

High-Risk Vendor Contract Negotiation Conversations

Email Conversation – Zebronics Electronics

Email from Buyer (Procurement Team)

Subject: Request for Price & Warranty Negotiation for SMPS Supply

Dear Zebtronics Team,

We are currently reviewing the upcoming contract period for the Zeb SMPS 450W units.

Kindly evaluate and share your best possible offer for the following points:

- Price reduction on the current rate of ■54,000
- Warranty extension by 6 months
- Guarantee extension by 1 month

Regards,

Procurement Team

Reply from Vendor – Zebtronics Electronics

Dear Team,

Thank you for your request.

We can offer the following revised terms:

- 8% discount, revised price: ■49,680
- Warranty extension of 3 months
- Guarantee extension of 1 month

Please review and let us know if any additional details are required.

Regards,

Zebtronics Vendor Relations

Email Conversation – Acer Solutions

Email from Buyer

Subject: Negotiation Request for Acer 27" Display Units

Dear Acer Solutions,

We are evaluating contract renewal for your Acer 27" Display units.

Kindly consider and share your revised proposal on:

- 10% reduction on the current price of ■150,000
- 1-year warranty extension
- 3-month guarantee extension

Regards,

Procurement Team

Reply from Vendor – Acer Solutions

Dear Procurement Team,

Thank you for reaching out.

Below are our updated terms:

- 10% discount approved – new price: ■138,000
- Warranty extension cannot be increased at this time
- Guarantee can be extended by 1 month

Best regards,

Acer Enterprise Sales

Email Conversation – XYZ Local IT Supplier

Email from Buyer

Subject: Request for Discount & Support Term Enhancements

Dear XYZ Supplier,

We are reviewing the contract for Keyboard & Mouse Combo.

Please propose revised terms for the following:

- 12% discount on the current rate of ■60,000
- 6-month warranty increment
- 2-month guarantee increment

Regards,

Procurement Team

Reply from Vendor – XYZ Local IT Supplier

Dear Team,

Thank you for your negotiation request.

We can offer the following:

- 12% discount, revised price: ■52,800
- Warranty extension of 3 months
- Guarantee extension of 1 month

Warm regards,

XYZ Vendor Management

Chat Conversation – TechNova Components

Buyer:

Hi TechNova,

We need your revised offer for the Cables & Connectors Kit.

Please provide:

- 7% discount on the current ■82,500
- 4-month warranty extension
- 1-month guarantee extension

TechNova:

Hello!

Here is what we can offer:

- 7% discount → ■76,725
- Warranty extension for 2 months
- Guarantee extension for 1 month

Let us know if you need more details.

Chat Conversation – BudgetByte IT Parts

Buyer:

Hello BudgetByte,

Please share your revised terms for Network Cables.

Requested adjustments:

- 10% discount on ■45,000
- 3-month warranty extension
- 1-month guarantee extension

BudgetByte:

Hi,

We can provide the following:

- 10% discount → ■40,500
- Warranty extension for 1 month
- Guarantee extension not possible due to product return trends

Please inform us if further information is needed.