| | |
|---|---|
| **From:** | Sujit Kurhade |
| **Sent:** | 02 May 2025 18:05 |
| **To:** | Sameer Redij |
| **Cc:** | Nikita Chatorikar; Yogesh Dusane; gcteam |
| **Subject:** | RE: Discount approval for existing customer : Solvendo |
| **Attachments:** | Solvendo Ltd profitability.xlsx |

Hello Sameer Sir,
Please find attached the Profitability Working for your review.
At the current discounted rate, the Net Profit (NP) margin stands at **24%**. If an additional **10% discount** is applied, the NP margin reduces to **16%**.

**Notes:**
1. CPC cost has not been considered in this working.
2. For OS Managed Services, the input cost for Windows OS management has been included.
3. The calculation is based on a **60-month (5-year)** period. An additional column has been included to show the NP margin % under further discount scenarios.

Best Regards,
**Sujit Kurhade**

---

**From:** Pallavi Mishra <pallavi.mishra@esds.co.in>
**Sent:** Friday, May 2, 2025 4:42 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.

Get Outlook for iOS

---

**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** I Chief Business Officer |
**ESDS Software Solution Limited**
www.esds.co.in I +91-9920-685385 I
*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 deployement.


Regards,
Pallavi Mishra