

Sujit Kurhade

From: Sujit Kurhade
Sent: 07 July 2025 14:55
To: Sameer Redij; Nikita Chatorikar; Rohit Kolhe
Cc: Yogesh Dusane; Gaurav Godse
Subject: RE: TIL - SAP requirement Profitability for -Tata International Ltd.
Attachments: SAP_requirement_TIL_Profitability.xlsx

Hi GC Team,

Please find attached the Profitability Working of **Tata International Ltd.**

As discussed with Sameer Sir, the final discounting has been finalized at **40%**, considering the need to maintain our Net Profit Margin % while responding to the customer's ask for a 50% discount.

This decision was made after reviewing the scenario analysis conducted as part of our no-regret cost analysis

Discounting %	MRC	OTC	TCV	Net Profit	Net Profit Margin
@ 40% Discount	INR 839,604	INR 503,762	INR 10,579,010	2449829.369	23.16%

As per Total Contract Value **Rs 1.05 CR Yearly**, the **Net Profit margin was 23%**.

Notes:

1. CPC cost has been considered.
2. For Finance Charge Cost , Based on Payment receives within 10 days. ($MRC * 4\% * 10 \text{Days} / 365 \text{dDays}$)
3. The calculation is based on a **12-month (1-year)** period.
4. OTC Calculated on 5% of YRC

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: Friday, July 4, 2025 8:20 PM
To: Sujit Kurhade <Sujit.Kurhade@esds.co.in>
Cc: Yogesh Dusane <yogesh.dusane@esds.co.in>; Nikita Chatorikar <nikita.chatorikar@esds.co.in>
Subject: FW: TIL - SAP requirement Profitability for -Tata International Ltd.

Hi Sujit,

Could you please review the profitability of this order? In the attached commercial document, the line-wise pricing has been mentioned as per CRM standard rates. As stated by the salesperson in the trail email below, the client has requested monthly billing up to 7 lakhs. To match the amount requested by the client, the discount required as per standard rates comes to nearly 50%.

Please review and suggest the best no-regret cost for this order. Also, please confirm what effect, if any, quarterly advance payment would have on the overall cost.

Tenure: 5 years

Payment terms : Monthly advance within 10 days

CPC: Not applicable

Sales : Ravi Pandey reports to Pallavi Mishra

Regards,
Rohit Kolhe

From: Ravi Pandey <Ravi.Pandey@esds.co.in>
Sent: 04 July 2025 18:27
To: gcteam <gcteam@esds.co.in>; gc <gc@esds.co.in>
Cc: Amit Sisodiya <amit.sisodiya@esds.co.in>; Pallavi Mishra <pallavi.mishra@esds.co.in>; ds@esds.co.in; Harshada Randive <Harshada.Randive@esds.co.in>; Sameer Redij <sameer@esds.co.in>; Gaurav Godse <gaurav.godse@esds.co.in>
Subject: RE: TIL - SAP requirement

Dear Team,

As discussed with Mr. Rohit,

I am sharing the working sheet with you. Kindly review it and share the no regret price.

Name – Tata International Ltd.

User – 650 No.

Customers ask – INR below 7 Lakh

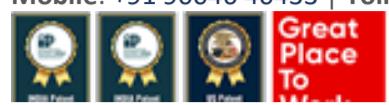
Regards,

Ravi Kant Pandey | Enterprise

ESDS Software Solution Ltd.

Email: ravi.pandey@esds.co.in

Mobile: +91 90046 40433 | Toll Free: 1800 209 3006



CIN: U72200MH2005PLC155433

SAP® Certified
in SAP HANA Generations

MeitY

TIA
TAA-compliant

PCI DSS
Level 1 Compliant

AICPA
SOC

One-stop Solution Provider for all IT Needs ////////////////

www.esds.co.in

From: Sameer Redij <sameer@esds.co.in>

Sent: 04 July 2025 17:47

To: Ravi Pandey <Ravi.Pandey@esds.co.in>; Gaurav Godse <gaurav.godse@esds.co.in>; gcteam <gcteam@esds.co.in>; gc <gc@esds.co.in>

Cc: Amit Sisodiya <amit.sisodiya@esds.co.in>; Pallavi Mishra <pallavi.mishra@esds.co.in>; ds@esds.co.in; Harshada Randive <Harshada.Randive@esds.co.in>

Subject: Re: TIL - SAP requirement

Looping in GC Team, GC.

Kind Regards



SAMI
Chief Bu

sameer@esds.co.in

+91 90046 40433

No Excl



From: Sameer Redij <sameer@esds.co.in>

Sent: Friday, July 4, 2025 5:45:07 PM

To: Ravi Pandey <Ravi.Pandey@esds.co.in>; Gaurav Godse <gaurav.godse@esds.co.in>

Cc: Amit Sisodiya <amit.sisodiya@esds.co.in>; Pallavi Mishra <pallavi.mishra@esds.co.in>; ds@esds.co.in <ds@esds.co.in>; Harshada Randive <Harshada.Randive@esds.co.in>

Subject: Re: TIL - SAP requirement

Hi Ravi

Please share with GC team detailed commercial proposal for profitability calculations. GC will revert with no regret discount possible

Kind Regards



SAMI

Chief Bu

 sami@esds.co.in
 +91 9822000000

No Excl



From: Ravi Pandey <Ravi.Pandey@esds.co.in>
Sent: Friday, July 4, 2025 5:19:53 PM
To: Gaurav Godse <gaurav.godse@esds.co.in>; Sameer Redij <sameer@esds.co.in>
Cc: Amit Sisodiya <amit.sisodiya@esds.co.in>; Pallavi Mishra <pallavi.mishra@esds.co.in>; ds@esds.co.in <ds@esds.co.in>; Harshada Randive <Harshada.Randive@esds.co.in>
Subject: RE: TIL - SAP requirement

Dear Sameer & Gaurav,

Just a gentle reminder regarding my earlier request for pricing support on the TATA International opportunity. This deal continues to remain a high-potential lead for us, and timely commercial approval could be the key to securing it.

As mentioned earlier, the customer is still hesitant due to the pricing, and a revision below INR 7,00,000 MRC (50 %) could significantly improve our chances of conversion.

This is also a strong opportunity for us to get a foothold inside such a large and prestigious group, which could open doors for future engagements across other verticals.

I'd truly appreciate your kind support and guidance on this. Please let me know if any further information is needed from my side.

Looking forward to your positive response.

Regards,

Ravi Kant Pandey | Enterprise

ESDS Software Solution Ltd.

Email: ravi.pandey@esds.co.in

Mobile: +91 90046 40433 | Toll Free: 1800 209 3006



CIN: U72200MH2005PLC155433

SAP® Certified
in SAP HANA Generations

MeitY

TIA
The IT Association of India

PCI DSS

AICPA
SOC

From: Ravi Pandey

Sent: 03 July 2025 18:47

To: Gaurav Godse <gaurav.godse@esds.co.in>; Sameer Redij <sameer@esds.co.in>

Cc: Amit Sisodiya <amit.sisodiya@esds.co.in>; Pallavi Mishra <pallavi.mishra@esds.co.in>; ds@esds.co.in; Harshada Randive <Harshada.Randive@esds.co.in>

Subject: RE: TIL - SAP requirement

Dear Sameer & Gaurav,

This is to highlight a **key opportunity** with TATA International Ltd., who are actively exploring SAP Cloud infrastructure for their SAP B1 environment.

Despite multiple efforts and internal discussions, I'm unable to close the deal due to commercial limitations. Our current CRM price is **INR 13,99,340 MRC**, and even after Mr. Gaurav's approx. **39% discount (INR 8,57,500 MRC)**, the customer is not ready to proceed.

This is my **final push** to win this opportunity. I strongly request your support to revisit the pricing and help us bring the MRC to **below INR 7,00,000 (50%)**.

Your urgent intervention could be the game-changer here. I truly believe with your support; we can turn this into a win.

Regards,

Ravi Kant Pandey | Enterprise

ESDS Software Solution Ltd.

Email: ravi.pandey@esds.co.in

Mobile: +91 90046 40433 | Toll Free: 1800 209 3006



CIN: U72200MH2005PLC155433

SAP® Certified
in SAP HANA® Generations

MeitY
Digital India Mission

PCI DSS
Compliant

AICPA
SOC

From: Gaurav Godse <gaurav.godse@esds.co.in>

Sent: 02 July 2025 17:55

To: Ravi Pandey <Ravi.Pandey@esds.co.in>

Cc: Amit Sisodiya <amit.sisodiya@esds.co.in>; Manish Sharma <Manish.Sharma@esds.co.in>; Pallavi Mishra <pallavi.mishra@esds.co.in>; ds@esds.co.in; Harshada Randive <Harshada.Randive@esds.co.in>

Subject: RE: TIL - SAP requirement

Hi Ravi,

Get confirmation on BoM and Proceed with :

Service Components	MRC	ARC	OTC
ESDS' eNlight Enterprise Community Cloud Hosting Services	INR 857,500	INR 10,290,000	INR 514,500
Total Price without taxes			INR 10,804,500

ESDS' eNlight Enterprise Cloud Hosting Services - DC Site

Env.	Description	Unit
A.1	Cloud Instances	
Primary Database Server	vCores: 60 RAM: 1024 GB Block Storage(3 IOPS/GB): 1024 GB OS: SUSE Linux 15 DB:	1 No.
Secondary Database Server	vCores: 60 RAM: 1024 GB Block Storage(3 IOPS/GB): 1024 GB OS: SUSE Linux 15 DB:	1 No.
SAP App production Server	vCores: 20 RAM: 64 GB Block Storage(3 IOPS/GB): 300 GB OS: Windows Server Standard 2022 DB:	1 No.
SAP SLD App server	vCores: 48 RAM: 192 GB Block Storage(3 IOPS/GB): 1024 GB OS: SUSE Linux 15 DB:	1 No.
Service Layer MB	vCores: 24 RAM: 128 GB Block Storage(3 IOPS/GB): 500 GB OS: Windows Server Standard 2022 DB:	1 No.
Service Layer LB	vCores: 24 RAM: 128 GB Block Storage(3 IOPS/GB): 500 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 1	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 2	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 3	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 4	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 5	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 6	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 7	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 8	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 9	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 10	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 11	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 12	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Workspace Session Server 13	vCores: 24 RAM: 64 GB Block Storage(3 IOPS/GB): 150 GB OS: Windows Server Standard 2022 DB:	1 No.
Additional Domain Controller	vCores: 8 RAM: 16 GB Block Storage(3 IOPS/GB): 200 GB OS: Windows Server Standard 2022 DB:	1 No.
ACCOPS Controller Servers1	vCores: 8 RAM: 8 GB Block Storage(3 IOPS/GB): 64 GB OS: Virtual Appliance DB:	1 No.

ACCOPS Controller Servers2	vCores: 8 RAM: 8 GB Block Storage(3 IOPS/GB): 64 GB OS: Virtual Appliance DB:	1 No.
Backup Server	vCores: 16 RAM: 32 GB Block Storage(3 IOPS/GB): 200 GB OS: Windows Server Standard 2022 DB:	1 No.
A.2	Storage	Unit
Primary & Secondary Database Server	Additional Storage - 1000 IOPs/TB	8 TB
Backup Server	Additional Storage	35 TB
A.4	Software and Licenses	Unit
Software and Licenses	Microsoft Windows 2022(Std. Edition)	202 No.
SUSE Linux 15		5 No.
A.5	Network & Connectivity	Unit
Network & Connectivity	Antivirus	20 No.
	Public IP	2 No.
	Additional SSL VPN	475 No.
	Unmetered Internet Bandwidth - Speed Based	50 Mbps
	Security Services Virtual Firewall(5 IPsec tunnel and 25 SSL VPN included)	1 No.
A.6	Managed Hosting Services	Unit
Managed Services	One Time Infrastructure setup as per ESDS' standard SOW	1 No.
	Operating System Management Services (Windows) as per ESDS' standard SOW	20 No
	Operating System Management Services (SUSE) as per ESDS' standard SOW	6 No
	Virtual Firewall Managed Services	1 No
	Storage Management Services as per ESDS' standard SOW(Per TB)	8.4 TB
	SAP Basis with DB Non HANA Managed Services	Client Scope
	SAP Basis DEV QAS PROD HANA Managed Services	Client Scope
	eMagic Cloud Monitoring Softwares	27 No

Infrastructure, Softwares and Network (A.1 + A.2 + A.3 + A.4+ A.5 + A.6)

Any component/services not part of the BoM will be considered as change request and will be charges accordingly.

Gaurav S. Godse | Senior Director - Solutions

ESDS Software Solution Ltd.

Website : www.esds.co.in | Email: gaurav.godse@esds.co.in

Landline : : 0253 -6636500 | Mobile : +91 8975655420

"Be the type of person you want to meet"

From: Ravi Pandey <Ravi.Pandey@esds.co.in>

Sent: Wednesday, July 2, 2025 4:16 PM

To: Gaurav Godse <gaurav.godse@esds.co.in>

Cc: Amit Sisodiya <amit.sisodiya@esds.co.in>; Manish Sharma <Manish.Sharma@esds.co.in>; Pallavi Mishra <pallavi.mishra@esds.co.in>; ds@esds.co.in; Harshada Randive <Harshada.Randive@esds.co.in>

Subject: RE: TIL - SAP requirement

fyi

Regards,

Ravi Kant Pandey | Enterprise

ESDS Software Solution Ltd.

Email: ravi.pandey@esds.co.in

Mobile: +91 90046 40433 | Toll Free: 1800 209 3006



CIN: U72200MH2005PLC155433

SAP® Certified
in SAP HANA Operations

MeitY

TIA
TIA-IEC-62368-2-42

PCI DSS

AICPA SOC

One-stop Solution Provider for all IT Needs //

www.esds.co.in

From: Gaurav Godse <gaurav.godse@esds.co.in>

Sent: 02 July 2025 15:28

To: Ravi Pandey <Ravi.Pandey@esds.co.in>

Cc: Amit Sisodiya <amit.sisodiya@esds.co.in>; Manish Sharma <Manish.Sharma@esds.co.in>; Pallavi Mishra <pallavi.mishra@esds.co.in>; ds@esds.co.in; Harshada Randive <Harshada.Randive@esds.co.in>

Subject: RE: TIL - SAP requirement

Hi Ravi,

Please highlight the changes, that will allow me to review faster 😊

Gaurav S. Godse | Senior Director - Solutions

ESDS Software Solution Ltd.

Website : www.esds.co.in | Email: gaurav.godse@esds.co.in

Landline : : 0253 -6636500 | Mobile : +91 8975655420

"Be the type of person you want to meet"

From: Ravi Pandey <Ravi.Pandey@esds.co.in>
Sent: Wednesday, July 2, 2025 3:25 PM
To: Gaurav Godse <gaurav.godse@esds.co.in>
Cc: Amit Sisodiya <amit.sisodiya@esds.co.in>; Manish Sharma <Manish.Sharma@esds.co.in>; Pallavi Mishra <pallavi.mishra@esds.co.in>; ds@esds.co.in; Harshada Randive <Harshada.Randive@esds.co.in>
Subject: RE: TIL - SAP requirement

Dear Gaurav,

As discussed, I'm sharing the updated working sheet with you. The line items have been revised as per the customer's inputs. Kindly review and let me know if we can finalize the ARC around ₹75 lakh.

Regards,

Ravi Kant Pandey | Enterprise

ESDS Software Solution Ltd.

Email: ravi.pandey@esds.co.in

Mobile: +91 90046 40433 | Toll Free: 1800 209 3006



One-stop Solution Provider for all IT Needs //

www.esds.co.in

From: Gaurav Godse <gaurav.godse@esds.co.in>
Sent: 30 June 2025 14:09
To: Manish Sharma <Manish.Sharma@esds.co.in>
Cc: Ravi Pandey <Ravi.Pandey@esds.co.in>; Amit Sisodiya <amit.sisodiya@esds.co.in>
Subject: RE: TIL - SAP requirement

Hi Team,

This is the Best we can give :

Service Components	MRC	ARC	OTC
ESDS' eNlight Enterprise Community Cloud Hosting Services	INR 885,430	INR 10,625,160	INR 531,258
Total Price without taxes			INR 11,156,418

@Manish Sharma : Please get approval on the BoM from the client before sharing the final commercials.

Gaurav S. Godse | Senior Director - Solutions
ESDS Software Solution Ltd.
Website : www.esds.co.in | Email: gaurav.godse@esds.co.in
Landline : : 0253 -6636500 | Mobile : +91 8975655420
"Be the type of person you want to meet"

From: Manish Sharma <Manish.Sharma@esds.co.in>
Sent: Monday, June 30, 2025 11:54 AM
To: Gaurav Godse <gaurav.godse@esds.co.in>
Cc: Ravi Pandey <Ravi.Pandey@esds.co.in>
Subject: TIL - SAP requirement

Hi Gaurav,

As discussed with Ravi please find the attached internal working sheet of TIL.

Best Regards,

Manish Sharma|Solution Architect
ESDS Software Solution Ltd.
Email: manish.sharma@esds.co.in
Mobile : +91 9930326881

Address: Plot No. B- 24 & 25, NICE Industrial Area, Satpur MIDC, Nashik.



One-stop Solution Provider for all IT Needs //