



Ruchesh Bhanushali <ruchesh@connectivitysolutions.in>

RE: Firewall_MSEI commercials

Sameer Naik <sameer@inventadigitech.com>
 To: Ruchesh Bhanushali <ruchesh@connectivitysolutions.in>

Tue, Dec 29, 2020 at 3:12 PM

OK

Regards,
 Sameer Naik

Sent from Mobile.

From: Ruchesh Bhanushali <ruchesh@connectivitysolutions.in>
Sent: Tuesday, 29 December 2020 15:10
To: Sameer Naik
Subject: Re: Firewall_MSEI commercials

Dear Sameer Sir,

Fortinet AM is pushing for order loading, however as per the system we need end customer PO copy to be attached in our ERP. PFA BoQ with 3.5% margin on the TP from fortinet kindly provide the email confirmation immediately to proceed further and by formal PO before tomorrow EOD. Also as discussed the payment term is 100% advance along with PO.

Sincerely,
Ruchesh Bhanushali
 Sr. Strategic Account Manager
 Mobile: +91-9870074006
ruchesh@connectivitysolutions.in
 Bangalore | Mumbai | Chennai | Delhi | Ahmedabad | Singapore

Join me now in my Personal Room.

Join WebEx meeting
<https://connectivitysolutions.webex.com/meet/ruchesh>

On Mon, Dec 28, 2020 at 7:47 PM Surendra Varma <svarma@fortinet.com> wrote:

Hi Ruchesh,

As discussed, please find below the transfer price.

UNIT	SKU	Description	Quantity	Partner Unit Price in INR	Partner Total Price
NGFW for					
FortiGate-100F (Mumbai 2 Nos & Delhi 2 Nos)	FG-100F	22 x GE RJ45 ports (including 2 x WAN ports, 1 x DMZ port, 1 x Mgmt port, 2 x HA ports, 16 x switch ports with 4 SFP port shared media), 4 SFP ports, 2x 10G SFP+ FortiLinks, dual power supplies redundancy.	4	82,326	3,29,303
	FC-10-F100F-950-02-60	Unified Threat Protection (UTP) (IPS, Advanced Malware Protection, Application Control, Web Filtering, Antispam Service, and 24x7 FortiCare)	4	2,18,119	8,72,474
1GE SFP SX transceiver module (Mumbai Location)	FN-TRAN-SX	1GE SFP SX transceiver module for all systems with SFP and SFP/SFP+ slots	4	1,294	5,174.76

FortiClient Cloud: FortiClient Security Fabric Agent	FC1-15-EMS03-297-01-60	Security Fabric Agent with EPP license subscription for 25 endpoints. Includes Fabric Agent, Anti-Malware, Remote Access, Web Filter, Vulnerability Scan, Software Inventory, Application Firewall, Application Control, SSOMA, Threat Outbreak Detection, Sandbox Agent (On-Prem), Cloud Hosted Central Management and 24x7 Support.	1	74,903	74,903
FortiTokenMobile (Electronic License)	FTM-ELIC-100	Software one-time password tokens for iOS, Android and Windows Phone mobile devices. Perpetual licenses for 100 users. Electronic license certificate.	1	1,04,625	1,04,625
	FTM-ELIC-50	Software one-time password tokens for iOS, Android and Windows Phone mobile devices. Perpetual licenses for 50 users. Electronic license certificate.	2	57,190	1,14,380
FortiSwitch-108E (Mumbai 2 Nos & Delhi 2 Nos)	FS-108E	Layer 2 FortiGate switch controller compatible switch with 8 x GE RJ45 ports, 2 x GE SFP, Fanless line AC and PSE dual powered.	4	7,351	29,402
	FC-10-WP18E-247-02-60	24x7 FortiCare Contract	4	2,996	11,985
		Total			15,42,247

Terms & Conditions of Sale :

1) The prices quoted above are exclusive of all taxes and local levies

2) Payment terms : As per your arrangement with Distributor

3) Delivery - 4-6 weeks from clean PO receipt date.

4) Price Validity: 28/12/2020

5) Partner Margin, support /Implementations charges extra as applicable.

6) 24x7 FortiCare includes 24x7 telephonic and ticket support, incase of failure and confirmation of RMA next business day onsite replacement. failures reported after 2pm on Friday the replacement unit would be provided by coming Monday/Tuesday (business day), 24x7 firmware updates.

Thanks

Regards,

Surendra Varma

+919820569368

Please excuse any typo's

From: Surendra Varma
Sent: 28 December 2020 16:48
To: 'Sameer Naik' <sameer@inventadigitech.com>
Cc: 'sandeepk@inventadigitech.com' <sandeepk@inventadigitech.com>
Subject: RE: Firewall_MSEI commercials

Hi,

Please confirm on PO status.

Thanks

Regards,

Surendra Varma

+919820569368

Please excuse any typo's

From: Surendra Varma
Sent: 28 December 2020 11:12
To: 'Sameer Naik' <sameer@inventadigitech.com>
Cc: 'sandeepk@inventadigitech.com' <sandeepk@inventadigitech.com>
Subject: RE: Firewall_MSEI commercials
Importance: High

Hi,

Below is your **transfer price to load the PO on Ingram**. Please help to process the PO by today 4 pm. Please call me for any clarifications.

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Thanks

Regards,

Surendra Varma

+919820569368

Please excuse any typo's

From: Surendra Varma
Sent: 11 December 2020 21:40
To: 'sandeepk@inventadigitech.com' <sandeepk@inventadigitech.com>
Cc: 'Sameer Naik' <sameer@inventadigitech.com>
Subject: Firewall_MSEI commercials
Importance: High

Dear Sandeep,

As discussed, please find attached commercials to be submitted to MSEI. Please note I have considered 5% margin in the same.

For installation and support commercials please speak with MSEI and accordingly submit the commercials to them by tomorrow.

Thanks

Regards,

Surendra Varma

Major Account Manager

M: +919820569368

E: svarma@fortinet.com

Please excuse any typo's



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