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**Quote :- Cisco Wireless AMC renewal.**

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**Vicky Dave** <[vicky@connectivitysolutions.in](mailto:vicky@connectivitysolutions.in)>

Wed, Mar 27, 2019 at 2:28 PM

To: Anant Sharma - Andheri - Kaya <[anants@kayaindia.net](mailto:anants@kayaindia.net)>Cc: Neilmani Sahu - Andheri - Kaya <[Neilmanis@kayaindia.net](mailto:Neilmanis@kayaindia.net)>, Rajesh Panicker <[rajeshp@connectivitysolutions.in](mailto:rajeshp@connectivitysolutions.in)>

Hi Anant,

We thank you for the valuable order.

We are processing the order as per our quote number :- **CS-SQ-MUM-2018-19-001523-R1** @ 819740/- + Taxes for 1 year.

Please confirm the billing name and address.

Best Regards,  
Vicky Dave  
Account Manager - SalesOffice: +91 74068 88060 Mobile: +91 98200 76603  
[vicky@connectivitysolutions.in](mailto:vicky@connectivitysolutions.in)  
Bangalore | Mumbai | Chennai | Delhi | Ahmedabad | SingaporeOn Wed, Mar 27, 2019 at 2:06 PM Anant Sharma - Andheri - Kaya <[anants@kayaindia.net](mailto:anants@kayaindia.net)> wrote:

Hi Vicky,

Thanks for clarification PFB the PO#

**4502224410**

Regards,

**Anant**

Phone – 02266195044 | M - 7045395233

**From:** Vicky Dave <[vicky@connectivitysolutions.in](mailto:vicky@connectivitysolutions.in)>**Sent:** Wednesday, March 27, 2019 11:01 AM**To:** Anant Sharma - Andheri - Kaya <[anants@kayaindia.net](mailto:anants@kayaindia.net)>**Cc:** Neilmani Sahu - Andheri - Kaya <[Neilmanis@kayaindia.net](mailto:Neilmanis@kayaindia.net)>; Rajesh Panicker <[rajeshp@connectivitysolutions.in](mailto:rajeshp@connectivitysolutions.in)>**Subject:** Re: FW: Quote :- Cisco Wireless AMC renewal.

Hi Anant,

**Greetings from Team Connectivity Solutions !**

Validation points for prices being higher then the last years contract are as below.

- Last year contract of 1 year was with 1 Controller and 170 AP's which is expired on 27th Feb 2019.
- Another 3 years contract with 14 Ap's and licenses expired on 19th March 2019.
- We have consolidated all wireless inventories with licenses into one contract for operational efficiency. So henceforth there will be single contract for all our wireless inventories and licenses we have.

Added inventories of Access Points and Licenses other then last years contract is below.

1	AIR-CAP702I-N-K9	KWC19520085	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
2	AIR-CAP702I-N-K9	KWC1952004C	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
3	AIR-CAP702I-N-K9	KWC1944031Z	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
4	AIR-CAP702I-N-K9	KWC1944033S	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
5	AIR-CAP702I-N-K9	KWC2145005Z	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
6	AIR-CAP702I-N-K9	KWC1944030O	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
7	AIR-CAP702I-N-K9	KWC19440304	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
8	AIR-CAP702I-N-K9	KWC1952007X	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
9	AIR-CAP702I-N-K9	KWC1952007N	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
10	AIR-CAP702I-N-K9	KWC1952007O	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
11	AIR-CAP702I-N-K9	KWC19440307	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
12		KWC20420D9K	SMBS	CSCO SUP ESS 8X5XNBD	

	AIR-CAP702I-N-K9				CON-SMBS-AIRCAP7N
13	AIR-CAP702I-N-K9	KWC1952007P	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
14	AIR-CAP702I-N-K9	KWC1952007M	SMBS	CSCO SUP ESS 8X5XNBD	CON-SMBS-AIRCAP7N
15	L-LIC-CT5508-50A	1625005508	SWSS	SWSS UPGRADES 50 AP Adder License for the 5508 Control	CON-ECMU-LCT50A
16	L-LIC-CT5508-25A	1625005526	SWSS	SWSS UPGRADES 25 AP Adder License for the 5508 Control	CON-ECMU-LCT25A
17	L-LIC-CT5508-5A	1625005522	SWSS	SWSS UPGRADES 5 AP Adder License for the 5508 Control	CON-ECMU-LICCT55A
18	L-LIC-CT5508-5A	1770418108	SWSS	SWSS UPGRADES 5 AP Adder License for the 5508 Control	CON-ECMU-LICCT55A
19	L-LIC-CT5508-5A	1770418108	SWSS	SWSS UPGRADES 5 AP Adder License for the 5508 Control	CON-ECMU-LICCT55A
20	L-LIC-CT5508-5A	1770418108	SWSS	SWSS UPGRADES 5 AP Adder License for the 5508 Control	CON-ECMU-LICCT55

We hope we have clear your concern. Please feel free to get back to us for any other queries.

We look forward to your valued Purchase order.

Best Regards,

Vicky Dave

Account Manager - Sales

Office: +91 74068 88060 Mobile: +91 98200 76603

[vicky@connectivitysolutions.in](mailto:vicky@connectivitysolutions.in)

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On Tue, Mar 26, 2019 at 10:34 PM Anant Sharma - Andheri - Kaya <[anants@kayaindia.net](mailto:anants@kayaindia.net)> wrote:

Hi Vickey,

As I have check huge difference in LY and CY amount for Cisco Support need to validate and negotiate the amount.

Year	Amount	Description
2019	819,740	Cisco WLC & AP License
2018	595,330	Cisco WLC & AP License
Difference	224,410	

Year	Amount	Description
2019	241,000	Partner Support to manage Wireless
2018	210,000	Partner Support to manage Wireless
Difference	<b>31,000</b>	

Regards,

**Anant**

Phone – 02266195044 |M - 7045395233

**From:** Vicky Dave <[vicky@connectivitysolutions.in](mailto:vicky@connectivitysolutions.in)>

**Sent:** Friday, March 22, 2019 1:04 PM

**To:** Anant Sharma - Andheri - Kaya <[anants@kayaindia.net](mailto:anants@kayaindia.net)>

**Cc:** Neilmani Sahu - Andheri - Kaya <[Neilmanis@kayaindia.net](mailto:Neilmanis@kayaindia.net)>; Rajesh Panicker <[rajeshp@connectivitysolutions.in](mailto:rajeshp@connectivitysolutions.in)>

**Subject:** Re: FW: Quote :- Cisco Wireless AMC renewal.

Dear Anant,

**Greetings from Team Connectivity Solutions !**

Please find attached quotations.

Please feel free to get back to us for any queries.

Best Regards,

Vicky Dave

Account Manager - Sales

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Office: +91 74068 88060 Mobile: +91 98200 76603

[vicky@connectivitysolutions.in](mailto:vicky@connectivitysolutions.in)

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On Fri, Mar 22, 2019 at 11:46 AM Anant Sharma - Andheri - Kaya <[anants@kayaindia.net](mailto:anants@kayaindia.net)> wrote:

Hi Vicky,

As discussed, pls share the negotiate quote for 1 year AMC with all support detail.

Regards,

**Anant**

Phone – 02266195044 | M - 7045395233

**From:** Vicky Dave <[vicky@connectivitysolutions.in](mailto:vicky@connectivitysolutions.in)>

**Sent:** Monday, March 4, 2019 1:12 PM

**To:** Anant Sharma - Andheri - Kaya <[anants@kayaindia.net](mailto:anants@kayaindia.net)>

**Cc:** Rajesh Panicker <[rajeshp@connectivitysolutions.in](mailto:rajeshp@connectivitysolutions.in)>; Neilmani Sahu - Andheri - Kaya <[Neilmanis@kayaindia.net](mailto:Neilmanis@kayaindia.net)>  
**Subject:** Re: FW: Quote :- Cisco Wireless AMC renewal.

Dear Anant,

Greetings from Team Connectivity Solutions !

Please find attached requested quotations.

Best Regards,

Vicky Dave

Account Manager - Sales

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On Thu, Feb 28, 2019 at 9:25 PM Anant Sharma - Andheri - Kaya <[anants@kayaindia.net](mailto:anants@kayaindia.net)> wrote:

Hi Vicky,

As discussed the give AMC is for 1 year please share the 3 year negotiated quotation.

Regards,

**Anant**

Phone – 02266195044 |M - 7045395233

**From:** Vicky Dave <[vicky@connectivitysolutions.in](mailto:vicky@connectivitysolutions.in)>

**Sent:** Thursday, February 28, 2019 2:20 PM

**To:** Anant Sharma - Andheri - Kaya <[anants@kayaindia.net](mailto:anants@kayaindia.net)>

**Cc:** Rajesh Panicker <[rajeshp@connectivitysolutions.in](mailto:rajeshp@connectivitysolutions.in)>

**Subject:** Quote :- Cisco Wireless AMC renewal.

Dear Anant,

Please find attached proposal for the wireless AMC renewal.

Best Regards,

Vicky Dave

Account Manager - Sales

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Office: +91 74068 88060 Mobile: +91 98200 76603

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