

CIN : U72200KA2012PTC064520
GSTIN : 27AAECV0814A1ZV

SALES QUOTATION

Quotation No : 18603040

Prepared By : Mary

Customer Ref :

Date : 26-AUG-2024

To
Travel Food Services
1, Rashid Mansion, Worli Point,
Mumbai Maharashtra,
400018 India

Kind Attn : Mr. Asad Shamsi

Dear Sir,

Sub : Proposal for CrowdStrike Solution for 3 Years

With reference to the above, we are pleased to offer our proposal for your approval.

SL NO	PRODUCT DESCRIPTION	QTY	UNIT PRICE (INR)	TOTAL PRICE FOR 1ST YEAR (INR)	TOTAL PRICE FOR 2ND YEAR (USD)	TOTAL PRICE FOR 3RD YEAR (USD)
(A)	LICENSE Start Date: Aug 29, 2024 & End Date: Nov 28, 2027					
1	CrowdStrike Falcon Endpoint Protection Pro Flexible Bundle for 36 months with additional 3 months	1344	775	10,41,600	\$ 12,400	\$ 12,400
2	CrowdStrike Prevent for 36 months with additional 3 months					
3	CrowdStrike Falcon Control and Respond for 36 months with additional 3 months					
4	CrowdStrike Falcon Firewall Management Bundle Promo for 36 months with additional 3 months					
5	CrowdStrike Express Support for 36 months with additional 3 months					
6	CrowdStrike Falcon Device Control Bundle Promo for 36 months with additional 3 months					
7	CrowdStrike University LMS Subscription Customer Access Pass for 36 months with additional 3 months					
	TOTAL AMOUNT EXCLUSIVE TAXES (A)			10,41,600	\$ 12,400	\$ 12,400
(B)	LICENSE Start Date: Aug 29, 2024 & End Date: Nov 28, 2027					
1	CrowdStrike Falcon Endpoint Protection Pro Flexible Bundle for 36 months with additional 3 months	425	775	3,29,375	\$ 3,921	\$ 3,921
2	CrowdStrike Prevent for 36 months with additional 3 months					
3	CrowdStrike Falcon Control and Respond for 36 months with additional 3 months					
4	CrowdStrike Falcon Firewall Management Bundle Promo for 36 months with additional 3 months					
5	CrowdStrike Express Support for 36 months with additional 3 months					
6	CrowdStrike Falcon Device Control Bundle Promo for 36 months with additional 3 months					
7	CrowdStrike University LMS Subscription Customer Access Pass for 36 months with additional 3 months					
	TOTAL AMOUNT EXCLUSIVE TAXES (B)			3,29,375	\$ 3,921	\$ 3,921
	TOTAL AMOUNT EXCLUSIVE TAXES (A+B)			13,70,975	\$ 16,321	\$ 16,321

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IMPLEMENTATION:

SL NO	PRODUCT DESCRIPTION	TOTAL PRICE (INR)
1	One time remote Implementation charges for Upgradation of 425 Licenses only SOW as mentioned below	50,000
TOTAL AMOUNT EXCLUSIVE TAXES		50,000

SCOPE OF WORK:

Falcon Endpoint Protection Pro Flexible Bundle				
OEM	Tech	License	Duration	Basic Scope
CrowdStrike	Falcon Endpoint Protection Pro Flexible Bundle	425	12	Phase 1: Project Initiation & Planning and Pre-Requisites Check
				Phase 2 : Pilot Test Phase-Policy creation as per the best practices, CS agent Rollout -Responsibility : VPS -25 (All platforms Windows ,Linux & Mac)Assigning newly created prevention policy to host group. Agent installation considered through manual installation
				Phase 3: Production phase 3 prevention policy creation as per best practice and assigning to the respective host groups and Platform Stabilization ,SIEM integration ,reports generation and fine-tuning ,Documentation
				Phase 4 : KT session and Project Sign-off
				Phase 5: Production rollout : 400 endpoints customer responsibility through deployment tool or manually (No of days not considered in Project duration)

Note :

- The order to be released upfront for 3 Years contract and billing will be Annually.
- PO once released can't be cancelled.
- The above-mentioned INR prices quoted for 1st year prices are based on prevailing USD to INR conversion rate, however the annual billing value for 2nd & 3rd Year will change depending on the dollar appreciation/depreciation. INR conversion to be considered at spot conversion from XE.com + 3% for bank charges.

- If the order placement is from SEZ unit the following documents are mandatory.

The recipient of these goods and services being a unit in a Special Economic Zone is bound by the provisions of the SEZ Act – 2005, SEZ Rules - 2006 and the Good and Services Acts - 2017 (CGST, IGST and UTGST Acts) amended from time to time. Accordingly, the SEZ unit shall comply with the below documentation enabling the DTA supplier not to charge Goods and Services Tax on the supplies of goods and services made to the unit in Special Economic Zone:

1. SEZ Registration Copy
2. Declaration that the services being availed or the goods being purchased are for Authorised Operations in the SEZ unit.
3. **Certified and Approved list of goods:** Vide notification 27/2023 – Central Tax dated 31.07.2023, the supplies of goods and services from DTA have to be for “Authorised Operations” of the unit in the SEZ. Kindly provide us the list of goods and services as certified and approved for Authorised Operations of the unit in the SEZ issued by the Development Commissioner of the SEZ. The goods and services that are the subject matter of this transaction shall be clearly mentioned in the referred list as certified and approved by the Development Commissioner of the SEZ.
4. **Invoice endorsement by the SEZ Authorities:** Vide the SEZ Rules – 2006 as amended from time to time, an endorsement of the DTA invoices by the authorised officer that the goods and services have been admitted in full into the Special Economic Zone, shall be provided in applicable forms namely DTA Service Procurement Form (DSPF) for services or DTA Procurement Form (DPF) for goods as relevant.

Failing the submission of the above documents we shall be forced to levy applicable Goods and Services Tax along with interest and penalty as prescribed under the relevant Goods and Services Tax Acts (CGST, IGST and UTGST Acts).

- The potential Purchase Order (PO) which could possibly follow this quotation shall strictly be irrevocable by the customer owing to any Force Majeure conditions (including but not limited to strikes, blockade, war, terrorism, riots, natural disasters, epidemics / pandemics, extreme weather / climatic conditions like rain, lightning, thunder and cyclones, etc.) and such other conditions of the like nature. You are therefore requested to kindly exercise extra caution/care before the provision of the relevant PO.
- We are yet to receive the HSN / SAC code from our distributor / OEM, hence will be shared in the invoice.

Standard Terms & Conditions:

1.	Taxes & Duties	Taxes will be extra as applicable at the time of billing. With effective from 1st October 2020, Applicable Rate at which TCS would be charged is tabulated below for Hardware Products only (or as amended by the Government from time to time):		
		Particulars	If PAN available	If No PAN
		1 April 2021 and onwards	0.10%	5%

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2.	Payments Terms	1) As Multi Level Sale of Software are exempted from TDS, TDS not be deducted from the payment as per the recent Income Tax Act Notification No 21/2012(FNo.142/10.2012-SO(TPL)SO1323(E) dtd 13/06/2012. Declaration for the same will be issued from us at the time of invoice and delivery. this is applicable for all orders including fresh licenses and Product renewal.
		2) 100% advance along with purchase order.
3.	Delivery Schedule	Software: 3 to 4 days from the date of purchase order
4.	Offer Validity	7 days from the date of quotation. The above-mentioned INR pricing is based on the present USD dollar conversion rate which is approximate value for internal approvals of this proposal only. Since dollar conversion to rupee is highly appreciating, kindly reach out to us for the pricing before releasing the PO.
5.	Order Amendment	We have been noticing frequently that our Vendor/OEM are requesting for change in BOM after order process. Request you to kindly oblige to issue the amended order in case if there is any such request.
6.	Order Placement Details	Order to be placed on Value point Techsol Private Limited PAN Number & GST has to be mandatorily mentioned in the formal purchase order.
7.	Cancellation	Orders once placed cannot be cancelled under any circumstances.
8.	Bank Details	Cheques should be in the name of ' Valuepoint Techsol Private Limited ' . Details for NEFT / RTGS transfer are as below: Name Of the Account: Valuepoint Techsol Private Limited Name of the Bank: AXIS BANK Address: No. 28, Sri Ganesha Complex, Gnana Bharathi Main Road, Bangalore-560072 A/C No:912020044388498 MICR:560211032 IFSC Code: UTIB0001447
9.	Warranty Coverage	S/W: As per OEM's Policy
		H/W : ---NA---
10.	Scope of Offer	Prices quoted are strictly for supply of product or the services mentioned or both as the case may be. However, in the case of services, the prices offered are valid only for the Scope of Work mutually agreed upon.
11.	Product Support by Principal Vendor	Default Support will be provided by the OEM as subscribed, the nature of the support could be e-mail or telephonic.
12.	Force D'Majeure	If owing to circumstances beyond our control, we are unable to carry out our obligation we shall not be held responsible.

We look forward to receiving your valuable order at the earliest which shall receive our best and prompt attention.

Yours faithfully,

for Valuepoint Techsol Private Limited

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