

Sujit Kurhade

**From:** Sameer Redij  
**Sent:** 02 May 2025 20:27  
**To:** Pallavi Mishra; Sujit Kurhade; gc  
**Cc:** Nikita Chatorikar  
**Subject:** Re: Discount approval for existing customer : Solvendo

Hi Pallavi,

You may proceed

Many Thanks & Kind Regards  
Sameer Redij | Chief Business Officer |  
ESDS Software Solution Limited  
[www.esds.co.in](http://www.esds.co.in) | [+91-9920-685385](tel:+91-9920-685385) |  
*No Excuses No Limits*

**From:** Pallavi Mishra <pallavi.mishra@esds.co.in>  
**Sent:** Friday, May 2, 2025 4:41:33 PM  
**To:** Sameer Redij <sameer@esds.co.in>; Sujit Kurhade <Sujit.Kurhade@esds.co.in>; gc <gc@esds.co.in>  
**Cc:** Nikita Chatorikar <nikita.chatorikar@esds.co.in>  
**Subject:** Re: Discount approval for existing customer : Solvendo

No Sameer. No CPC involved.

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**From:** Sameer Redij <sameer@esds.co.in>  
**Sent:** Friday, May 2, 2025 4:39:31 PM  
**To:** Sujit Kurhade <Sujit.Kurhade@esds.co.in>; gc <gc@esds.co.in>; Pallavi Mishra <pallavi.mishra@esds.co.in>  
**Cc:** Nikita Chatorikar <nikita.chatorikar@esds.co.in>  
**Subject:** Fw: Discount approval for existing customer : Solvendo

Hi Sujit

Pl do profitability for this & recommend what us max discount possible. Pl call me fr any queries

[@Pallavi Mishra](#) i assume there us no CPC here.

Many Thanks & Kind Regards  
Sameer Redij | Chief Business Officer |  
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*No Excuses No Limits*

**From:** Pallavi Mishra <pallavi.mishra@esds.co.in>  
**Sent:** Friday, May 2, 2025 2:58:33 PM  
**To:** Sameer Redij <sameer@esds.co.in>; Amit Sisodiya <amit.sisodiya@esds.co.in>  
**Cc:** Pooja Bhogekar <Pooja.Bhogekar@esds.co.in>; ds@esds.co.in <ds@esds.co.in>  
**Subject:** Fw: Discount approval for existing customer : Solvendo

Hi Sameer,

This is regarding our existing customer : **Solvendo Ltd. (Solvendo.io)**

The current Billing of this customer is **INR 546084.48**.

Now the client had shared a requirement of new VMs and augmentation for existing VMs on cloud. They have requested two things from us mentioned as below.

1. **Old augmentation and new VM requests shared last week would go through old rate cards.**

- **Compute – VCPU, RAM, Storage**  
**New CRM – 120, 120 , 9**  
**As per the Rate card approved for customer – 75, 75, 4**
- **Managed services – OS Managed services, Storage Managed services, E-magic monitoring tool**  
**New CRM – 1500, 500 , 1000**  
**As per the Rate card approved for customer – 550, 550, 310**

>>>The CRM cost for 5 years is **INR 25,30,440** and since we have fixed rate card for this customer the cost as per rate card is **INR 13,42,440** for which we need **46.98787 %** Discount to process it in CRM Portal.

2. **All upcoming requirements would request for 20% raise.**

Attaching the required documents for your reference.

Request your approval as we need to proceed with deployment.

Regards,  
Pallavi Mishra