

FW: LS Retail Vs Stellar licensing cost comparison for BLR T2

Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>

Tue 1/9/2024 6:50 PM

To:Nikhil Bhushan <nikhil.bhushan@travelfoodservices.com>;Senthil Raj P <senthilraj.p@blrlounge.in>;Jagraj Singh Randhawa <jagrajsingh.randhawa@travelfoodservices.com>
Cc:Samrat Narvekar <samrat.narvekar@travelfoodservices.com>

Hi All,

We will be switching BLR from LS Retail to Stellar.

I will setup sometime tomorrow for kick-start. Let's put all the action items together, and the stakeholder mapping. We will form a CFT team for the same and take this up as a project.

We will track this daily.

Regards,
Venu

From: Gaurav Dewan <gaurav.dewan@travelfoodservices.com>
Sent: Tuesday, January 9, 2024 6:16 PM
To: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>
Subject: Re: LS Retail Vs Stellar licensing cost comparison for BLR T2

Okay with me

Best,

Gaurav Dewan
+91 96655 15000

From: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>
Date: Saturday, 6 January 2024 at 7:28 PM
To: Gaurav Dewan <gaurav.dewan@travelfoodservices.com>
Subject: LS Retail Vs Stellar licensing cost comparison for BLR T2

Hi Gaurav,
Below is the comparison of LS Retail and Stellar for like for like capabilities.

With this **LS Retail's AMC** for the POS, secondary and Tab based licenses will cost round **Rs. 3,27,600/- per annum**.
For the same license using **Stellar** it will cost us **Rs. 2,13,000/- per annum**.

We will be saving more than **Rs. 1.1 lakh per annum** in license cost.

Stellar offer capabilities such as KDS, CDS and Integration to Online orders such as FSTR within the same cost.

I am not putting other capabilities for comparison as it will not be like-for-like. Stellar offers additional functionalities such as SOK, QR Code ordering, food@gate, etc. which we will get at additional cost.

Regards,
Venu

| S.No | Store Name | Location | Business Model | No.Of POS | Tablets | No.of Kiosk | Stellar | | | LS Retail | |
|------|------------------|-------------------------|---------------------|-----------|---------|-------------|-----------------|---------------|--------|----------------|---------------|
| | | | | | | | Primary POS | Secondary POS | Tab | Perpetual Cost | AMC Co 18% |
| | | | | | | | 14,000 | 6,000 | 2,500 | 65,000 | 11,7 |
| 1 | CBTL.20 | L3 DOM - Check-in Hall | QSR | 1 | 0 | 2 | 14,000 | - | - | 65,000 | 11,7 |
| 2 | BIROCHEE DOREE | L3 DOM - Premium Zone | Casual Dining + QSR | 2 | 0 | 1 | 14,000 | 6,000 | - | 1,30,000 | 23,4 |
| 3 | GULLY KITCHEN | L3 DOM Hi-Street Zone | Casual Dining + QSR | 3 | 0 | 0 | 14,000 | 12,000 | - | 1,95,000 | 35,1 |
| 4 | JAMES MARTIN | L3 DOM Hi-Street Zone | Casual Dining + QSR | 3 | 0 | 0 | 14,000 | 12,000 | - | 1,95,000 | 35,1 |
| 5 | CBTL.23 | L3 INTL - PIER | QSR | 1 | 0 | 0 | 14,000 | - | - | 65,000 | 11,7 |
| 6 | JAMIE'S PIZZERIA | L3 INTL - Premium Zone | Casual Dining + QSR | 1 | 3 | 0 | 14,000 | - | 7,500 | 2,60,000 | 46,8 |
| 7 | Irish House | L3 INTL - Mid Town Zone | Casual Dining + QSR | 1 | 4 | 0 | 14,000 | - | 10,000 | 3,25,000 | 58,5 |
| 8 | Bombay Brasserie | L3 INTL - Premium Zone | Casual Dining + QSR | 1 | 3 | 0 | 14,000 | - | 7,500 | 2,60,000 | 46,8 |
| 9 | KFC + Ultra Bar | L0 DOM - Bus Gate | Casual Dining + QSR | 3 | 0 | 2 | 14,000 | 12,000 | - | 1,95,000 | 35,1 |
| 10 | Wendy's | L0 Kerbside (south) | Casual Dining + QSR | 2 | 0 | 1 | 14,000 | 6,000 | - | 1,30,000 | 23,4 |
| | | | | | | | 1,40,000 | 48,000 | 25,000 | 18,20,000 | 3,27,6 |
| | | | | | | | 2,13,000 | | | | |