

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 | +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 |
ESDS Software Solution Limited
www.esds.co.in | +91-9920-685385 |
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