

# **VMware License Commercial Proposal for “Quickplay Media Pvt Ltd”**

**Prepared for: Mr. Som**

### Revision Control

Date	Version	Author	Change Description
15/09/2020	1.0	K. Padmavathi	Initial version

### Validity Statement

This proposal is valid for 15 days unless otherwise noted.

### Contact Information

Translab Technologies Sales Rep:	K. Padmavathi
Translab Technologies Address:	Translab Technologies Pvt. Ltd. No# 389, Bluemoon Prime, 2nd Floor, 9th Main, Sector- 7, HSR Layout, Bangalore, Karnataka, India. PIN - 560102
Mobile Telephone:	+91 9632647828
Email:	padmavathi@translabtechnologies.com

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## Cover Letter

To,  
Mr. Som,  
“Quickplay Media Pvt Ltd”.

**Subject: Commercial Proposal for VMware Enterprise Plus License.**

Dear Sir,

At the outset, thank you for extending your support to the Translab Technologies for **VMware Enterprise Plus License** requirement. This proposal includes bill of materials, and commercials.

We are keen to have a business relationship with you and we look forward for a positive response from your side.

I am sure with the kind of technical expertise that Translab has, we can add tremendous value to this relationship.

**Thanks, and Regards,**  
**K. Padmavathi**

## 1. Executive Summary

Quickplay has a requirement of Add-on VMware Enterprise Plus License.

## 2. Proposed Solution

Translab is proposing the required VMware vSphere 7 Enterprise Plus license. vSphere is a cloud computing virtualization platform that includes a set of server virtualization products, with ESXi hypervisor and vCenter functioning as its core components. It allows you to easily create and manage multiple virtual machines (VMs), distribute workloads across clouds and devices, provide on-demand scalability, ensure data security, and build a virtual environment that can comply with your specific business needs. There are multiple versions of vSphere available out of which proposed license is Enterprise Plus.

vSphere Enterprise Plus Edition enhances application performance and enables resource management. This could be considered as a more advanced version of vSphere Standard, and allows rapid deployment and provisioning of workloads, load balancing, as well as establishing the priority of VM resources.

## 3. Bill of Materials

Product	Part Number	Support End Date	QTY
VMware vSphere 7 Enterprise Plus for 1 processor including 1 year Production SnS	VS7-EPL-C	31 <sup>st</sup> Aug 2021	16
Production SnS	VS7-EPL-P-SSS-C	31 <sup>st</sup> Aug 2021	16

## 4. Commercial

Product	Qty	Price/Unit	Total Price (INR)
VMware vSphere 7 Enterprise Plus for 1 processor including 1-year Production SnS	16	1,77,896	28,46,336
Production SnS	16	20,350	3,25,600
<b>Total</b>			<b>31,71,936</b>

Note: vSphere requires vCenter for it to work. However, it is assumed that Quickplay Media Pvt Ltd already has vCenter at the site and hence not quoted. Also, Installation commercials are not added.

### 4.1 Terms & Conditions

1. Translab Technologies is only bound by the terms and conditions provided as part of this proposal. Any changes the same must be discussed and mutually agreed upon.
2. Any errors or omissions in this proposal shall be brought to our notice at the earliest. These will be rectified via a replacement or supplemental proposal.
3. The price is for **Quickplay** only.
4. The above price is exclusive of GST.
5. Price given is as per the quantity of products and scope of services described in the BOM. Any change in the quantity or scope can lead to change in price.
6. Payment schedule: **100% advance**.
7. No penalty clause is accepted as part of this offer.
8. Delivery period: **1-2 Weeks**
9. Delivery location: **Quickplay Office**
10. The acceptance/payment cannot be postponed in case of **Quickplay** cannot fulfil the prerequisites.
11. PO should be placed on below entity

**Translab Technologies Private Limited**

**389, Bluemoon Prime, 9th Main, Sector 7,**

**HSR Layout, Bangalore (India), Pin: 560102.**

**GST Number: 29AAFCT2629C1ZF**

**MSME UAM: KR03D0080920**