

Sujit Kurhade

From: Sujit Kurhade
Sent: 09 October 2025 19:19
To: Sameer Redij
Cc: Yogesh Dusane; Sameer Redij; Rohit Kolhe; Nikita Chatorikar
Subject: RE: Profitability for JM Baxi Ports & Logistics

Hi Sameer Sir,

I kindly request you to look into this matter **urgently**.

If any commercial details are shared for profitability review and, after computation, a discrepancy is found between the price and the Bill of Material, it could drastically affect the profitability calculations.

I will be sharing my suggestions shortly. Meanwhile, could you please make the team aware of this? We would appreciate receiving the final file for profitability review once it has been thoroughly cross-verified with the technical team for BOM as well as our CRM pricing.

Thanks & Regards,

Sujit Kurhade | Pricing Analyst- Associate

ESDS Software Solution Ltd.

Email: sujit.kurhade@esds.co.in

From: Rohit Kolhe <Rohit.Kolhe@esds.co.in>
Sent: 09 October 2025 19:04
To: Sujit Kurhade <Sujit.Kurhade@esds.co.in>; Nikita Chatorikar <nikita.chatorikar@esds.co.in>
Cc: Yogesh Dusane <yogesh.dusane@esds.co.in>; Sameer Redij <sameer@esds.co.in>
Subject: RE: Profitability for JM Baxi Ports & Logistics

Hi Sujit,

Regarding the firewall discrepancy we have already shared the updated BOM with **Security Virtual Firewall (FW) Palo Alto VM-100**. In previous mail. kindly refer updated commercial for profitability review.

Regards,
Rohit Kolhe

From: Sujit Kurhade <Sujit.Kurhade@esds.co.in>
Sent: Thursday, October 9, 2025 6:01 PM
To: Rohit Kolhe <Rohit.Kolhe@esds.co.in>; Nikita Chatorikar <nikita.chatorikar@esds.co.in>
Cc: Yogesh Dusane <yogesh.dusane@esds.co.in>; Sameer Redij <sameer@esds.co.in>
Subject: RE: Profitability for JM Baxi Ports & Logistics

Hi team,

In the commercial document, the line item is listed as "**Security Services Virtual Firewall (2 IPsec and 25 SSL VPN Included)**" with a monthly recurring charge (MRC) of ₹16,753.61. However, as per the trailing mail, the mentioned product is "**Security Virtual Firewall (FW) Palo Alto VM-100**", which reflects an MRC of ₹11,079.66 in our CRM.

There seems to be a mismatch between the two, and a detailed investigation is required to reconcile this discrepancy.

From: Rohit Kolhe <Rohit.Kolhe@esds.co.in>
Sent: 09 October 2025 15:18
To: Sujit Kurhade <Sujit.Kurhade@esds.co.in>
Cc: Nikita Chatorikar <nikita.chatorikar@esds.co.in>; Yogesh Dusane <yogesh.dusane@esds.co.in>; Sameer Redij <sameer@esds.co.in>
Subject: RE: Profitability for JM Baxi Ports & Logistics

Hi Sujit,

Please find updated sheet for the profitability, As confirm with sales person the firewall is consider is Security Virtual Firewall(FW) Palo alto VM-100.

Regards,
Rohit Kolhe

From: Sujit Kurhade <Sujit.Kurhade@esds.co.in>
Sent: Wednesday, October 8, 2025 7:30 PM
To: Sameer Redij <sameer@esds.co.in>; Rohit Kolhe <Rohit.Kolhe@esds.co.in>
Cc: Nikita Chatorikar <nikita.chatorikar@esds.co.in>; Yogesh Dusane <yogesh.dusane@esds.co.in>
Subject: RE: Profitability for JM Baxi Ports & Logistics

Hi Team

Kindly share which VM used for below line item "Security Services Virtual Firewall(2 IPsec and 25 SSL VPN Included)".....VM01, VM02.....?

From: Sameer Redij <sameer@esds.co.in>
Sent: 08 October 2025 19:09
To: Rohit Kolhe <Rohit.Kolhe@esds.co.in>; Sujit Kurhade <Sujit.Kurhade@esds.co.in>

Cc: Nikita Chatorikar <nikita.chatorikar@esds.co.in>; Yogesh Dusane <yogesh.dusane@esds.co.in>
Subject: RE: Profitability for JM Baxi Ports & Logistics

Hello Sujit,

I hope you have shared the profitability calculations of this order with the GC Team.



From: Rohit Kolhe <Rohit.Kolhe@esds.co.in>
Sent: Wednesday, October 8, 2025 1:00 PM
To: Sujit Kurhade <Sujit.Kurhade@esds.co.in>
Cc: Nikita Chatorikar <nikita.chatorikar@esds.co.in>; Yogesh Dusane <yogesh.dusane@esds.co.in>; Sameer Redij <sameer@esds.co.in>
Subject: Profitability for JM Baxi Ports & Logistics
Importance: High

Hi Sujit,

We have received profitability request for existing client, where we have propose **12 % hike** on existing amount for **1 year** tenure and **30 % hike for 3 years**. kindly request you to please calculate profitability of this order and share the best we can offer for both scenario. On urgent basis

Current MRC is 27664 with 12% hike MRC is INR 30983.7 for 1 year
Current MRC is 27664 with 30% hike MRC is INR 35963.83 for 3 years

Note: both attach commercial is as per standard rate of 2025 for 1 and 3 year.

Tenure : 1 year
Payment terms : Quarterly advance within 10 days
CPC: Not applicable

Tenure : 3 year
Payment terms : Quarterly advance within 10 days
CPC: Not applicable

Sales : Ravi Pandey reports to Pallavi Mishra

Regards,
Rohit Kolhe