



# FlamencoTech

Intelligent Infrastructure

## Flamenco Tech Commercial Quotation

|                   |                   |                |   |
|-------------------|-------------------|----------------|---|
| <b>Company:</b>   | bgbg              |                |   |
| <b>Kind Attn:</b> | gbfgfg            |                | <b>FlamencoTech India Pvt Ltd</b><br>#731, 1st Floor, 7th Cross, 3rd Block, Koramangala, Bangalore, India - 560 034<br><br>+91 80 2563 3803<br>connect@flamencotech.com |
| <b>Email ID:</b>  | gfhfgh@gmail.comg |                |   |
| <b>Mobile:</b>    | 01122334455       |                |   |
| <b>Subject:</b>   | ghfhfg            | <b>Ref No:</b> | 2022-08-26-bgbg-628315512   |
|                   |                   | <b>Date:</b>   | Fri, 26 Aug 2022 18:29:21 GMT   |

| -    |               |                         |   |     |            | 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                         | 5   | Per Device | 9193   | 45965 | 8750         | 43750 |        |
| 2    | Flamenco Tech | FT-DB-OCCUSENZ-PIXEL-ZB | OccuSenZ Pixel Sensor ZB variant  | 6   | Per Device | 8001   | 48006 | 8750         | 52500 |        |
| 3    | Flamenco Tech | FT-DB-OCCUSENZ-PC-ZB    | OccuSenZ- PC People Count Sensor ZB variant                                       | 5   | Per Device | 8001   | 40005 | 8750         | 43750 |        |
| 4    | Flamenco Tech | FT-DB-ENVISENZ-RRH-ZB   | EnviSenZ Rest Room Sensor ZB variant T+Rh, TVOC, Odour, Wetfloor detection sensor | 5   | Per Device | 9193   | 45965 | 8750         | 43750 |        |

|              |              |   |  |   |        |  |  |         |         |  |
|--------------|--------------|---|--|---|--------|--|--|---------|---------|--|
| C            |              |   | FT<br>INSTALLATION   |   |        |  |  |         |         |  |
|              | Flamencotech | - | Installation,<br>Commissioning,<br>Testing,<br>Training (Train<br>the Trainer),<br>Handover,<br>Documentation<br>& Project<br>Management | 1 | Lot    |  |  | 1120500 | 1120500 |  |
| <b>Total</b> |              |   |  |   | 179941 |  |  | 1304250 |         |  |

| 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                 | 5   | Per Item | 11588 | 57940           | 548 | 2740   |
| 2    | Flamencotech | DB V3.3 | Employee One Mobile User License     | 54  | Per Item | 464   | 25056           | 22  | 1188   |
| 3    | Flamencotech | DB V3.3 | Employee Roastering Per User License | 54  | Per Item | 515   | 27810           | 24  | 1296   |
| 4    | Flamencotech | DB V3.3 | License for Space Planning           | 4   | Per Item | 412   | 1648            | 20  | 80     |
| 5    | Flamencotech | DB V3.3 | License for Desk Utilization         | 5   | Per Item | 1236  | 6180            | 59  | 295    |
| 6    | Flamencotech | DB V3.3 | License for Desks Booking            | 45  | Per Item | 1236  | 55620           | 59  | 2655   |
| 7    | Flamencotech | DB V3.3 | Meeting Room (Occupancy)             | 5   | Per Item | 6180  | 30900           | 293 | 1465   |
| 8    | Flamencotech | DB V3.3 | Meeting Room (People count)          | 5   | Per Item | 6180  | 30900           | 293 | 1465   |
| 9    | Flamencotech | DB V3.3 | Meeting Room (Booking)               | 5   | Per Item | 6180  | 30900           | 293 | 1465   |
| 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)        | 5  |  | Per Item | 6180   | 30900    | 293             | 1465  |  |
| 13                            | Flamencotech | DB V3.3 | Restroom License (Wet Floor Detection) | 5  |  | Per Item | 6180   | 30900    | 293             | 1465  |  |
| 14                            | Flamencotech | DB V3.3 | Restroom License (Odour)               | 5  |  | Per Item | 3090   | 15450    | 146             | 730   |  |
| 15                            | Flamencotech | DB V3.3 | Automate License                       | 55 |  | Per Item | 475345 | 26143975 | 288             | 15840 |  |
| 16                            | Flamencotech | DB V3.3 | Customization Effort - PSO             | 1  |  | Per Item | 548475 | 548475   | 731             | 731   |  |
| <b>Total Amount Per Month</b> |              |         |  |    |  |          |        |          | <b>27551654</b> |       |  |

## Terms and Conditions :

|    |   |
|----|---|
| 1  | Payment Terms -<br><br>I- Hardware - 100% Advance with PO<br>II- Monthly Charges - 100% Annual in advance<br>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<br>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 -<br><br>I- Does not cover consequential loss or damages.<br>II- Is Void if any repair are carried out by unauthorized person<br>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<br><br>Intel I5 3.0 GHZ CPU, Quad Core processor 8 GB RAM,<br>500 GB HDD, MS Windows 10 pro OS, 4 No.s X USB v2.0 and 2 X USB v3.0<br>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