From:	Venu Madhav Singaraju
Sent:	Thursday, April 18, 2024 12:54 PM
To:	Nikhil Bhushan; Asad Shamsi
Subject:	RE: E-Sourcing : K Hospitality Corp :: Purchase Request Approval for PR NO : TFSPL-2425-00068 and Sophos Virtual Appliance on Azure - Subscription renewal for 3 years

May be it is too late to get to new players now. Let's stick to existing player.

@Asad Shamsi Why do we have such a big difference for 1 year and 3 years. The cost is not linear? Why? Is there any hardware that is involved here?

Regards,
Venu

From: Nikhil Bhushan <nikhil.bhushan@travelfoodservices.com>
Sent: Thursday, April 18, 2024 12:33 PM
To: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>
Subject: RE: E-Sourcing : K Hospitality Corp :: Purchase Request Approval for PR NO : TFSPL-2425-00068 and Sophos Virtual Appliance on Azure - Subscription renewal for 3 years

Can we get the quote from other vendors as well?
It may be late in the day to evaluate any other firewall, but at least reach out to ValuePoint, Galaxy and Lyseis for alternate quotes for Sophos

Regards,

Nikhil
+91 9820171661

From: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Sent: Thursday, April 18, 2024 12:28 PM
To: Nikhil Bhushan <nikhil.bhushan@travelfoodservices.com>; Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>
Subject: Re: E-Sourcing : K Hospitality Corp :: Purchase Request Approval for PR NO : TFSPL-2425-00068 and Sophos Virtual Appliance on Azure - Subscription renewal for 3 years

Dear Nikhil/ Venu,

As discussed, attached is the proposal for renewal of Sophos firewall subscription on Azure for 1 year.

Subscription renewal for 3 Yrs. Cost - 6,70,000
Subscription renewal for 1 Yr. Cost - 4,25,100

Subscription renewal is due on 29th April 2024.

Request for your comments.

Regards
Asad Shamsi

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