



Arun Kumar Elangovan &lt;arunkumar.elangovan@teamlease.com&gt;

**Fwd: CrowdStrike Revised Proposal**

1 message

Nilesh Gupta <nilesh@teamlease.com>  
To: Arun Kumar Elangovan <arunkumar.elangovan@teamlease.com>

Fri, Apr 30, 2021 at 3:25 PM

**Thanks and Regards**  
**Nilesh Gupta**  
**IT-INFRA | TeamLease Services Ltd**  
**P: 020 - 49133001.**

----- Forwarded message -----

From: **Jayateerth Mirji** <jayateerth.mirji@teamlease.com>  
Date: Thu, Apr 29, 2021 at 8:53 PM  
Subject: Re: CrowdStrike Revised Proposal  
To: Nilesh Gupta <nilesh@teamlease.com>  
Cc: Archit Rajesh <archit.r@teamlease.com>

Approved. Please proceed

On Thu, Apr 29, 2021, 20:23 Nilesh Gupta <nilesh@teamlease.com> wrote:  
Hi Jay

Need your approval to go ahead with a Crowd strike for the Server and endpoints. Please find the quote below  
Archit has done multiple negotiations with the vendor and got the best price. we have to approve the same today  
to take advantage of the Quarter closing price.

| SL.NO                           | DESCRIPTION  | QTY  | Unit Price | TOTAL PRICE (INR) |
|---------------------------------|--|------|------------|-------------------|
| 2                               | Falcon Endpoint Protection Premium Flexible Bundle with Falcon Discover + Falcon Insight + Falcon Prevent +Threat Graph Standard + Express Support ( 12 months)      | 100  | 3970       | 3,97,000          |
| 2A                              | Falcon Endpoint Protection Pro Flexible Bundle + Falcon Prevent + Falcon Control and Respond +Falcon Firewall Management Bundle Promo + Express Support ( 12 Months) | 1000 | 670        | 6,70,000          |
| PS- CS- VP                      | Professional Services for the Solution Implementation  | 1    |            | 90,000            |
| TOTAL AMOUNT EXCLUSIVE OF TAXES |  |      |            | 11,57,000         |

**Thanks and Regards**  
**Nilesh Gupta**  
**IT-INFRA | TeamLease Services Ltd**  
**P: 020 - 49133001.**

----- Forwarded message -----

From: **Venkata Krishna Bhat Y.** <venkat@valuepointsystems.com>  
Date: Thu, Apr 29, 2021 at 6:44 PM  
Subject: RE: CrowdStrike Revised Proposal  
To: Nilesh Gupta <nilesh@teamlease.com>  
Cc: Archit Rajesh <archit.r@teamlease.com>, Vinayak Hegde <vinayak.hegde@crowdstrike.com>, Tejashwini S <tejashwini.s@valuepointsystems.com>

Hi Nilesh,

As discussed, we have matched the Prices , we have done our best in Implementation quote too.

We look forward to your Email confirmation by today. And PO with in 4 Working days.

Implementation SOW is given below.

| Sl.No  | Implementation Activities - SOW   | Owners          |
|--------|---|-----------------|
| 1      | <b>Prerequisites check</b>  |                 |
| 1.1    | Check Cloud setup enablement  | VPS             |
| 1.2    | Set the 2FA authentication  | VPS             |
| 1.3    | Activate required Console access accounts   | VPS             |
| 1.4    | Register the email ID for Threat alerts   | VPS             |
| 2      | <b>Initial Setup-CrowdStrike Sensor Package creation and Basic Protection policy setup</b>  |                 |
| 2.1    | Create a Crowd Strike Sensor package  | VPS             |
| 2.2    | Set the Basic protection policy in Crowd Strike Management Console, which do not conflict with third party AV agent running on the endpoints based on the best practise guide | VPS             |
| 2.3    | Uninstall existing AV from the pilot test group assigned systems  | Teamlease       |
| 2.4    | Pilot Testing on 15 systems (Windows, Linux and Mac)  | VPS + Teamlease |
| 2.5    | Review the pilot testing systems assigned policy, Monitor the threat detections, whitelist the false positives  | VPS + Teamlease |
| 3      | <b>Production Prevention Policy assignment to Pilot Test Group</b>  |                 |
| 3.1    | Create production prevention policy as per the CS best practises  | VPS             |
| 3.3    | Apply the production prevention policy to pilot test group  | VPS             |
| 3.4    | Review the pilot testing systems assigned policy, Monitor the threat detections, whitelist the false positives  | VPS + Teamlease |
| 3.5    | Add Exclusion if required.  | VPS             |
| 3.6    | Fine-tune the policy if more false positives are observed.  | VPS             |
| 4      | <b>Training Implementation Sign Off</b>   |                 |
| 4.1    | Training  | VPS             |
| 4.2    | Submitting Implementation sign off document   | VPS             |
| NOTE : | As discussed on the call, agent rollout will be done by Teamlease engineer.   |                 |

Thank you very much for considering Valuepoint and we appreciate your business.

Regards,

Venkat Y

AGM Sales- Cyber Security

8884412234

**Cyber Security Vision @ ValuePoint:**

*To be the world-class cyber-security trusted advisor to consistently innovate and deliver resilient technology solutions and managed security services , resulting in predictable outcomes that delight and astound our customers*

**Cyber Security Mission @ ValuePoint:**

*Our mission is to ensure peace of mind to every Enterprise we engage with, by our world-class Cyber Security Solutions and Services delivered 24x7*



Value Point Systems Pvt. Ltd. (Sales Office)

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**From:** Venkata Krishna Bhat Y.

**Sent:** 29 April 2021 15:04

**To:** 'Nilesh Gupta' <[nilesh@teamlease.com](mailto:nilesh@teamlease.com)>

**Cc:** 'Archit Rajesh' <[archit.r@teamlease.com](mailto:archit.r@teamlease.com)>; 'Vinayak Hegde' <[vinayak.hegde@crowdstrike.com](mailto:vinayak.hegde@crowdstrike.com)>

**Subject:** RE: Crowdstrike Revised Proposal

Hi Nilesh,

Please find the revised Proposal for the revised quantity.

We look forward to your valuable order at the earliest. Kindly Confirm the Option which you would like to proceed.

Thank you.

Regards,

Venkat Y

AGM Sales- Cyber Security

8884412234

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**From:** Venkata Krishna Bhat Y.  
**Sent:** 29 April 2021 09:33  
**To:** Nilesch Gupta <[nilesch@teamlease.com](mailto:nilesch@teamlease.com)>  
**Cc:** Archit Rajesh <[archit.r@teamlease.com](mailto:archit.r@teamlease.com)>; Tejashwini S <[tejashwini.s@valuepointsystems.com](mailto:tejashwini.s@valuepointsystems.com)>  
**Subject:** RE: CrowdStrike Proposal

Thank you Nilesch,

I will come back to you ASAP with the revised proposal.

Regards,

**Venkat Y**

**AGM Sales- Cyber Security**

8884412234

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**From:** Nilesch Gupta <[nilesch@teamlease.com](mailto:nilesch@teamlease.com)>  
**Sent:** 29 April 2021 09:23  
**To:** Venkata Krishna Bhat Y. <[venkat@valuepointsystems.com](mailto:venkat@valuepointsystems.com)>  
**Cc:** Archit Rajesh <[archit.r@teamlease.com](mailto:archit.r@teamlease.com)>; Tejashwini S <[tejashwini.s@valuepointsystems.com](mailto:tejashwini.s@valuepointsystems.com)>  
**Subject:** Re: CrowdStrike Proposal

Hi Venkat

As discussed the price is on higher side. Please share us the best price for the same. We will close the deal. I have shared my expected price with you.

Thanks and Regards  
Nilesch Gupta  
IT-INFRA | TeamLease Services Ltd  
Nucleus Mall Church Road, GPO Camp  
411001 Pune

P: 020 - 49133001. | M: 9823199909

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On Wed 28 Apr, 2021, 10:22 PM Venkata Krishna Bhat Y., <[venkat@valuepointsystems.com](mailto:venkat@valuepointsystems.com)> wrote:

Hi Archit,

We are pleased to share the CrowdStrike Proposal for your further process. This Prices as per discussion with Vinayak .

We look forward to your valuable order by 29<sup>th</sup> April 2021.

Thank you.

Regards,

**Venkat Y**

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**From:** Nilesh Gupta <[nilesh@teamlease.com](mailto:nilesh@teamlease.com)>

**Sent:** 28 April 2021 10:43

**To:** Venkata Krishna Bhat Y. <[venkat@valuepointsystems.com](mailto:venkat@valuepointsystems.com)>; Archit Rajesh <[archit.r@teamlease.com](mailto:archit.r@teamlease.com)>

**Subject:** Re: Valuepoint MSS - Services Discussion

Please help close the cloud strike price in first half

**Thanks and Regards**

**Nilesh Gupta**

**IT-INFRA | TeamLease Services Ltd**

**P: 020 - 49133001.**

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On Wed, Apr 28, 2021 at 10:33 AM Venkata Krishna Bhat Y. <[venkat@valuepointsystems.com](mailto:venkat@valuepointsystems.com)> wrote:

Hi Nilesh,

As per our Discussion on day before yesterday, We are working on the CrowdStrike Proposal which will be shared today.

Meanwhile, we need your 1 Hour time to discuss on Our Managed Security Services Multiple offerings. Can we schedule a call on Friday- 30<sup>th</sup> April at 3PM or 4PM as per your convenience.

Please confirm.

Regards,

**Venkat Y**

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