

## Belcia Nadar

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**From:** Akshay Sharma  
**Sent:** 23 October 2024 10:47  
**To:** Prakash Mistry; Shyamal Sawant; Ameet.Koomar  
**Cc:** Richa Singh Rathore  
**Subject:** Re: Approval for RAC of Fleet Management

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Approved

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**From:** Prakash Mistry <prakash.mistry@travelfoodservices.com>  
**Sent:** Wednesday, October 23, 2024 10:28:07 AM  
**To:** Shyamal Sawant <Shyamal.sawant-ospre@adani.com>; Ameet.Koomar <Ameet.Koomar@adani.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>  
**Cc:** Richa Singh Rathore <Richa.singh@semolinakitchens.com>  
**Subject:** Re: Approval for RAC of Fleet Management

Dear Sir,

Please approve below Fare as I need a cab tomorrow for entire day.

Thankyou,  
Prakash Mistry

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**From:** Shyamal Sawant <Shyamal.sawant-ospre@adani.com>  
**Sent:** Tuesday, October 22, 2024 5:46:48 PM  
**To:** Ameet.Koomar <Ameet.Koomar@adani.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>  
**Cc:** Richa Singh Rathore <Richa.singh@semolinakitchens.com>; Prakash Mistry <prakash.mistry@travelfoodservices.com>  
**Subject:** Approval for RAC of Fleet Management

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Dear both,

Seek your formal alignment on the new rate contract for the fleet management with Pias Auto. We have done the market survey have taken quotations from different vendors. Comparison is attached for your ready reference along with quotations.

As per the comparison Pias Auto is the lowest vendor considering overall costing which includes cab renting for 4 hours & 8 hours (full day) for Mumbai.

Below are the final negotiated rates for your reference.

Car Category	Nego Rate 04HRs/40kms	Nego Rate 08HRs/80kms	Extra Km	Extra Hour
ECONOMY (Etios/ Dzire)	1,200.00	2,200.00	18.00	125.00

PREMIUM ECONOMY (Hondacity / Ciaz / Sunny Nissan)	1,700.00	2,600.00	26.00	175.00
MUV (Toyota Innova Crysta)	2,200.00	3,200.00	28.00	300.00
BUSINESS CLASS (Toyota Camry)	4,500.00	6,500.00	65.00	600.00
MUV (Kia Carnival )	5,500.00	7,500.00	75.00	750.00
LUXURY (Mercedes E Class)	8,500.00	12,000.00	120.00	1,200.00

At MTRPL, we have tie up with Shree Ram Travels, we tried negotiating the rates with him however he seems reluctant to change any. Hence suggest going with the lowest vendor i.e., Pais Auto. The recommendations is given based on the below points:

1. Services with lowest rates
2. Chauffeurs are fully trained, Police Verified, Experienced.
3. We would have different options of vehicles as per the requirement as mentioned in the table above.
4. Billing can be done on monthly basis.

Thanks & Regards,  
Ms. Shyamal Sawant  
Admin Manager  
Mumbai Travel Retail Pvt. Ltd.

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