



# FlamencoTech

Intelligent Infrastructure

## Flamenco Tech Commercial Quotation

<b>Company:</b>	yrty		
<b>Kind Attn:</b>	ytry		<b>FlamencoTech India Pvt Ltd</b> #731, 1st Floor, 7th Cross, 3rd Block, Koramangala, Bangalore, India - 560 034  +91 80 2563 3803 connect@flamencotech.com
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<b>Subject:</b>	thth	<b>Ref No:</b>	2022-08-24-yrty-3329285688
		<b>Date:</b>	Wed, 24 Aug 2022 19:14:58 GM

-						SUPPLY		INSTALLATION			
S.N.	MAKE	MODEL	ITEM DESCRIPTION	QTY	UOM	RATE	TOTAL	RATE	TOTAL	REMARK	
A	FlamencoTech		HARDWARE								
1	Flamenco Tech	FT-DB-OCCUSENZ-D-4Y	DB -Spazio Desk Occupancy Sensor with 4 Year battery life	6	Per Device	9193	55158	8750	52500		
2	Flamenco Tech	FT-DB-OCCUSENZ-PIXEL-ZB	OccuSenZ Pixel Sensor ZB variant	7	Per Device	8001	56007	8750	61250		
3	Flamenco Tech	FT-DB-OCCUSENZ-PC-ZB	OccuSenZ- PC People Count Sensor ZB variant	7	Per Device	8001	56007	8750	61250		
4	Flamenco Tech	FT-DB-ENVISENZ-RRH-ZB	EnviSenZ Rest Room Sensor ZB variant T+Rh, TVOC, Odour, Wetfloor detection sensor	7	Per Device	9193	64351	8750	61250		

C			FT INSTALLATION							
	Flamencotech	-	Installation, Commissioning, Testing, Training (Train the Trainer), Handover, Documentation & Project Management	1	Lot			639000	639000	
<b>Total</b>						<b>231523</b>		<b>875250</b>		

S.N.	MAKE	MODEL	MONTHLY RECURRING CHANGER	QTY	UOM	RATE	TOTAL PER MONTH		REMARK
B	FlamencoTech		SOFTWARE						
1	Flamencotech	DB V3.3	Kiosk Screen License	6	Per Item	11588	69528	548	3288
2	Flamencotech	DB V3.3	Employee One Mobile User License	6	Per Item	464	2784	22	132
3	Flamencotech	DB V3.3	Employee Roastering Per User License	6	Per Item	515	3090	24	144
4	Flamencotech	DB V3.3	License for Space Planning	5	Per Item	412	2060	20	100
5	Flamencotech	DB V3.3	License for Desk Utilization	4	Per Item	1236	4944	59	236
6	Flamencotech	DB V3.3	License for Desks Booking	7	Per Item	1236	8652	59	413
7	Flamencotech	DB V3.3	Meeting Room (Occupancy)	6	Per Item	6180	37080	293	1758
8	Flamencotech	DB V3.3	Meeting Room (People count)	6	Per Item	6180	37080	293	1758
9	Flamencotech	DB V3.3	Meeting Room (Booking)	6	Per Item	6180	37080	293	1758
10	Flamencotech	DB V3.3	Way finding Point of Interest	250	Per Item	1030	257500	49	12250
11	Flamencotech	DB V3.3	Feedback Point	250	Per	1030	257500	49	12250

			of Interest			Item				
12	Flamencotech	DB V3.3	Restroom License (People Count)	7		Per Item	6180	43260	293	2051
13	Flamencotech	DB V3.3	Restroom License (Wet Floor Detection)	7		Per Item	6180	43260	293	2051
14	Flamencotech	DB V3.3	Restroom License (Odour)	7		Per Item	3090	21630	146	1022
15	Flamencotech	DB V3.3	Automate License	7		Per Item	475345	3327415	2264	15848
16	Flamencotech	DB V3.3	Customization Effort - PSO	1		Per Item	548475	548475	731	731
<b>Total Amount Per Month</b>								<b>4701338</b>		

## Terms and Conditions :

1	Payment Terms -  I- Hardware - 100% Advance with PO II- Monthly Charges - 100% Annual in advance III- Installation - 50% Advance, 30% on completion & 20% on Sign off
2	Hardware rates are Ex-works Bangalore & it does not include any Freight charges, transit insurance Import duties, clearance charges, etc.
3	GST and Government taxes extra as applicable
4	Offer valid for 30 days from the date of quotation
5	Delivery Period for FlamencoTech hardware - 16 - 24 weeks Delivery Period for Air Santization Device - 10-12 Week
6	Only Remote Support services are considered
7	Cloud server augmentation may required based on the final scope of the solution.
8	The contract period for monthly recurring charges will be 3 years
9	All Flamenco Tech hardware are supplied with 13 month warranty from the date of supply or 12 month warranty from the date of installation, which ever is earlier.
10	Air Santization Hardware - The product is warranted to be free from defects in material and workmanship for a period of 12 months from the date of supply with exclusion of servicing and cleaning. Warranty Void -  I- Does not cover consequential loss or damages. II- Is Void if any repair are carried out by unauthorized person III- Failure of equipment because of electrical fault or unstable power supply
11	Any type of ladders, plumbing, scaffolding or other similar associated works related to False Ceiling, false ceiling access panels, ceiling wooden frames for grills and diffusers, painting or matching of wall texture after any work will be in customer scope.
12	Protected storage for the tools and equipment or any theft from site will be buyers Responsibility.
13	Network Infrastructure like LAN Cabling, Network Active switches (POE or NPOE), Racks, etc.to be provided by customer
14	Firewalls, Internet connection to be arranged by the customer for Gateway
15	.....

15	UPS power point to be provided by the customer as required
16	Any Electrical, Carpentry Civil work and Repainting or cleaning of Attic spaces/Air conditioning system will be in client scope
17	All hardware quantities are arrived based on the shared layouts. Final quantity can be arrived based on detailed site study.
18	Travel, Stay, Per Diem charges will be extra at actuals
19	5 Admin Logins will be available for reports & dashboards, additional users if required then it will be charged extra
20	The charges does not include any Mobilization (Store & Site Office) , Other Expenses (Power, house keeping, BG, insurance, compliance etc.)
21	Installation charges may vary based on project specific details, site condition & work timings
22	Kiosk hardware charges will be extra.

### **Assumptions :**

1	Integration with Third Party application is not part of the proposal, but it can be discussed and based on integration feasibility additional charges will be shared.
2	Customization is not included, but can be discussed and based on feasibility additional charges will be shared
3	Application web link to be white listed by the customer to access the reports on their local machine
4	Customer to provide the Data collector machine with below configuration  Intel I5 3.0 GHZ CPU, Quad Core processor 8 GB RAM, 500 GB HDD, MS Windows 10 pro OS, 4 No.s X USB v2.0 and 2 X USB v3.0 Full HD graphics, HDMI connectivity, Antivirus
5	Installation of Air Sanitization devices to be arranged by customer through their existing HVAC vendor partner
6	Sharing of IAQ sensor data to the existing BMS system is possible with an additional protocol hardware which will be charged extra

Please get in touch in case of any queries about the aforementioned quote