



Mohnish Shah <shahmohnish@gmail.com>

Follow-Up and Further Details for LlamaIndex Jacket Order

5 messages

Kevin Smith<kevinsmith@llama.com>

Sat, Feb 3, 2024 at 7:29 PM

To: Hannah Jacobs <hjacobson@tommybahama.com>

Hi Hannah,

I trust this email finds you well. I wanted to express our gratitude for the informative and productive sales call we had recently. It was enlightening to learn more about the customization options and quality that Tommy Bahama offers.

After discussing your proposal with the team at LlamaIndex, we are very interested in moving forward with the order for the 500 custom-made jackets. However, before we make any final commitments, we would appreciate it if the Tommy Bahama design team could provide us with some mock designs featuring the LlamaIndex logo and colors.

We believe this step will not only give us a better visual understanding of how our branding elements will be incorporated into the jackets but will also help us make a more informed decision. Please let us know the timeframe within which we can expect to receive these mock designs.

Additionally, considering the substantial quantity we are looking to order, we were wondering if there are any further discounts available for bulk purchases. We understand that you've already provided a first-time order discount of 20%, bringing the price per jacket down to \$200, which we appreciate. However, given the volume of our order, we wanted to explore the possibility of additional incentives.

We understand that the final price will depend on various factors, including design intricacies and shipping, but we'd like to ensure that we are maximizing the value of our investment.

We are enthusiastic about the prospect of collaborating with Tommy Bahama on this project, and we believe that seeing the mock designs and discussing potential additional discounts will help us finalize our decision.

Looking forward to your response and the next steps in our collaboration.

Best regards,

Kevin

Llama Index

Hannah Jacobs<hjacob@tommybahama.com>
To: Kevin Smith <kevinsmith@llama.com>

Sat, Feb 3, 2024 at 7:31 PM

Subject: Re: Follow-Up and Further Details for LlamaIndex Jacket Order

Hi Kevin,

Thank you for your prompt and thoughtful response. I'm delighted to hear that LlamaIndex is interested in moving forward with the custom jackets, and I appreciate your detailed considerations.

I completely understand the importance of visualizing the final product, and I'll make sure to relay your request to our design team. They will work on creating mock designs with the LlamaIndex logo and colors. I anticipate having these ready for your review within the next week. Once they're prepared, I'll share them with you promptly.

Regarding the possibility of a follow-up call, I suggest scheduling it for sometime next week to discuss the mock designs in detail and address any additional questions you might have. Here are a few time slots that work on my end:

Tuesday at 10:00 AM

Wednesday at 2:00 PM

Thursday at 3:30 PM

Please let me know which option suits your schedule, or propose an alternative time that would be convenient for you. I want to ensure that we find a time that works well for everyone involved.

Additionally, I'll be reaching out to my manager to discuss the possibility of further pricing considerations for your bulk order. I understand the importance of making this investment worthwhile for LlamaIndex, and we'll do our best to accommodate your needs.

Thank you once again for considering Tommy Bahama for this project. I'm looking forward to our continued collaboration and the opportunity to provide you with exceptional custom jackets.

Best regards,

Hannah

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Kevin Smith<kevinsmith@llama.com>
To: Hannah Jacobs <hjacob@tommybahama.com>

Sat, Feb 3, 2024 at 7:32 PM

Lets do Wednesday at 2 pm! Looking forward to our chat!

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Hannah Jacobs<hjacobs@tommybahama.com>
To: Kevin Smith <kevinsmith@llama.com>

Sat, Feb 3, 2024 at 8:01 PM

Hi Kevin,

I hope this email finds you well. Following our recent conversation about the custom jackets for LlamaIndex, I'm excited to share a sneak peek of the designs our team has mocked up based on your preferences. Attached to this email, you will find a selection of design options that feature the lively and fun elements we discussed – the light pink and light blue color scheme, the prominent LlamaIndex logo, and playful cactus and mountain graphics. Our design team has put a lot of effort into bringing your vision to life, and we're eager to hear your thoughts.

Please take some time to review the attached designs and let us know if there are any specific elements you'd like to tweak or if you have additional ideas. Your feedback is invaluable, and we want to ensure the final design perfectly aligns with LlamaIndex's vision. Design 3 does come with a slight premium, due to it requiring additional ink in order to ensure maximum quality. The table below outlines the final pricing (with the included 1,000 jacket discount).

| | Unit Price (500 jackets) | Unit Price (1,000 jackets) |
|------------------------------|--------------------------|----------------------------|
| Design 1 (Cactus) | 200 | 160 |
| Design 2 (Mountain) | 200 | 160 |
| Design 3 (Cactus & Mountain) | 250 | 200 |

Additionally, I want to remind you of our scheduled follow-up call next Thursday at 2:30 PM, where we can discuss the designs in more detail and finalize any remaining details. If there are any changes or adjustments you'd like to propose, we're more than happy to accommodate them.

Your satisfaction is our priority, and we appreciate your collaboration in refining these designs to meet your expectations. If you have any questions or feedback, please don't hesitate to reach out. We're here to make sure the end result is exactly what LlamaIndex envisions.

Thank you for choosing Tommy Bahama for this project, Kevin. We're looking forward to hearing your thoughts and working together towards the perfect custom jackets.

Best regards,

Hannah

Tommy Bahama Sales Representative

[Attachments: LlamaIndex_Jacket_Designs_Preview.pdf]

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Kevin Smith<kevinsmith@llama.com>
To: Hannah Jacobs <hjacobson@tommybahama.com>

Sat, Feb 3, 2024 at 8:03 PM

Hi Hannah,

I hope this message finds you well. Thank you so much for the quick turnaround on the jacket designs – they look fantastic! The team here at LlamaIndex is thrilled with the vibrant and playful options you've presented.

After a thorough review, we're particularly pleased with option 3 with both the cactus and mountain graphics – they truly capture the spirit we were aiming for. However, we do have a small adjustment we'd like to propose.

We're hoping to make the LlamaIndex logo, specifically the llama, a bit larger and more prominently featured on the jackets. We believe this adjustment will further emphasize our brand identity and add an extra touch of whimsy to the design.

If possible, could the design team explore options with a slightly larger llama? We trust your team's creativity, and we're excited to see what adjustments can be made.

I appreciate your understanding and flexibility in accommodating this feedback. Looking forward to our call on Thursday to discuss this in more detail and finalize the design.

Thanks again for your excellent work and collaboration.

Best regards,

Kevin

LlamaIndex

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