Asad Shamsi

Hi Asad

We have already Get the po approve from management
Awaited for the PR which Is not created till yet , as per the process kindly share the Region and entity wise PR for the Process of PO .

Thanks & Regards
Heramb

9702415737

From: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Sent: Friday, August 30, 2024 9:06 PM
To: Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>; Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: RE: Sentinal One End Point Protection
Importance: High

Dear Heramb,

URGENT !

As the overall PO is approved today and released to partner, please prepare the entity wise PO as well and submit the same.
This will be required on priority as the order will be loaded once all the PO's are released to the partner.
Please find attached email for your reference for the breakup of entity wise licenses.

1

From: Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>
Sent: Tuesday, August 27, 2024 9:25 PM
To: Asad Shamsi <asad.shamsi@travelfoodservices.com>; Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Lovejot Sekhon Kcorp <lovejot.sekhon@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: Re: Sentinal One End Point Protection

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Asad,

PO created and is under approval as per DOA chip.

Regards,
Shashikant Vishwakarma

Get Outlook for iOS

From: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Sent: Tuesday, August 27, 2024 5:36:00 PM
To: Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: RE: Sentinal One End Point Protection

Dear Heramb / Shashikant,

URGENT !!

Any update on Safal and PO, what can be done alternatively if Safal still has issues.

Dear Lovejot,

Request for your attention please as tomorrow is the expiry date of existing subscription !

Regards
Asad Shamsi
+91 9930909463

From: Herambraj Sonawane <mumbai.purchase1@k-corp.in>
Sent: Tuesday, August 27, 2024 12:38 PM
To: Asad Shamsi <asad.shamsi@travelfoodservices.com>; Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>; Lovejot Sekhon Kcorp <lovejot.sekhon@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: RE: Sentinal One End Point Protection

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear Asad

There is some technical error happing in safal unable to send po for approval Expected to close the issue today EOD.

Thanks & Regards
Heramb

9702415737

From: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Sent: Tuesday, August 27, 2024 12:27 PM
To: Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>; Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: RE: Sentinal One End Point Protection
Importance: High

Dear Heramb / Shashikant,

URGENT !

Please confirm the status of PO for End Point Protection.

Regards
Asad Shamsi
+91 9930909463

From: Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>
Sent: Friday, August 23, 2024 7:01 PM
To: Asad Shamsi <asad.shamsi@travelfoodservices.com>; Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Lovejot Sekhon Kcorp <lovejot.sekhon@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: Re: Sentinal One End Point Protection

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Asad,

We are waiting for final confirmation on no regret cost from supplier, Herambraj is following and will close asap.

Regards,
Shashikant Vishwakarma

From: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Sent: Friday, August 23, 2024 6:46:44 PM
To: Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: RE: Sentinal One End Point Protection

Dear Lovejot,

URGENT !

Please help to close the all entity wise PO's for Endpoint security.
I hope all the negotiations are concluded by now. Expiry of the existing licenses is on **28ᵗʰ Aug** which have already informed.
There is no more time left.

4

Regards
Asad Shamsi
+91 9930909463

From: Asad Shamsi
Sent: Thursday, August 22, 2024 7:29 PM
To: Herambraj Sonawane <mumbai.purchase1@k-corp.in>; 'Lovejot Sekhon Kcorp' <lovejot.sekhon@k-corp.in>; Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: RE: Sentinal One End Point Protection
Importance: High

Dear Heramb / Shashikant,

Attention Please !

As discussed, please help with the PO for Endpoint security by tomorrow.

Regards
Asad Shamsi
+91 9930909463

From: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Sent: Tuesday, August 20, 2024 11:26 AM
To: Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Lovejot Sekhon Kcorp <lovejot.sekhon@k-corp.in>; Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: RE: Sentinal One End Point Protection

Dear Heramb,

Valuepoint has provided revised quote, have attached the same for your reference.
Request you to incorporate that in the comparison.

Regards
Asad Shamsi
+91 9930909463

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Hi Asad

Please find below comparative as we discussed with Three of them about the services they provided
We are working for the final negotiation cost from them let me check the L1 To close the commercial today and release the PO Till today EOD .

Product Name	Solutions	QTY	TECHSEC UNIT RATE	TECHSEC Amount	VALUEPOINT TECHSOL PVT LTD UNIT RATE	VALUEPOINT TECHSOL PVT LTD Amount	LYSEIS UNIT RATE	LYSEIS Amount
Control Protection Platform (Per Workstation). EPP with NGAV (AI), Firewall Control, Device Control, Remote Shell, Standard Support, Device & App inventory	Endpoint (1294 + 415)	1709	898	1534682	880	1503920	850	1452650
Control Cloud Workload Security (Per Server). EPP with NGAV (AI), Device & App Inventory, Firewall Control, Device Control, Remote Shell, Standard Support	Server (50+10)	60	1101	66060	880	52800	850	51000
One Time Implementation		1	150000	150000	0		100000	100000
Total				1750742		1556720		1603650

Thanks & Regards
Heramb

From: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Sent: Monday, August 19, 2024 1:23 PM
To: Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: RE: Sentinal One End Point Protection
Importance: High

Dear Heramb / Shashikant,

URGENT !

I hope we are getting the final negotiations done today with all partners as this needs to be closed urgently.

Regards
Asad Shamsi
+91 9930909463

From: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Sent: Friday, August 16, 2024 11:28 AM
To: Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Lovejot Sekhon Kcorp <lovejot.sekhon@k-corp.in>; Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: RE: Sentinal One End Point Protection
Importance: High

Dear Heramb,

URGENT !

As discussed, request you to please close this today itself for SentinelOne or CrowdStrike which ever deals best.

Regards
Asad Shamsi
+91 9930909463

From: Herambraj Sonawane <mumbai.purchase1@k-corp.in>
Sent: Tuesday, August 13, 2024 3:03 PM
To: Asad Shamsi <asad.shamsi@travelfoodservices.com>; Lovejot Sekhon Kcorp <lovejot.sekhon@k-corp.in>; Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Cc: Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>
Subject: RE: Sentinal One End Point Protection

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Dear Asad

We discussed with the Both partner against the cost provided by them for per license
Crowdstrike and sentinel , Both Are agree to revised quote but before this we have arranging the call tomorrow 2nd half on 3PM with both of them for technical discussion as well as for commercial closure

Expected to close the PO for this Tomorrow EOD After finalizes the value and services ,

Thanks & Regards
Heramb

9702415737

From: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Sent: Monday, August 12, 2024 12:36 PM
To: Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Herambraj Sonawane <mumbai.purchase1@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: RE: Sentinal One End Point Protection
Importance: High

Dear Heramb,

Attention !

I suppose you must have sent a request for getting quotation of Sentinel One to Meta Infotech.
Do let me know if you need any additional details. This needs to be closed in couple of days.

Dear Shashikant,

Need your assistance to expedite it.

Regards
Asad Shamsi
+91 9930909463

From: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Sent: Friday, August 9, 2024 10:29 PM
To: Shashikant Vishwakarma <shashikant.vishwakarma@k-corp.in>; Lovejot Sekhon Kcorp <lovejot.sekhon@k-corp.in>; Herambraj Sonawane <mumbai.purchase1@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: RE: Sentinal One End Point Protection
Importance: High

Dear Shashikant / Lovejot,

We have also received the quotation from our existing partner for renewal of CrowdStrike End point security.
Request you to please check this as well to find who can deal and negotiate best i.e. Sentinel One vs CrowdStrike.

Regards
Asad Shamsi
+91 9930909463

From: Nikhil Bhushan nikhil.bhushan@travelfoodservices.com
Sent: Friday, August 9, 2024 11:01 AM
To: Shashikant Vishwakarma shashikant.vishwakarma@k-corp.in; Asad Shamsi asad.shamsi@travelfoodservices.com; Lovejot Sekhon Kcorp lovejot.sekhon@k-corp.in; Herambraj Sonawane <mumbai.purchase1@k-corp.in>
Cc: Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Devang Shah <devang.shah@k-corp.in>
Subject: Re: Sentinal One End Point Protection

Sentinel One is an OEM and will not share the same preference pricing with any other implementation partner
It's similar to Valuepoint, we had engaged for Crowdstrike. Unfortunately, competitive pricing model will not work for OEM licenses

Regards,

Nikhil
9820171661

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From: Shashikant Vishwakarma <[shashikant.vishwakarma@k-corp.in](#)>
Sent: Thursday, August 8, 2024 9:08:58 PM
To: Asad Shamsi <[asad.shamsi@travelfoodservices.com](#)>; Lovejot Sekhon Kcorp <[lovejot.sekhon@k-corp.in](#)>; Herambraj Sonawane <[mumbai.purchase1@k-corp.in](#)>
Cc: Nikhil Bhushan <[nikhil.bhushan@travelfoodservices.com](#)>; Venu Madhav Singaraju <[venu.singaraju@travelfoodservices.com](#)>; Devang Shah <[devang.shah@k-corp.in](#)>
Subject: Re: Sentinal One End Point Protection

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Hi Asad,

Team is working on this requirement that was shared on 2nd Aug. we will try to close at the earlier.

Regards,
Shashikant Vishwakarma

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From: Asad Shamsi <[asad.shamsi@travelfoodservices.com](#)>
Sent: Thursday, August 8, 2024 8:44:47 PM
To: Lovejot Sekhon <[lovejot.sekhon@k-corp.in](#)>
Cc: Nikhil Bhushan <[nikhil.bhushan@travelfoodservices.com](#)>; Venu Madhav Singaraju <[venu.singaraju@travelfoodservices.com](#)>; Shashikant Vishwakarma <[shashikant.vishwakarma@k-corp.in](#)>; Devang Shah <[devang.shah@k-corp.in](#)>
Subject: RE: Sentinal One End Point Protection

Dear Lovejot,

Attention Please !

As discussed, have shared all relevant documents last week and as asked raised single PR for **1344** count for TFS and JVs.
Request you to please help close this very soon since the installation of new solution will take time on all the systems.
Expiry of existing end point protection is on 28th Aug 2024 only, hence we have little time left.

Regards
Asad Shamsi
+91 9930909463

From: Asad Shamsi
Sent: Tuesday, August 6, 2024 8:53 PM
To: 'Devang Shah' <devang.shah@k-corp.in>
Cc: Nikhil Bhushan <nikhil.bhushan@travelfoodservices.com>; Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; 'Lovejot Sekhon'
<lovejot.sekhon@k-corp.in>; 'Shashikant Vishwakarma' <shashikant.vishwakarma@k-corp.in>
Subject: RE: Sentinal One End Point Protection

Dear Devang,

As discussed, please get single PR created for total count of licenses i.e. "**425**" at your end as per below items for RFQ.
And also create PR for each entity wise too for segregation of PO.
I have listed unit price of license and service charges for your reference. (Snapshot below)
Service charge of "Rs. 100000" is break up as per total quantity of licenses i.e. "1769" in all.

Sample for PR:

MATERIAL	ITEM NAME	UOM	QTY	PRICE	TOTAL
Application License	S1-CTL-EN Control Protection Platform (Per Workstation)	NOS	▓▓	850.00	▓▓▓▓▓
Service Charges	Installation, Support & Services for 1 year with Quarterly Services	NOS	▓▓	56.53	▓▓▓▓▓

P.S: All relevant documents are already shared earlier.

Regards
Asad Shamsi
+91 9930909463

Dear Lovejot,

As discussed, please find the following list of documents attached for SentinelOne Next Generation Antivirus - "Singularity Control" Protection from partner Lyseis Technologies for your reference and closure ASAP.
It contains quote for **1769** license quantity, which includes **1344** licenses of **TFS and JV's** whereas **425** licenses of **Highstreet and JV's**.

List of Documents:
1. Commercials for Sentinel One – S1 Control
2. Service Delivery
3. SLA and Escalation Matrix (We'll get Platinum Service)
4. Datasheet

MSA which is legally binding
https://www.sentinelone.com/legal/master-subscription-agreement/

Partner Contact Details:
Manish Mahendra Kashyap
Director Technology
Lyseis Technologies Pvt. Ltd.
Mobile   : (+91) 9011011432 / 7387865736

Regards
Asad Shamsi
+91 9930909463

From: Manish Kashyap <manish@lyseistechnologies.com>
Sent: Friday, August 2, 2024 6:22 PM
To: Asad Shamsi <asad.shamsi@travelfoodservices.com>
Cc: Nikhil Bhushan <nikhil.bhushan@travelfoodservices.com>
Subject: RE: [EXT.MSG] RE: Sentinal One Demo.

Hi Asad,

Kindly find the Revise SOW & SLA for the ongoing Sentinel One.

TFS will fall into Platinum Services.

Thanks & Regards,

Manish Mahendra Kashyap
Director Technology
Cloud, Infra & Cyberdefence
Lyseis Technologies Pvt. Ltd.
Office No. 610-611, 6th Floor, Shivai Plaza Co-op. Society Ltd., Opp. Ravi Vihar Hotel, Marol Naka Metro Station, Andheri-Kurla Road, Andheri (East), Mumbai-400059
Landline : **(+91) 022 4606 2103**
Mobile   : **(+91) 9011011432 / 7387865736**
E-mail   : **manish@lyseistechnologies.com**
Website : **www.lyseistechnologies.com**