

SOURCE +



EXECUTE

COMPANY NAME



E-MAIL ID



CONTACT INFO

AIRPODS





EVALUATE

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Supplier 01.

QUOTATION

**FOCUS: HIGH-END NOISE CANCELLATION
(ENC/ANC) FOR PREMIUM RETAIL.**

ITEM DESCRIPTION	COST(FOR 1,000 UNITS)
FOB Price	\$11,500
Freight & Insurance (CIF)	\$850
Landed Cost Before Duty	\$12,350
Basic Customs Duty (15%)	\$1,852.50
SWS (10% of BCD)	\$185.25
IGST (18%)	\$2,589.70
Total Landed Cost (USD)	\$16,977.45
Total Landed Cost (INR)	₹14,34,595

**NOTE: THE ABOVE DETAILS ARE JUST FOR REFERENCE. NO
ACTUAL AMOUNTS INCLUDED**

Supplier 02.

QUOTATION

FOCUS: GAMING LOW LATENCY & RGB AESTHETICS.

ITEM DESCRIPTION	COST(FOR 1,000 UNITS)
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FOB Price	\$8,500
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Freight & Insurance (CIF)	\$800
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Landed Cost Before Duty	\$9,300
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Basic Customs Duty (15%)	\$1,395
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SWS (10% of BCD)	\$139.50
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IGST (18%)	\$1,950
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Total Landed Cost (USD)	\$12,784.50
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Total Landed Cost (INR)	₹10,80,290
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NOTE: THE ABOVE DETAILS ARE JUST FOR REFERENCE. NO ACTUAL AMOUNTS INCLUDED

Supplier 03.

QUOTATION

FOCUS: MASS MARKET / BULK CORPORATE GIFTING.

ITEM DESCRIPTION	COST(FOR 1,000 UNITS)
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FOB Price	\$11,000
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Freight & Insurance (CIF)	\$1,300
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Landed Cost Before Duty	\$12,300
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Basic Customs Duty (15%)	\$1,845
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SWS (10% of BCD)	\$184.50
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IGST (18%)	\$2,579
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Total Landed Cost (USD)	\$16,908.50
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Total Landed Cost (INR)	₹14,28,768
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NOTE: THE ABOVE DETAILS ARE JUST FOR REFERENCE. NO ACTUAL AMOUNTS INCLUDED

Strategic Recommendation

- **PRODUCT STRATEGY**

- **Premium:** High-spec "Hero Product" to compete with top-tier brands.
- **Volume** (BJBJ): Cost-efficient "Base Model" for the ₹999–₹1,299 mass market.

- **LOGISTICS & SCALING**

- **Pilot** (500-1,000 units): Air Freight for rapid market entry and testing.
- **Bulk** (>5,000 units): Sea Freight (LCL) to improve margins by 4–6%.

- **COMPLIANCE REQUIREMENTS**

Prior to dispatch, all packaging must feature the BIS R-Number, MRP Sticker, and Country of Origin declaration to ensure seamless customs clearance.

Importance of Research

- **STRATEGIC FOUNDATION**

Research is a key component of Glolinq's operational and decision-making framework.

- **ACCURATE MARKET INSIGHTS**

Data-driven research enables precise understanding of demand and industry trends.

- **FEASIBILITY & COMPLIANCE CHECKS**

Analysis of competition, technical requirements, and regulations ensures viability and compliance.

- **ENHANCED OUTCOMES**

A rigorous research approach minimises risks and strengthens long-term project effectiveness.

About Our Company

- **PROFESSIONAL ORGANISATION**

GloInq is a structured, professionally managed company delivering high-quality and market-ready solutions.

- **GLOBAL SOURCING EXPERTISE**

We specialise in identifying and sourcing advanced products and technologies from international markets.

- **STRONG EXECUTION FRAMEWORK**

Operations follow transparent processes, industry standards, and precise project execution.

- **CLIENT-FOCUSED APPROACH**

Reliability, clear communication, and consistent support remain core to our service delivery.