

Date: 25-Jan-22

Letter of Intent

To,

Connectivity IT Solutions Pvt Ltd
 No. 1877, 1st Floor, 31st Cross,
 Bangalore 10
 560070
 India

Sub: Cisco Switches & Meraki Wireless Solutions

Dear Sir,

With reference to the above subject and your quote dated 13-Jan-22 vide email from Sowmya R, Connectivity IT Solutions Pvt. Ltd, dated 13-Jan-22 (Subject: RE: Cisco switches BOM – new), we are pleased to inform you the order confirmation as per the below details:

Commercials Details:

Part Number	Smart Account Mandatory	Description	Service Duration (Months)	Estimated Lead Time (Days)	Qty	Unit Price (INR)	Total (INR)
Group Name: C9500-24Y4C-A : 2 Numbers – Chamundi 1		Subtotal=					
C9500-24Y4C-A	-	Catalyst 9500 24x1/10/25G and 4-port 40/100G, Advantage	---	182	2	7,28,791	14,57,582
CON-SNTP-C95024YA	-	SNTP-24X7X4 Catalyst 9500 24-port 25/100G only, Adva	36	N/A	2	3,84,420	7,68,840
C9500-NW-A	Yes	C9500 Network Stack, Advantage	---	14	2	0	0
C9500-SSD-NONE	-	No SSD Card Selected	---	14	2	0	0
SC9500HUK9-1612	-	Cisco Catalyst 9500H XE.16.12 UNIVERSAL	---	21	2	0	0
C9K-PWR-650WAC-R	-	650W AC Config 4 Power Supply front to back cooling	---	182	2	0	0
C9K-PWR-650WAC-R/2	-	650W AC Config 4 Power Supply front to back cooling	---	182	2	58,065	1,16,130
CAB-IND-10A	-	10A Power cable for India	---	7	4	0	0
C9K-F1-SSD-BLANK	-	Cisco pluggable SSD storage	---	14	2	0	0
C9K-T1-FANTRAY	-	Catalyst 9500 Type 4 front to back cooling Fan	---	14	4	0	0
C9500-DNA-24Y4C-A	Yes	C9500 DNA Advantage, Term License	---	14	2	0	0
C9500-DNA-L-A-3Y	-	Cisco Catalyst 9500 DNA Advantage 3 Year License	36	N/A	2	1,96,314	3,92,628
PI-LFAS-T	Yes	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic	---	14	6	0	0
PI-LFAS-AP-T-3Y	-	PI Dev Lic for Lifecycle & Assurance Term 3Y	36	N/A	6	0	0
NETWORK-PNP-LIC	Yes	Network Plug-n-Play Connect for zero-touch device deployment	---	3	2	0	0
SFP-10G-SR-S=	-	10GBASE-SR SFP Module, Enterprise-Class	---	14	40	19,726.21	7,89,048.4
QSFP-40G-SR-BD=	-	QSFP40G BiDi Short-reach Transceiver	---	91	8	36,000	2,88,000

GLC-TE=	-	1000BASE-T SFP transceiver module for Category 5 copper wire	---	14	8	15,000	1,20,000
15216-LC-LC-MM-5=	-	Fiber patchcord - LC to LC - Multi Mode - 5m	---	42	48	2,496	1,19,808
Group Name: C9300-48T-A – 2 numbers (1 sets) – Chamundi I		Subtotal=					
C9300-48T-A	-	Catalyst 9300 48-port data only, Network Advantage	---	182	2	2,73,464	5,46,928
CON-SNTP-C93004TA	-	SNTP-24X7X4 Catalyst 9300 48-port data only, Network	36	N/A	2	1,43,362	2,86,724
C9300-NW-A-48	Yes	C9300 Network Advantage, 48-port license	---	14	2	0	0
SC9300UK9-173	-	UNIVERSAL	---	14	2	0	0
PWR-C1-350WAC-P	-	350W AC 80+ platinum Config 1 Power Supply	---	126	2	0	0
PWR-C1-350WAC-P/2	-	350W AC 80+ platinum Config 1 Secondary Power Supply	---	182	2	17,917	35,834
CAB-TA-IN	-	India AC Type A Power Cable	---	14	4	0	0
C9300-SSD-NONE	-	No SSD Card Selected	---	14	2	0	0
STACK-T1-50CM	-	50CM Type 1 Stacking Cable	---	14	2	2,757	5,514
CAB-SPWR-150CM	-	Catalyst Stack Power Cable 150 CM - Upgrade	---	56	2	2,757	5,514
TE-C9K-SW	-	TE agent for IOSXE on C9K	---	14	2	0	0
C9300-DNA-A-48	Yes	C9300 DNA Advantage, 48-Port Term Licenses	---	14	2	0	0
C9300-DNA-A-48-3Y	-	C9300 DNA Advantage, 48-Port, 3 Year Term License	36	N/A	2	1,03,915	2,07,830
C1-ADD-OPTOUT	-	Cisco DNA Premier Add-On Session Opt Out (No Fulfillment)	---	21	2	0	0
PI-LFAS-T	Yes	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic	---	14	2	0	0
PI-LFAS-AP-T-3Y	-	PI Dev Lic for Lifecycle & Assurance Term 3Y	36	N/A	2	0	0
D-DNAS-EXT-S-T	Yes	Cisco DNA Spaces Extend Term License for Catalyst Switches	---	21	2	0	0
D-DNAS-EXT-S-3Y	-	Cisco DNA Spaces Extend for Catalyst Switching - 3Year	36	N/A	2	0	0
TE-EMBEDDED-T	Yes	Cisco ThousandEyes Enterprise Agent IBN Embedded	---	14	2	0	0
TE-EMBEDDED-T-3Y	-	ThousandEyes - Enterprise Agents	36	N/A	2	0	0
C9300-NM-8X	-	Catalyst 9300 8 x 10GE Network Module	---	182	2	70,288	1,40,576
NETWORK-PNP-LIC	Yes	Network Plug-n-Play Connect for zero-touch device deployment	---	3	2	0	0
SFP-10G-SR-S=	-	10GBASE-SR SFP Module, Enterprise-Class	---	14	16	19,726.34	3,15,621.44
Group Name: C9300-48T-A – 2 nos (2nd set) – Chamundi 2		Subtotal=					
C9300-48T-A	-	Catalyst 9300 48-port data only, Network Advantage	---	182	2	2,73,464	5,46,928
CON-SNTP-C93004TA	-	SNTP-24X7X4 Catalyst 9300 48-port data only, Network	36	N/A	2	1,43,362	2,86,724
C9300-NW-A-48	Yes	C9300 Network Advantage, 48-port license	---	14	2	0	0
SC9300UK9-173	-	UNIVERSAL	---	14	2	0	0
PWR-C1-350WAC-P	-	350W AC 80+ platinum Config 1 Power Supply	---	126	2	0	0

PWR-C1-350WAC-P/2	-	350W AC 80+ platinum Config 1 Secondary Power Supply	---	182	2	17,917	35,834
CAB-TA-IN	-	India AC Type A Power Cable	---	14	4	0	0
C9300-SSD-NONE	-	No SSD Card Selected	---	14	2	0	0
STACK-T1-50CM	-	50CM Type 1 Stacking Cable	---	14	2	2,757	5,514
CAB-SPWR-150CM	-	Catalyst Stack Power Cable 150 CM - Upgrade	---	56	2	2,757	5,514
TE-C9K-SW	-	TE agent for IOSXE on C9K	---	14	2	0	0
C9300-DNA-A-48	Yes	C9300 DNA Advantage, 48-Port Term Licenses	---	14	2	0	0
C9300-DNA-A-48-3Y	-	C9300 DNA Advantage, 48-Port, 3 Year Term License	36	N/A	2	1,03,915	2,07,830
C1-ADD-OPTOUT	-	Cisco DNA Premier Add-On Session Opt Out (No Fulfillment)	---	21	2	0	0
PI-LFAS-T	Yes	Prime Infrastructure Lifecycle & Assurance Term - Smart Lic	---	14	2	0	0
PI-LFAS-AP-T-3Y	-	PI Dev Lic for Lifecycle & Assurance Term 3Y	36	N/A	2	0	0
D-DNAS-EXT-S-T	Yes	Cisco DNA Spaces Extend Term License for Catalyst Switches	---	21	2	0	0
D-DNAS-EXT-S-3Y	-	Cisco DNA Spaces Extend for Catalyst Switching - 3Year	36	N/A	2	0	0
TE-EMBEDDED-T	Yes	Cisco ThousandEyes Enterprise Agent IBN Embedded	---	14	2	0	0
TE-EMBEDDED-T-3Y	-	ThousandEyes - Enterprise Agents	36	N/A	2	0	0
C9300-NM-8X	-	Catalyst 9300 8 x 10GE Network Module	---	182	2	70,288	1,40,576
NETWORK-PNP-LIC	Yes	Network Plug-n-Play Connect for zero-touch device deployment	---	3	2	0	0
SFP-10G-SR-S=	-	10GBASE-SR SFP Module, Enterprise-Class	---	14	16	19,726.26	3,15,620.16
15216-LC-LC-MM-5=	-	Fiber patchcord - LC to LC - Multi Mode - 5m	---	42	32	2,496	79,872
Group Name: C9200L-48P-4G-E : 5 Numbers – AMR location		Subtotal=					
C9200L-48P-4G-E	-	Catalyst 9200L 48-port PoE+, 4 x 1G, Network Essentials	---	168	5	2,03,611	10,18,055
CON-SNTP-C92004GE	-	SNTP-24X7X4 Catalyst 9200L 48-port PoE+, 4 x 1G, Net	36	N/A	5	1,23,116	6,15,580
C9200L-NW-E-48	Yes	C9200L Network Essentials, 48-port license	---	14	5	0	0
CAB-TA-IN	-	India AC Type A Power Cable	---	14	5	0	0
C9200L-DNA-E-48	Yes	C9200L Cisco DNA Essentials, 48-port Term license	---	14	5	0	0
C9200L-DNA-E-48-3Y	-	C9200L Cisco DNA Essentials, 48-port, 3 Year Term license	36	N/A	5	33,033	1,65,165
NETWORK-PNP-LIC	Yes	Network Plug-n-Play Connect for zero-touch device deployment	---	3	5	0	0
PWR-C5-BLANK	-	Config 5 Power Supply Blank	---	14	5	0	0
C9200L-STACK-KIT	-	Cisco Catalyst 9200L Stack Module	---	14	5	36,867	1,84,335
C9200-STACK	-	Catalyst 9200 Stack Module	---	126	10	0	0
STACK-T4-50CM	-	50CM Type 4 Stacking Cable	---	91	5	0	0
Group Name: AMR Group		Subtotal=					
GLC-TE=	-	1000BASE-T SFP transceiver module for Category 5 copper	---	14	10	15,000	1,50,000

		wire					
		TOTAL					9,35,4125

Meraki wireless Solution

Part Number	Smart Account Mandatory	Description	Service Duration (Months)	Estimated Lead Time (Days)	Qty	Unit Price	Total
MR46-HW	-	Meraki MR46 Wi-Fi 6 Indoor AP	---	77	25	62,084	15,52,100
CON-RO4-MR46HWWH	-	RMA ONLY 24X7X4 Meraki MR46 Wi-Fi 6 Indoor AP	36	N/A	25	15,965	3,99,125
LIC-ENT-3YR	-	Meraki MR Enterprise License, 3YR	---	N/A	25	7,786	1,94,650
		TOTAL					21,45,875

Grand Total IN INR**1,15,00,000****Grand Total in Words One Crore And Fifteen Lakhs Only**

Terms:

- Taxes extra
- Payment Terms : 45 days
- Support Type: SMARTNET 24X7
- Installation: Wherever needed

Once the PO against this order is issued, then it will supersede all the terms and conditions of this LOI. The formal Purchase Order with Terms and Conditions shall be sent to you shortly. Please do not generate the invoice without PO.

Please initiate the process and lock the order.

Please acknowledge the acceptance of this Letter of Intent.

Thanking you,

For Berkmeer India Pvt Ltd

Agreed and Accepted

For Connectivity IT

DocuSigned by:

Prasad Mathakari 1/25/2022

74C94985D0B16477...

Name: Prasad Mathakari

Title:

DocuSigned by:

Sowmya 1/25/2022

0C452A3878FC4AB...

Name: Sowmya

Title:

DS

SA

Suresh Anand