

Sujit Kurhade

From: Sujit Kurhade
Sent: 30 October 2025 17:57
To: Husain Telwala; Sameer Redij
Cc: Yogesh Dusane
Subject: RE: ESDS_IBPS_DR_Commercial_3Y_Final.xlsx
Attachments: ESDS_IBPS_DR_Commercial_3+2Y_Final_Husain T_Profitability.xlsx

Hi Team,
Please find attached Profitability working regarding IBPS

As Per Total Contract Value : 28.46CR , The **Net Profit Margin stands at approx. 12%.**

Notes:
1. Overhead % will be consider as 10% for Hardware & Software & For Managed Services it is 35%

Thanks & Regards,
Sujit Kurhade | Pricing Analyst- Associate
ESDS Software Solution Ltd.
Email: sujit.kurhade@esds.co.in

From: Husain Telwala <Husain.Telwala@esds.co.in>
Sent: 30 October 2025 16:24
To: Sujit Kurhade <Sujit.Kurhade@esds.co.in>
Cc: Yogesh Dusane <yogesh.dusane@esds.co.in>
Subject: FW: ESDS_IBPS_DR_Commercial_3Y_Final.xlsx

Pls update the P&L based on this urgently.

From: Husain Telwala
Sent: Thursday, October 30, 2025 4:24 PM
To: Yogesh Dusane <yogesh.dusane@esds.co.in>
Cc: Sameer Redij <sameer@esds.co.in>; Akshay Karandikar <Akshay.Karandikar@esds.co.in>; Vishal Pawale <Vishal.Pawale@esds.co.in>
Subject: RE: ESDS_IBPS_DR_Commercial_3Y_Final.xlsx

Hi Sameer,

Request you to kindly check the updated commercials.

Regards
Husain

From: Yogesh Dusane <yogesh.dusane@esds.co.in>
Sent: Thursday, October 30, 2025 1:46 PM
To: Husain Telwala <Husain.Telwala@esds.co.in>
Cc: Sameer Redij <sameer@esds.co.in>; Akshay Karandikar <Akshay.Karandikar@esds.co.in>; Vishal Pawale <Vishal.Pawale@esds.co.in>
Subject: ESDS_IBPS_DR_Commercial_3Y_Final.xlsx

Hello Husain,

Please find the attached updated Commercial for IBPS_DR.
Consideration:

Total bid values : 253035915/- Without Tax's.
Hardware Margin : 18 %
Software Margin : 15%
CPC: 8%
Cost of Capital : 5%

Gross Profit Margin	23%
Net Profit Margin	12%
Markup Percentage	29%

Thanks and Regards,
Yogesh Dusane | Associate Director – Solution Architect
ESDS Software Solution Ltd.
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Mobile: +91 9960471167 | Toll Free: 1800 209 3006
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