



Ruchesh Bhanushali <ruchesh@connectivitysolutions.in>

PO- Hyatt, Solitaire and 9 Switches

Savita Kutty <Savita.Kutty@indusind.com>

Fri, Jul 19, 2019 at 3:05 PM

To: "Narasimha Murthy (murthy@connectivitysolutions.in)" <murthy@connectivitysolutions.in>, "Ruchesh Bhanushali (ruchesh@connectivitysolutions.in)" <ruchesh@connectivitysolutions.in>

Cc: Vikas Dube <Vikas.Dube@indusind.com>

Dear Murthy Sir,

We accept your below mentioned 03 proposals, Please go ahead and load the order on Cisco .However PO shall be released in next week.

Sr No	Project Name	Amount in Lakhs
1	Hyatt –New Premises	272 .90
2	Solitaire Park-Revamp	215.71
3	9K Switches	40.32
	Total	528.93

Regards

Savita Kutty- Technology Management Group ,Corporate Services

IndusInd Bank, PNA House, 4th Floor Plot no 57& 57/1 , Street no.17, MIDC, Andheri East Mumbai 400093

☎ +91-9833823704 📠 02261069277 ✉ savita.kutty@indusind.com

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From: Narasimha Murthy [mailto:murthy@connectivitysolutions.in]**Sent:** 17 July 2019 17:16**To:** Vikas Dube; Savita Kutty**Cc:** Ruchesh Bhanushali**Subject:** Re: Final Cisco bill of material : Hyatt Delhi Office


Dear Vikas Sir,

Apologies for missing out on the Near DR Switch (attachment 3), please find attached all the 3 proposals which we are eagerly waiting for your kind approval email and LOI.

Best Regards,

Narasimha Murthy

CEO

Office: +91 080 26716555  Mobile: +91 98441 15331

murthy@connectivitysolutions.in

My Webex Room: <https://connectivitysolutions.webex.com/join/murthy>

From: Indus Vikas <Vikas.Dube@indusind.com>
Date: Wednesday, 17 July 2019 at 5:02 PM
To: murthy <murthy@connectivitysolutions.in>, Savita Kutty <Savita.Kutty@indusind.com>
Cc: Ruchesh Bhanushali <ruchesh@connectivitysolutions.in>
Subject: RE: Final Cisco bill of material : Hyatt Delhi Office

What about Near DR Switch ??

From: Narasimha Murthy [mailto:murthy@connectivitysolutions.in]
Sent: 17 July 2019 16:52
To: Savita Kutty; Vikas Dube
Cc: Ruchesh Bhanushali
Subject: Re: Final Cisco bill of material : Hyatt Delhi Office

Dear Vikas Sir,

Thank you for the call we had some time ago, further to the trail mail and the multiple negotiations and discussion we have had with Savita Madam, I wish to bring the below pointers for your kind reference.

- Cisco's FY19 year end is next week and the ordering closes this week on Friday EoD
- The high discount and your team's negotiated price is valid till this Friday EoD
- Solitaire is a high risk site running on unmanaged DLink switches and the risk is high
- We need your valuable email confirmation and LOI at the earliest within a day

Kindly oblige and help us to serve you better, look forward to your approved email immediately.

Best Regards,

Narasimha Murthy

CEO

Office: +91 080 26716555  Mobile: +91 98441 15331

murthy@connectivitysolutions.in

My Webex Room: <https://connectivitysolutions.webex.com/join/murthy>

From: murthy <murthy@connectivitysolutions.in>

Date: Thursday, 11 July 2019 at 6:52 PM

To: Savita Kutty <Savita.Kutty@indusind.com>

Cc: Indus Vikas <Vikas.Dube@indusind.com>, Ruchesh Bhanushali <ruchesh@connectivitysolutions.in>

Subject: Re: Final Cisco bill of material : Hyatt Delhi Office

Dear Savita Madam,

You have hard negotiated the prices from INR 2.97 Cr to INR 2.72 Cr which is 9% reduction and also you have made us to bring down the implementation cost from 18Lakh to 14Lakh.

Madam, for the same Hyatt project, we had quoted Rs.5,24,000/- for the equipment on rental basis for 4 months starting from May 1st week, but based on your instruction we waived off the charges and delivered them without any charges.

Please issue the purchase order immediately as Cisco's financial year end is in the next few days and they are expecting us to load the order tomorrow EOD, we need your approved email/PO for further process as the Cisco's high discount are valid till tomorrow.

We are always been transparent with our transaction and wafer thin margins we work on, we value your bank's kind patronage and we reciprocate with our best services. Kindly oblige

Regards,

Murthy

CEO

Ph: +91 98441 15331

www.connectivitysolutions.in

From: Ruchesh Bhanushali <ruchesh@connectivitysolutions.in>
Date: Thursday, 11 July 2019 at 4:34 PM
To: Savita Kutty <Savita.Kutty@indusind.com>
Cc: Indus Vikas <Vikas.Dube@indusind.com>, murthy <murthy@connectivitysolutions.in>
Subject: Re: Final Cisco bill of material : Hyatt Delhi Office

Dear Savita Ma'am,

Greetings from Team Connectivity Solutions!

Please find attached revised final proposal, have matched the prices as of solitaire park and have also revised the implementation cost.

Look forward for your valuable purchase order at the earliest so as to process the order to Cisco(OEM), due to Cisco's financial year end the delivery might take 8week's and as per the discussion with the site project Manager they need the original equipments as soon as possible.

Assuring of our dedicated attention and best services at all times.

Sincerely,

[Ruchesh Bhanushali](#)

Sr. Strategic Account Manager

Mobile: +91-9870074006

ruchesh@connectivitysolutions.in

Bangalore | Mumbai | Chennai | Delhi | Ahmedabad | Singapore

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

On Tue, Jul 9, 2019 at 4:52 PM Savita Kutty <Savita.Kutty@indusind.com> wrote:

Dear Ruchesh,

Appreciate for giving the standby equipment's, However prices seems to be on higher side as compare to Solitaire Park. Kindly match the price as of solitaire park and also need reduction in cost quoted for implementation.

Regards

Savita Kutty- Technology Management Group ,Corporate Services

IndusInd Bank, PNA House, 4th Floor Plot no 57& 57/1 , Street no.17, MIDC, Andheri East Mumbai 400093

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

Sent: 09 July 2019 16:45

To: Savita Kutty

Cc: Vikas Dube; Narasimha Murthy

Subject: Re: Final Cisco bill of material : Hyatt Delhi Office

Dear Savita Ma'am,

Greetings from Team Connectivity Solutions!

Hereby Enclosed proposal for your kind reference.

We have provided standby devices for complete one floor for this site since long time now and also the new equipments are required on site asap, request you to please help with the purchase order so as to process the order to Cisco as the delivery will also take time because of Cisco's financial year end.

Assuring of our dedicated attention and best services at all times.

Sincerely,

Ruchesh Bhanushali

Sr. Strategic Account Manager

Mobile: +91-9870074006

ruchesh@connectivitysolutions.in

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

On Tue, Jul 9, 2019 at 4:28 PM Savita Kuty <Savita.Kuty@indusind.com> wrote:

Dear Ruchesh,

BOM has been concurred by Mr.Shaikh, Please share the price.

Regards

Savita Kuty- Technology Management Group ,Corporate Services

IndusInd Bank, PNA House, 4th Floor Plot no 57& 57/1 , Street no.17, MIDC, Andheri East Mumbai 400093

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

Sent: 04 July 2019 19:25

To: Savita Kuty

Cc: Vikas Dube; Narasimha Murthy

Subject: Re: Final Cisco bill of material : Hyatt Delhi Office

Dear Savita Ma'am,

Yes this is final.

Best Regards,

Ruchesh

Sr. Strategic Account Manager

Mobile : +91 9870074006

ruchesh@connectivitysolutions.in

www.connectivitysolutions.com

Sent from hand phone. Kindly excuse brevity, terseness & typos

On Thu, Jul 4, 2019, 4:59 PM Savita Kuty <Savita.Kuty@indusind.com> wrote:

Hope this is final?

Regards

Savita Kutty- Technology Management Group ,Corporate Services

IndusInd Bank, PNA House, 4th Floor Plot no 57& 57/1 , Street no.17, MIDC, Andheri East Mumbai 400093

☎ +91-9833823704 📠 02261069277 ✉ savita.kutty@indusind.com

*Save paper, print if you have to. Save energy, cc if you have to.***From:** Ruchesh Bhanushali [mailto:ruchesh@connectivitysolutions.in]**Sent:** 04 July 2019 16:57**To:** Savita Kutty**Cc:** Vikas Dube; Narasimha Murthy**Subject:** Final Cisco bill of material : Hyatt Delhi Office

Dear Savita Ma'am,

Greetings from Team Connectivity Solutions!

Please find below revised BoQ for Cisco at Hyatt Delhi Office, request you to get the same validated and confirm so as to provide you with the prices.

Part Number	Description	Service Duration (Months)	Qty
Core Routers			
ISR4431/K9	Cisco ISR 4431 (4GE,3NIM,8G FLASH,4G DRAM,IPB)	---	2
CON-3SNT-ISR4431K	3YR SNTC 24X7X4 Cisco ISR 4431 (4GE,	36	2
SL-44-IPB-K9	IP Base License for Cisco ISR 4400 Series	---	2
SL-44-SEC-K9	Security License for Cisco ISR 4400 Series	---	2
FL-44-PERF-K9	Performance on Demand License for 4400 Series	---	2
NIM-1GE-CU-SFP	1-port GE WAN NIM, dual-mode RJ45 & SFP	---	2
PWR-4430-AC	AC Power Supply for Cisco ISR 4430	---	2
PWR-4430-AC/2	AC Power Supply (Secondary PS) for Cisco ISR 4430	---	2
CAB-AC-IND	Power Cord - India, 16/10A,250V,2500mm,	---	4

	-40C to +85C		
MEM-FLSH-8G	8G eUSB Flash Memory for Cisco ISR 4430	---	2
MEM-4400-DP-2G	2G DRAM (1 DIMM) for Cisco ISR 4400 Data Plane	---	2
NIM-BLANK	Blank faceplate for NIM slot on Cisco ISR 4400	---	4
MEM-44-4G	4G DRAM (1 x 4G) for Cisco ISR 4400	---	2
SISR4400UK9-316S	Cisco ISR 4400 Series IOS XE Universal	---	2
Core Switches			
WS-C3850-24XS-E	Cisco Catalyst 3850 24 Port 10G Fiber Switch IP Services	---	2
CON-3SNT-WS850XSE	3YR SNTC 24X7X4 Cisco Catalyst 3850 24 Port 10G Fiber Sw	36	2
PWR-C1-1100WAC/2	1100W AC Config 1 Secondary Power Supply	---	2
CAB-TA-IN	India AC Type A Power Cable	---	4
STACK-T1-1M	1M Type 1 Stacking Cable	---	2
CAB-SPWR-30CM	Catalyst Stack Power Cable 30 CM	---	2
PWR-C1-715WAC	715W AC Config 1 Power Supply	---	2
C3850-NM-BLANK	Cisco Catalyst 3850 Network Module Blank	---	2
C3850-DNA-OPTOUT	DNA SUBSCRIPTION OPTOUT	---	2
S3850UK9-169	UNIVERSAL	---	2
SFP-10G-SR-S=	10GBASE-SR SFP Module, Enterprise-Class	---	16
GLC-TE=	1000BASE-T SFP transceiver module for Category 5 copper wire	---	16
Gnd Floor			
WS-C2960XR-24TD-I	Catalyst 2960-XR 24 GigE, 2 x 10G SFP+, IP Lite	---	1

CON-SNTP-WSC296TD	SNTC-24X7X4 Catalyst 2960-XR 24	36	1
PWR-C2-250WAC	250W AC Config 2 Power Supply	---	1
CAB-TA-IN	India AC Type A Power Cable	---	2
Floor - 7			
WS-C2960XR-48TD-I	Catalyst 2960-XR 48 GigE, 2 x 10G SFP+, IP Lite	---	3
CON-3SNTP-WSC2968T	3YR SNTC 24X7X4 Catalyst 2960-XR 48	36	3
PWR-C2-250WAC	250W AC Config 2 Power Supply	---	3
CAB-TA-IN	India AC Type A Power Cable	---	6
C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	---	3
CAB-STK-E-1M	Cisco FlexStack 1m stacking cable	---	3
WS-C2960XR-48LPD-I	Catalyst 2960-XR 48 GigE PoE 370W, 2 x 10G SFP+, IP Lite	---	1
CON-3SNTP-W296X48L	3YR SNTC 24X7X4 Catalyst 2960-XR 48 GigE PoE 370W, 2 x 1	36	1
PWR-C2-640WAC	640W AC Config 2 Power Supply	---	1
CAB-TA-IN	India AC Type A Power Cable	---	2
C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	---	1
CAB-STK-E-1M	Cisco FlexStack 1m stacking cable	---	1
Floor - 8			
WS-C2960XR-48TD-I	Catalyst 2960-XR 48 GigE, 2 x 10G SFP+, IP Lite	---	3
CON-3SNTP-WSC2968T	3YR SNTC 24X7X4 Catalyst 2960-XR 48	36	3
PWR-C2-250WAC	250W AC Config 2 Power Supply	---	3
CAB-TA-IN	India AC Type A Power Cable	---	6

C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	---	3
CAB-STK-E-1M	Cisco FlexStack 1m stacking cable	---	3
WS-C2960XR-48LPD-I	Catalyst 2960-XR 48 GigE PoE 370W, 2 x 10G SFP+, IP Lite	---	1
CON-3SNTP-W296X48L	3YR SNTC 24X7X4 Catalyst 2960-XR 48 GigE PoE 370W, 2 x 1	36	1
PWR-C2-640WAC	640W AC Config 2 Power Supply	---	1
CAB-TA-IN	India AC Type A Power Cable	---	2
C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	---	1
CAB-STK-E-1M	Cisco FlexStack 1m stacking cable	---	1
Floor - 9			
WS-C2960XR-48TD-I	Catalyst 2960-XR 48 GigE, 2 x 10G SFP+, IP Lite	---	3
CON-3SNTP-WSC2968T	3YR SNTC 24X7X4 Catalyst 2960-XR 48	36	3
PWR-C2-250WAC	250W AC Config 2 Power Supply	---	3
CAB-TA-IN	India AC Type A Power Cable	---	6
C2960X-STACK	Catalyst 2960-X FlexStack Plus Stacking Module	---	3
CAB-STK-E-1M	Cisco FlexStack 1m stacking cable	---	3
WS-C2960XR-48LPD-I	Catalyst 2960-XR 48 GigE PoE 370W, 2 x 10G SFP+, IP Lite	---	1
CON-3SNTP-W296X48L	3YR SNTC 24X7X4 Catalyst 2960-XR 48 GigE PoE 370W, 2 x 1	36	1
PWR-C2-640WAC	640W AC Config 2 Power Supply	---	1
CAB-TA-IN	India AC Type A Power Cable	---	2

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3 attachments



Proposal_Excel Version_Solitaire_24May2019[1].xlsx
47K



Revised_Final_Proposal_Excel Version_Hyatt_11July2019[1].xlsx
52K



Indus Ind_Revised_MID DC_Excel Version_17July2019.xlsx
11K