High-Risk Vendor Negotiation Conversations

Email Conversation – Zebronics Electronics

Email from Buyer (Procurement Team)
Subject: Request for Price & Warranty Negotiation for SMPS Supply
Dear Zebronics Team,
We are reviewing the upcoming contract period for the Zeb SMPS 450W units. Kindly evaluate and share your best offer:
- Price reduction on ■54,000
- Warranty extension by 6 months
- Guarantee extension by 1 month
Regards,
Procurement Team
Vendor Response:
We can offer:
- 8% discount → ■49,680
- Warranty extension: 3 months
- Guarantee extension: 1 month
Regards,
Zebronics Vendor Relations

Email Conversation – Acer Solutions

Email from Buyer
Subject: Negotiation Request for Acer 27" Display Units
Dear Acer Solutions,
Please share your revised proposal for:
- 10% discount on ■150,000
- 1-year warranty extension
- 3-month guarantee extension
Regards,
Procurement Team
Vendor Response:
We can provide:
- 10% discount → ■138,000
- Warranty extension not possible
- Guarantee extension: 1 month
Best regards,
Acer Enterprise Sales

Email Conversation – XYZ Local IT Supplier

Email from Buyer
Subject: Request for Discount & Support Enhancements
Dear XYZ Supplier,
Please propose revised terms for:
- 12% discount on ■60,000
- 6-month warranty increment
- 2-month guarantee increment
Regards,

Procurement Team
Vendor Response:
We offer:
- 12% discount → ■52,800
- Warranty extension: 3 months
- Guarantee extension: 1 month
Warm regards,
XYZ Vendor Management

Chat Conversation – TechNova Components

Buyer: Requesting 7% discount on ■82,500 + 4 months warranty + 1 month guarantee.
Vendor: We can offer:
- 7% discount → ■76,725
- Warranty extension: 2 months
- Guarantee extension: 1 month
Let us know if more details needed.

Chat Conversation – BudgetByte IT Parts

Buyer: Requesting 10% discount on ■45,000 + 3 months warranty + 1 month guarantee.
Vendor: We can offer:
- 10% discount → ■40,500
- Warranty extension: 1 month
- Guarantee extension: not possible
Please inform us if further information is needed.