



Company:	CLSA							
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						SUPPLY		INSTALLATION	
S.N.	MAKE	MODEL	ITEM DESCRIPTION	QTY	UOM	RATE	TOTAL	RATE	TOTAL
A	Flamenco Tech		FT HARDWARE						
1	Flamenco Tech	FT-DB-OCCUSENZ-D-2Y	DB -Spazio Desk Occupancy Sensor with 2 Year battery life	100	Per Device	₹ 4047	₹ 404700	₹ 196	₹ 19600
2	Flamenco Tech	FT-DB-OCCUSENZ-PC-IP	OccuSenZ- PC People Count Sensor IP variant	500	Per Device	₹ 30338	₹ 15169000	₹ 2250	₹ 1125000
B			INSTALLATION						
	Flamenco Tech	-	Installation, Commissioning, Testing, Training (Train the Trainer), Handover, Documentation & Project Management	1	Lot			₹20457000	₹20457000

TOTAL AMOUNT ₹15573700 ₹21601600

S.N.	MAKE	MODEL	MONTHLY RECURRING CHARGES	QTY	UOM	RATE	TOTAL PER MONTH	TOTAL PER ANNUM
C	Flamenco Tech		SOFTWARE					
1	Flamenco Tech	DB V4.4	Kiosk Screen License	100	Per Item	₹ 320	₹ 32000	₹ 384000
2	Flamenco Tech	DB V4.4	Employee One Mobile User License	10000	Per Item	₹ 12	₹ 120000	₹ 1440000
3	Flamenco Tech	DB V4.4	Employee Roastering Per User License	10000	Per Item	₹ 13	₹ 130000	₹ 1560000

4	Flamenco Tech	DB V4.4	License for Space Planning	100	Per Item	₹ 20	₹ 2000	₹ 24000
5	Flamenco Tech	DB V4.4	License for Desk Utilization	100	Per Item	₹ 59	₹ 5900	₹ 70800
6	Flamenco Tech	DB V4.4	License for Desks Booking	100	Per Item	₹ 59	₹ 5900	₹ 70800
7	Flamenco Tech	DB V4.4	Meeting Room (People count)	400	Per Item	₹ 158	₹ 63200	₹ 758400
8	Flamenco Tech	DB V4.4	Meeting Room (Booking)	400	Per Item	₹ 158	₹ 63200	₹ 758400
9	Flamenco Tech	DB V4.4	Way finding Point of Interest	250	Per Item	₹ 49	₹ 12250	₹ 147000
10	Flamenco Tech	DB V4.4	Feedback Point of Interest	250	Per Item	₹ 49	₹ 12250	₹ 147000
11	Flamenco Tech	DB V4.4	Restroom License (People Count)	100	Per Item	₹ 320	₹ 32000	₹ 384000
12	Flamenco Tech	DB V4.4	Automate License	100	Per Item	₹ 122	₹ 12200	₹ 146400
TOTAL AMOUNT						₹490900	₹5890800	

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	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 possbile with an additional protocol hardware which will be charged extra

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