2 years (Audited Balance sheet of last 2 years to be attached):
5. Current Clients (Documentary evidence to be attached):
6. Distributor Experience – (Documentary evidence to be attached):
7. Details of Sales and Distribution Activities done:
8. Sales and Retail Setup currently available:
9. No of Retailors serviced as Distributor:
- 10.No. of sales persons currently engaged (Copy of CSG statement to be attached):
- 11.No of Vehicles (4 Wheelers/2Wheelers) owned by the Company:
- 12.Any other information you would like to mention:

Annexure-2

Expression of Interest for Appointment of Distributor of MTML

Part-B - Financial Bid Format

(To be submitted in a separate sealed envelope placed in an outer envelope containing Qualification information)

S No	Particulars	Distributor Proposed Commission in % of Basic Price
1	Prepaid Recharge and e-Topup	
		MTML Price/unit for distributor
2	SIM Card Current selling price Rs 100 (incl of VAT)	Rs 35
3	Home Wifi C-BOX- Current selling price Rs 1725 (Incl of VAT)	Rs 1500
4	Personal Wifi- MiFi- Current selling price Rs 1500 (incl of VAT)	Rs 1305

Note-

- a. Prepaid Recharge and e-Topup commission is payable on the basic price, excluding VAT.
- b. SIM card, C-BOX & MiFi will be given to distributor at the above price.
- c. SIM card will be given to the distributor in the minimum lot of 100.
- d. C-Box & MiFi will be given to the distributor in minimum lot of 10.
- e. Distributor has to pay (net of commission) in advance, for purchase of Prepaid Recharge, e-Topup and other products.
- f. If price of the product is changed by MTML and new product/services launched the distributor price/commission payable will be intimated separately.

The evaluation will be done assuming the following monthly sale for different products

- I. Recharge Cards and E-top up – Rs.12 million
- II. SIM Cards – 2000 Nos
- III. C-BOX – 100 No's
- IV. MiFi – 100 No's

(The monthly figures given above are only for the purpose of evaluating the financial bids and do not reflect the current or projected sales of the relevant products and services. The actual payout to the selected distributor shall be based on the actual sales done by it.)