

Request for Quotation (Goods)

Description : Req ID - 2412 -- RFQ 813
Date of Issue : 30-Jan-2019 02:09 PM
Date of Submission of Quotation : 01-Feb-2019 02:30 PM
Place of Delivery : IBA, Stores, Campus, University
Road, Karachi.
Contact Person & Telephone : Department, IBA Campus, ,

Sr #	Description	Item Specification	Quantity
1	Weinberg, Mike. Sales Management. Simplified.: the Straight Truth About Getting Exceptional Results from Your Sales Team. Amacom, 2016. Print. ISBN 9780814436431		1
2	Smith, Paul. Sell with a Story: How to Capture Attention, Build Trust and Close the Sale. , 2017. ISBN 9781536661446		1
3	Hughes, Tony J. Combo Prospecting: The Powerful One-Two Punch That Fills Your Pipeline and Wins Sales. , 2018. Print. ISBN 9780814439111		1
4	Brock, David A. Sales Manager Survival Guide: Lessons from Sales' Front Lines. , 2016. Print. ISBN 9780997560206		1
5	Beyond the Sales Process: 12 Proven Strategies for a Customer-Driven World. Brilliance Audio, 2016. ISBN 9781511370943		1
6	Lewin, Tony, and Tom Purves. The Bmw Century: The Ultimate Performance Machines. Minneapolis: Motorbooks, 2016. ISBN 978076050171		1
7	Ferrazzi, Keith, and Tahl Raz. Never Eat Alone: And Other Secrets to Success, One Relationship at a Time. London: Portfolio Penguin, 2014. Print. ISBN 9780241004951		1

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8	Drive: The Surprising Truth About What Motivates Us. , 2013. Print. ISBN 9781594484803		1
9	Newport, Cal. So Good They Can't Ignore You: Why Skills Trump Passion in the Quest for Work You Love. New York: Business Plus, 2012. Print. ISBN 9781455509126		1
10	Lee, Kai-Fu. Ai Superpowers: China, Silicon Valley, and the New World Order. , 2018. Print. ISBN 9781328546395		1
11	Brown, Dan. Angels and Demons: Robert Langdon's First Adventure. New York, NY: POCKET BOOKS, a division of Simon & Schuster, Inc, 2000. Print. ISBN 9781416524793		1
12	KeithRosen, . Coaching Salespeople into Sales Champions: a Tactical Playbook for Managers. John Wiley & Sons, 2008. Print. ISBN 9780470142516		1

Terms & Conditions:

1. Sales tax registration certificate with last month return copy (FBR and / or SRB) must be provided at the time of submission of quotation.
2. Material of this order is subject to final inspection at the time of delivery.
3. We reserve the right to cancel any or all the above items if material is not in accordance with our specification or if the delivery is delayed.
4. Payment will be made through crossed cheque after the receipt of the bill and delivery of the above item.
5. General Sales Tax will be paid on applicable items only.
6. Liquidity damage at the rate of 2% per month on actual will be imposed on delayed delivery.
7. The rate / item cost is final and no change what so ever will be accepted.
8. Government tax(es), levi(es) and charge(s) will be charged at actual as per SRO.
9. Competent Authority reserves the right to change / alter / remove any item or article or reduce / enhance quantity without assigning any reason.
10. Invoice should be submitted to Purchase & Stores Department.
11. Advance Payment subject to Bank Guarantee preferably National Bank of Pakistan.



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12. No subletting in any case / item / form will be allowed.
13. All Government taxes (including Income tax and stamp duty), levies and charges will be charged as per applicable rates / denomination of Purchase / Work Order.
14. Stamp duty 0.25% for goods against total value of Purchase Order will be levied accordingly.
15. IBA, also reserve the right to issue Purchase Order for any single items to different lowest responsive bidders or issue Purchase Order for all the items to any lowest responsive bidder.
16. Certificate of genuine / originality will be provided by the supplier.