

## Asad Shamsi

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**From:** Nikhil Bhushan  
**Sent:** Thursday, July 18, 2024 1:58 PM  
**To:** Asad Shamsi  
**Cc:** Venu Madhav Singaraju  
**Subject:** Re: Firewall Appliance Upgrade for Kolkata and Bangalore

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

As discussed, Please raise the PR for 3 years Sophos

Regards,

Nikhil  
9820171661

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**From:** Asad Shamsi <asad.shamsi@travelfoodservices.com>  
**Sent:** Thursday, July 18, 2024 1:37:29 PM  
**To:** Nikhil Bhushan <nikhil.bhushan@travelfoodservices.com>  
**Cc:** Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>  
**Subject:** RE: Firewall Appliance Upgrade for Kolkata and Bangalore

Dear Nikhil,

Below is the updated pricing of firewalls. Request for your suggestions as which one to proceed for and its term for both locations, will raise the PR accordingly.

### Firewall Recommendation for Kolkata:-

| Partner                                | XCT Solutions  | Lyseis Technologies  | LDS Infotech   |
|--|--|--|--|
| Firewall Make & Model                  | Sophos XGS 2100  | Sophos XGS 2100  | FORTIGATE FG100F   |
| Appliance + License Term <b>3 Yrs.</b> | 237250 + 4500 (One Time Charges for Upgrade / Fresh Installation) = <b>241,750</b> | 230,449 + 5000 (Implementation & upgradation) = <b>235,449</b> | 3,33,500 + 19,000 (One Time Installation Charges) = <b>352,500</b> |
| Appliance + License Term <b>1 Yrs.</b> | 178450 + 4500 (One Time Charges for Upgrade / Fresh Installation) = <b>182,950</b> | 170,070 + 5000 (Implementation & upgradation) = <b>175,070</b> | 2,21,125 + 19,000 (One Time Installation Charges) = <b>240,125</b> |

Renewal Due:- **31st July 2024**

### Firewall Recommendation for Bangalore:-

| Partner               | XCT Solutions  | Lyseis Technologies | LDS Infotech  |
|-----------------------|----------------|---------------------|---------------|
| Firewall Make & Model | Sophos XGS 136 | Sophos XGS 136      | FortiGate-90G |

|  |   |  |  |
|--|---|--|--|
| Appliance + License Term <b>3 Yrs.</b> | 148,250 + 4500 (One Time Charges for Upgrade / Fresh Installation) = <b>152,750</b> | 160,610 + 5000 (Implementation & upgradation) = <b>165,610</b> | 2,69,100 + 16,000 (One Time Installation Charges) = <b>285,100</b> |
| Appliance + License Term <b>1 Yrs.</b> | 111,000 + 4500 (One Time Charges for Upgrade / Fresh Installation) = <b>115,500</b> | 103,505 + 5000 (Implementation & upgradation) = <b>108,505</b> | 1,76,800 + 16,000 (One Time Installation Charges) = <b>192,800</b> |

Renewal Due: 29-Aug-24

Regards  
Asad Shamsi  
+91 9930909463

**From:** Asad Shamsi  
**Sent:** Tuesday, July 16, 2024 6:14 PM  
**To:** Nikhil Bhushan <nikhil.bhushan@travelfoodservices.com>  
**Cc:** Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>  
**Subject:** RE: Firewall Appliance Upgrade for Kolkata and Bangalore  
**Importance:** High

Dear Nikhil,

Below are the quotes of recommended Firewalls for upgrade as the current ones are absolute for Kolkata and Bangalore.

As suggested, I have got the additional quote for Sophos models from Lyseis and parallelly applicable Fortinet Firewalls from LDS.

Request for your suggestions as which one to proceed for and its term for both locations, will raise the PR accordingly.

**Firewall Recommendation for Kolkata:-**

| Partner                                | XCT Solutions  | Lyseis Technologies  | LDS Infotech   |
|--|--|--|--|
| Firewall Make & Model                  | Sophos XGS 2100  | Sophos XGS 2100  | FORTIGATE FG100F   |
| Appliance + License Term <b>3 Yrs.</b> | 237250 + 4500 (One Time Charges for Upgrade / Fresh Installation) = <b>241,750</b> | 276,640 + 2,50,000 (Implementation, Support & Quarterly Services Charges) = <b>526,640</b> | 3,33,500 + 19,000 (One Time Installation Charges) = <b>352,500</b> |
| Appliance + License Term <b>1 Yrs.</b> | 178450 + 4500 (One Time Charges for Upgrade / Fresh Installation) = <b>182,950</b> | 177,802 + 1,00,000 (Implementation, Support & Quarterly Services Charges) = <b>277,802</b> | 2,21,125 + 19,000 (One Time Installation Charges) = <b>240,125</b> |

Renewal Due:- **31st July 2024**

**Firewall Recommendation for Bangalore:-**

| Partner               | XCT Solutions  | Lyseis Technologies | LDS Infotech  |
|-----------------------|----------------|---------------------|---------------|
| Firewall Make & Model | Sophos XGS 136 | Sophos XGS 136      | FortiGate-90G |

|  |   |  |  |
|--|---|--|--|
| Appliance + License Term <b>3 Yrs.</b> | 148,250 + 4500 (One Time Charges for Upgrade / Fresh Installation) = <b>152,750</b> | 175,908 + 2,50,000 (Implementation, Support & Quarterly Services Charges) = <b>425,908</b> | 2,69,100 + 16,000 (One Time Installation Charges) = <b>285,100</b> |
| Appliance + License Term <b>1 Yrs.</b> | 111,000 + 4500 (One Time Charges for Upgrade / Fresh Installation) = <b>115,500</b> | 113,364 + 1,00,000 (Implementation, Support & Quarterly Services Charges) = <b>213,364</b> | 1,76,800 + 16,000 (One Time Installation Charges) = <b>192,800</b> |

Renewal Due: 29-Aug-24

Regards  
Asad Shamsi  
+91 9930909463

**From:** Asad Shamsi  
**Sent:** Tuesday, July 9, 2024 1:18 PM  
**To:** Nikhil Bhushan <[nikhil.bhushan@travelfoodservices.com](mailto:nikhil.bhushan@travelfoodservices.com)>  
**Cc:** Venu Madhav Singaraju <[venu.singaraju@travelfoodservices.com](mailto:venu.singaraju@travelfoodservices.com)>  
**Subject:** Firewall Appliance Upgrade for Kolkata and Bangalore  
**Importance:** High

Dear Nikhil,

Please note that below existing firewalls have reached EOL and will have to be upgraded with below options. Request for your comments and suggestions. Also attached is the list of all firewalls details.

| Sr.No. | Entity / Location | Firewall Make | Firewall Model | Serial Number   | Subscription Expiry Date | Remarks   |
|--------|-------------------|---------------|----------------|-----------------|--------------------------|---|
| 1      | Kolkata           | SOPHOS        | XG230          | C24101THDFP3B82 | 31-Jul-24                | Renewal of existing a Upgrade Appliance to Upgrade to <b>Sophos X</b> XGS 2100 will support |
| 2      | Bangalore         | SOPHOS        | XG106          | C1C0B93MH389JAA | 29-Aug-24                | Renewal of existing a Suggested Appliance Upgrade to <b>Sophos X</b> XGS 136 will support   |

Regards  
Asad Shamsi  
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