

## **FAQ on LED MMU**

1) **What is the cost of LED Bulb Micro Manufacturing Unit?**

**Ans.** It is Rs. 35,000

2) **What materials I will receive in one LED Bulb Micro Manufacturing Unit?**

**Ans.** In one unit, you will receive Raw Material kit of 300 LED Bulbs of 9 watt, Antistatic Mat Kit (4 Feet each), ESD Band (1 Band each), ESD Antistatic Gown (1 Gown each), Extension Board Kits (4 Plugs each), Testing Jig (6 Holders set each), Soldering Iron Station, De-soldering pump, Tool Kits (Wire Cutter, Wire Stripper, Tweezers, Screw driver), Digital Multi-meter, Heat Sink Insertion Jigs & Crimping Tool, Soldering Wire & Flux, CSC branded colour box with BIS Logo, Training video CDs, Packaging etc.

3) **What is the cost of Raw Material of 300 LED Bulbs?**

**Ans.** It is Rs. 17,100

4) **How should I sell the bulbs?**

**Ans.** 50% of the manufactured bulbs will be bought back by CSC SPV.

5) **How should I sell the rest 50% of the manufactured bulbs?**

**Ans.** You have to do the marketing of the rest 50% on your own through your own network.

6) **How many bulbs can be manufactured per day?**

**Ans.** It is absolutely up to the efficiency of the labour. An efficient worker can make a bulb in maximum 10 mins. It is up to you how long you want the worker to devote each day.

7) **How long does the testing of the bulbs take?**

**Ans.** The testing of the bulbs takes around 3-4 hrs. It is advisable that after the day's totals manufacture the bulbs, they should be tested together for efficient time management.

8) **How should I get the training for manufacture of the bulbs?**

**Ans.** VLE shall be shared training videos and technical assistant's contact details

9) **What if I don't understand everything from the training video?**

**Ans.** There will a SPOC trainer at State level whom you can approach for the further training issues. If still your problem persists then contact HO trainer who will guide you on your further issues.

10) **How will I get my buy back payment?**

**Ans.** After we receive the 50% of your production, quality checks will be done as per laid down parameters. After successful checking, you will be intimated over

the email about the number of properly manufactured bulbs. Within working 25 days, the payment will be transferred the VLE's registered bank account.

**11) What will happen to those bulbs which are quality rejects?**

**Ans.** If you want them back, we shall send them by courier or else we shall crush all of them.

**12) Will I receive the packing material along with SKD Bulbs?**

**Ans.** Yes, you will be getting packing materials when you buy units and on your subsequent raw material orders as well.

**13) What would be TAT for delivery of the unit?**

**Ans.** 25 working days.

**14) What is the profit margin in each bulb?**

**Ans.** The 50% quantity which we buy back, the profit margin will remain Rs.6 for each bulb. For rest 50% quantity, you can decide as per your own network and market demand.

**15) If I want to sell 100% of my production through my own network and don't want to opt for buy back, is that possible?**

**Ans.** Yes, that is possible. In that case VLE has to intimate within 15 Days post-delivery. Once you place the request for wave off the buyback option, no further request for buy back will be entertained.

**16) Will the buyback percentage remain 50% all the time?**

**Ans.** Yes. Only on the unit order we shall offer 50% buy back. On subsequent raw material order, the buyback percentage will be 25%.

**17) What if get faulty material, how do I replace them?**

**Ans.** In this case, you have to intimate CSC immediately over email. On confirmation, you have to send them by courier at your relevant State office or HO. If they are found to be faulty on quality checks (not faulty due to wrong manhandling), then we shall give you replacement within working 25 days from date of receipt of material.

**18) Will there be any warranty period for the finished bulbs?**

**Ans.** Yes. The warranty period will be for two years from the date of delivery of the material.

**19) Will the faulty bulbs be replaced under any circumstances?**

**Ans.** The bulbs will be replaced if found faulty due to manufacturing defects. There will be three exclusions which are as follows:

- a. Fault due to wrong connections
- b. Damaged or intentionally damaged items
- c. Soldering issue (Dry solder/excess solder/shorting due to improper soldering)