

Dear Madam,

Good Morning & Greetings.

We recd your mail along with your proposed pricing on our different services. We strongly feel that, these pricings are not at all match to the existing market prices which are prevail in Telangana State. The related points are:

- You have not given any clarity on working hours whether it will be 8 hours or 12 hours
- Also not mentioning on working days (26 days or 30 days)
- These quoted rates which you mentioned are not at all matching with Telangana State Wages Act (revised on of October'23).
- Your proposed price is met with a difference of 28% which is very abnormal.
- The Security Guard, Lady Security Guards and Escort Salaries are very very low when compared with others salaries.
- How you Calculated these salaries?
- Pls note that you can utilize the services of Escort Guards as and when they are free from their Escort Duties (During their working hours).
- If We offer good salaries, we can get professional staff to get an absolute work from them.
- BMS: As per our observations, we will suggest you 3 Technicians instead of 2 (utilize their services in 3 Shifts /26 Days/8 Hours)
- Also you offered 5% Management Charges which is very less as we have to meet the TDS & other mandatory charges. So what benefit we have to get from this services. At the Management Charges should be 8% or 7% which is a good one to us.
- Please note that, we are not only providing our Staff to us but also giving training sessions to our Team in different aspects, doing regular monitoring and sudden checkups to be organized (both day & nights).

So, request you, please go through the points and do the needful.

Now, we attaching herewith our revised quotation for your consideration and necessary approval.

Thanking you and assuring you of our best services and attention at all the times.

With Regards