



Ruchesh Bhanushali &lt;ruchesh@connectivitysolutions.in&gt;

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**RE: AWS Router requirement:- LOI**

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Nitin Sharma &lt;Nitin.Sharma@idfcfirstbank.com&gt;

Sat, May 2, 2020 at 1:08 PM

To: Ruchesh Bhanushali &lt;ruchesh@connectivitysolutions.in&gt;

Cc: Akshay Sukhwal &lt;akshay.sukhwal@idfcfirstbank.com&gt;, Santosh Kurhade &lt;SANTOSH.KURHADE@idfcfirstbank.com&gt;, "Sandip Jha (IT)" &lt;Sandip.Jha@idfcfirstbank.com&gt;, Brian Lobo &lt;brian.lobo@idfcfirstbank.com&gt;, "Sandeep Chalke(Apex Services Pvt Ltd)" &lt;sandeep.chalke\_ape@idfcfirstbank.com&gt;

Dear Ruchesh

We wish to confirm that bank has accepted your enclosed proposal on routers for AWS Direct connect for INR 6,391,806 - 2 routers for DC and DR

Since due to on-going COVID-19 Epidemic bank is operating on absolutely lean staff, PO issuance may take some time, hence consider this email as LOI

Kindly acknowledge receipt of this confirmation.

Please ensure Purchase order /LOI must be enclosed along with Tax Invoice.

**All hard copies of invoices must be sent directly to the Requester/Stakeholder.**

Note: Compulsory Information to be printed on the Invoice:

- a. If the services are rendered against a Purchase Order, then the Purchase Order number to be printed on the invoice. Also a copy of the Purchase Order to be included with the invoice
- b. The e-mail ID of the Business Single Point of Contact (SPOC) whom you are engaging with, within IDFC Bank, should be mentioned on the invoice.
- c. Relevant tax registration numbers should be printed on the invoice. For eg. VAT / TIN, PAN no, Service Tax registration number & State wise GST Registration number.
- d. The Bill to entity name on the invoice has to be IDFC Bank Limited with the relevant address of IDFC Bank branch or corporate office. Please note no other version of the Bill to entity name will be acceptable.

In case of any invoice related queries, please reach out to our Vendor Helpdesk at - [VendorHelpDesk@IDFCBANK.COM](mailto:VendorHelpDesk@IDFCBANK.COM) /+9122-6673 5708.

For any PO related queries, kindly get in touch with Project Manager/Program Manager of IDFC associated with supplier to execute this project.

**Thanks & Regards**

**Nitin Sharma**

Technology Management Group



Tel.: 71326056 Extn:  
26056  
Mobile: 9820876183  
Email: [nitin.sharma@idfcfirstbank.com](mailto:nitin.sharma@idfcfirstbank.com)

7th & 8th Floor Gigaplex MIDC Knowledge Park Landmark  
above Axis Bank, Mumbai - 400708

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**Please take a note of change in email address for future communication**

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**From:** Ruchesh Bhanushali [mailto:[ruchesh@connectivitysolutions.in](mailto:ruchesh@connectivitysolutions.in)]

**Sent:** Thursday, April 30, 2020 3:59 PM

**To:** Akshay Sukhwal <[akshay.sukhwal@idfcfirstbank.com](mailto:akshay.sukhwal@idfcfirstbank.com)>

**Cc:** Santosh Kurhade <[SANTOSH.KURHADE@idfcfirstbank.com](mailto:SANTOSH.KURHADE@idfcfirstbank.com)>; Nitin Sharma <[Nitin.Sharma@idfcfirstbank.com](mailto:Nitin.Sharma@idfcfirstbank.com)>;  
Narasimha Murthy <[murthy@connectivitysolutions.in](mailto:murthy@connectivitysolutions.in)>; Venkat Rajan <[venkat@connectivitysolutions.in](mailto:venkat@connectivitysolutions.in)>

**Subject:** AWS Router requirement

CAUTION: This email originated from outside the organization. Do not click links or open attachments unless you validate the sender and know the content is safe.

Dear Akshay,

As discussed with you today, the price for aws router requirement (**ASR1001-X**) were very aggressively negotiated by procurement and the final negotiated price shared in the month of March was INR 31.95 lakh which was two months ago with a commitment to get the order loaded on OEM during that time, unfortunately there is a huge hike of 7.53% in the USD factor which will impact the prices also there is an 2.5% increase on international freight charges. It will be very difficult to hold back these 31.95lakh price as already there is a huge impact due to two months of delay.

Request you to please confirm by tomorrow as holding on this prices will not be possible we have a huge pressure already.

**HELP US TO HELP YOU !!**

Sincerely,

**Ruchesh Bhanushali**

Sr. Strategic Account Manager

Mobile: +91-9870074006

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

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<https://connectivitysolutions.webex.com/meet/ruchesh>

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

From: Ruchesh Bhanushali <ruchesh@connectivitysolutions.in>

To: Nitin Sharma <Nitin.Sharma@idfcfirstbank.com>

Cc: Santosh Kurhade <SANTOSH.KURHADE@idfcfirstbank.com>, "Kunal Kaul (kukaul)" <kukaul@cisco.com>, Narasimha Murthy <murthy@connectivitysolutions.in>, Venkat Rajan <venkat@connectivitysolutions.in>

Bcc:

Date: Thu, 12 Mar 2020 12:25:25 +0000

Subject: Re: FW: AWS Router requirement

CAUTION: This email originated from outside the organization. Do not click links or open attachments unless you validate the sender and know the content is safe.

Dear Nitin Sir,

Requesting you to please confirm when can we receive the purchase order as we need to load the order within this week so we can expedite the shipment for delivery.

Sincerely,

**Ruchesh Bhanushali**

Sr. Strategic Account Manager

Mobile: +91-9870074006

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

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<https://connectivitysolutions.webex.com/meet/ruchesh>

On Thu, Mar 5, 2020 at 6:44 PM Ruchesh Bhanushali <ruchesh@connectivitysolutions.in> wrote:

Dear Nitin Sir,

**Greetings from Team Connectivity Solutions!**

Please find below prices are per your requirement, look forward for your valuable purchase order at the earliest. Assuring of our dedicated attention and best services at all times.

Sr.No	Part Number	Description	Service Duration (Months)	Qty	Unit Price	Extended Price
1	ASR1001-X	Cisco ASR1001-X Chassis, 6 built-in GE, Dual P/S, 8GB DRAM	---	2	2,96,528.29	5,93,056.58
2	SLASR1-AES	Cisco ASR 1000 Advanced Enterprise Services License	---	2	2,18,035.51	4,36,071.01
3	FLSA1-BIN-1X10GE	ASR1001-X Built-In 10GE 1-port License	---	4	1,22,099.88	4,88,399.54
4	ASR1K-WAN-AGGR	ASR1k-WAN Aggregation with or without Crypto - tracking only	---	2	-	-
5	SFP-10G-SR	10GBASE-SR SFP Module	---	4	17,356.03	69,424.13
6	M-ASR1001X-8GB	Cisco ASR1001-X 8GB DRAM	---	2	-	-
7	NIM-BLANK	Blank faceplate for NIM slot on Cisco ISR 4400	---	2	-	-
8	SPA-BLANK	Blank Cover for regular SPA	---	2	-	-
9	ASR1001-X-PWR-AC	Cisco ASR1001-X AC Power Supply	---	4	-	-
10	CAB-IND	AC Power Cord (India)	---	4	-	-
11	SASR1K1XUK9-166	Cisco ASR1001-X IOS XE UNIVERSAL	---	2	-	-
12	FLSASR1-IPSEC	IPSEC License for ASR1000 Series	---	2	1,74,428.41	3,48,856.81
13	GLC-SX-MMD	1000BASE-SX SFP transceiver module, MMF, 850nm, DOM	---	4	10,420.40	41,681.59
14	GLC-TE	1000BASE-T SFP transceiver module for Category 5 copper wire	---	8	9,378.36	75,026.87

15	CON-SNTP-ASR1001X	SNTC-24X7X4 Cisco ASR1001-X Chassis, Crypto, 6 built	60	2	2,44,141.15	4,88,282.31
16	CON-SNTP-SLASR1AM	SNTC-24X7X4 Cisco ASR 1000 Advanced Enterprise Ser	60	2	1,12,162.10	2,24,324.20
17	CON-SNTP-FLSABGEX	SNTC-24X7X4 ASR1001-X Built-In 10GE 1-port License	60	4	62,816.74	2,51,266.97
18	CON-SNTP-FLSASR00	SNTC-24X7X4 IPSEC License for ASR1000	60	2	89,756.37	1,79,512.74
<b>Total without TAX-GST</b>						<b>31,95,903</b>

Please Note:

- The above pricing is exclusive of tax - GST and the same will be extra as per actuals at the time of billing
- Delivery timeline 5 to 6 weeks : Due to the corona virus issue at global level all the imports are getting impacted

Sincerely,

**Ruchesh Bhanushali**

Sr. Strategic Account Manager

Mobile: +91-9870074006

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

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On Thu, Mar 5, 2020 at 12:41 PM Nitin Sharma <[Nitin.Sharma@idfcfirstbank.com](mailto:Nitin.Sharma@idfcfirstbank.com)> wrote:

Dear Ruchesh,

As discussed, share final discounted commercial for enclosed BOM .. this is the same one which was factored in DC project..

P.S. Installation and skill support is not required, as our team will install this routers.

**Thanks & Regards**

**Nitin Sharma**

Vice President IT Procurment

Technology Management Group



Tel.:71326056 Extn:

26056

Mobile: 9820876183

Email:[nitin.sharma@idfcfirstbank.com](mailto:nitin.sharma@idfcfirstbank.com)

[idfcfirstbank.com](http://idfcfirstbank.com)

7th & 8th Floor Gigaplex MIDC Knowledge Park Landmark  
above Axis Bank, Mumbai - 400708

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 **Re: FW: AWS Router requirement.eml**  
93K