

## Herambraj Sonawane

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**From:** Samrat Narvekar <samrat.narvekar@travelfoodservices.com>  
**Sent:** Thursday, December 14, 2023 4:34 PM  
**To:** Ameet Koomar; Herambraj Sonawane  
**Cc:** Nikhil Bhushan; Kamal Saraf; Lovejot Sekhon; Puneeth Kumar; Rupali Pol; Venu Madhav Singaraju; Akshay Sharma  
**Subject:** Re: Printer for Ahamdabad - rental basis

Dear Herambraj,

We have approval now, pls proceed and close.

Regards

Samrat

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**From:** Ameet Koomar <Ameet.Koomar@adani.com>  
**Sent:** Wednesday, December 13, 2023 2:02:47 PM  
**To:** Samrat Narvekar <samrat.narvekar@travelfoodservices.com>; Herambraj Sonawane <mumbai.purchase1@k-corp.in>  
**Cc:** Kamal Saraf <kamal.saraf@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Puneeth Kumar <puneeth.kumar@travelfoodservices.com>; Rupali Pol <rupali.pol@travelfoodservices.com>; Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>  
**Subject:** Re: Printer for Ahamdabad - rental basis

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Approved purchase of 364195 INR

Thanks and Regards

Ameet Koomar

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**From:** Samrat Narvekar <samrat.narvekar@travelfoodservices.com>  
**Sent:** Friday, December 8, 2023 1:13:43 pm  
**To:** Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Ameet Koomar <Ameet.Koomar@adani.com>  
**Cc:** Kamal Saraf <kamal.saraf@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Puneeth Kumar <puneeth.kumar@travelfoodservices.com>; Rupali Pol <rupali.pol@travelfoodservices.com>; Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>; Akshay Sharma <akshay.sharma@semolinakitchens.com>  
**Subject:** RE: Printer for Ahamdabad - rental basis

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Dear Herambraj,

Pls find below clear comparison between Copier outright and Copier on rentals, It is recommended to go for copier outright as we would be saving 25% of the cost as compared to rentals.

Ameet Pls approve, Upfront investment is 181797/-

**RICOH**

**MINOSHA**  
connect. experience.

**TOTAL COST OF OWNERSHIP (TCO)**

CAPEX		Model		IM 2500	
	Model	IM 2500		Model	IM 2500
	ORS	181795		Monthly rental	5017
	Buyback	0		Buyback	NA
	Nett ( Tax Extra)	181795		Nett Rent paid(TAX EXTRA)	301020
OPEX		Monthly volume		8000 (APPROX)	
	Monthly volume	8000	(APPROX)	Monthly free copies	0
	5 Yrs volume	480000		5 Yrs volume	480000
	Per click charge	0.38		Per click charge	0.38
	Nett Opex	182400		Nett Opex	182400
Nett expense in 5 Yrs		<b>364195</b>		Nett Expense	<b>483420</b>
Savings Over rental purchase		119225			
% of savings		<b>25%</b>			

**Benefits of ORS Purchase**

- 1.) 25% of cost savings in ORS while comparing with rental purchase.
- 2.) In ORS, MFP can be booked as an asset.
- 3.) Buyback value is 10% of Capex for 10 yrs. Old MFP
- 4.) End of the 5th Year under ORS, contract can be extended further subject to service recommendation without any further high investment compare to
- 5.) While you replace this MFP, Buyback value of 10% is minimum assured after 5th Year.
- 6.) Under 4C contractor, covers the supply of all consumables like Toner, Developer and Drum, spares and customer care activities. contract term fixed for

Regards

Samrat

**From:** Vishnu Chittan TV <vishnu.tv@minosha.in>

**Sent:** 08 December 2023 12:00

**To:** Samrat Narvekar <samrat.narvekar@travelfoodservices.com>

**Cc:** Kamal Saraf <kamal.saraf@k-corp.in>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Ameet Koomar <Ameet.Koomar@adani.com>; Puneeth Kumar <puneeth.kumar@travelfoodservices.com>; Herambraj Sonawane <mumbai.purchase1@k-corp.in>; Rupali Pol <rupali.pol@travelfoodservices.com>; Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>

**Subject:** RE: Printer for Ahamdabad - rental basis

You don't often get email from [vishnu.tv@minosha.in](mailto:vishnu.tv@minosha.in). [Learn why this is important](#)

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Dear sir,

As we discussed and summarised your questions.

Rental prices for 3, 4 , 5 years of period

Fixed Service contractor period , if purchase type was ORS which is fixed for first three years, after third year escalation charges will be applicable which I had mentioned it in the proposal.

TCO calculation for 5 years of rental period compared to 5 years of warranty period of ORS purchase.

Hoper I didn't miss any of the discussion points, If I had missed please let me know, I will make a quick correction and get back to you.

**Regards**

Vishnu Chittan TV

Major Account Manager – Enterprises

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**Minosha India Limited (Formerly known as RICOH INDIA LIMITED)**

J.K Towers, First Floor, B-Wing

No. 28, Bazullah Road, T.Nagar, Chennai – 600017.

Mobile: +91- 9790766312 | LL : 044- 42044125

Web: [www.minosha.in](http://www.minosha.in)

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# THE LEGEND IS BACK

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**From:** Samrat Narvekar <[samrat.narvekar@travelfoodservices.com](mailto:samrat.narvekar@travelfoodservices.com)>

**Sent:** 07 December 2023 15:13

**To:** Vishnu Chittan TV <[vishnu.tv@minosha.in](mailto:vishnu.tv@minosha.in)>

**Cc:** Kamal Saraf <[kamal.saraf@k-corp.in](mailto:kamal.saraf@k-corp.in)>; Lovejot Sekhon <[lovejot.sekhon@k-corp.in](mailto:lovejot.sekhon@k-corp.in)>; Ameet Koomar <[Ameet.Koomar@adani.com](mailto:Ameet.Koomar@adani.com)>; Puneeth Kumar <[puneeth.kumar@travelfoodservices.com](mailto:puneeth.kumar@travelfoodservices.com)>; Herambraj Sonawane <[mumbai.purchase1@k-corp.in](mailto:mumbai.purchase1@k-corp.in)>; Rupali Pol <[rupali.pol@travelfoodservices.com](mailto:rupali.pol@travelfoodservices.com)>; Venu Madhav Singaraju <[venu.singaraju@travelfoodservices.com](mailto:venu.singaraju@travelfoodservices.com)>

**Subject:** RE: Printer for Ahamdabad - rental basis

Dear Vishnu,

We spoke,

Kindly collect all the information as discussed and revert back so that we may finalise on the Ricoh copier.

Regards

Samrat

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**From:** Herambraj Sonawane <[mumbai.purchase1@k-corp.in](mailto:mumbai.purchase1@k-corp.in)>  
**Sent:** 05 December 2023 17:39  
**To:** Rupali Pol <[rupali.pol@travelfoodservices.com](mailto:rupali.pol@travelfoodservices.com)>; Samrat Narvekar <[samrat.narvekar@travelfoodservices.com](mailto:samrat.narvekar@travelfoodservices.com)>  
**Cc:** Kamal Saraf <[kamal.saraf@k-corp.in](mailto:kamal.saraf@k-corp.in)>; Lovejot Sekhon <[lovejot.sekhon@k-corp.in](mailto:lovejot.sekhon@k-corp.in)>; Ameet Koomar <[Ameet.Koomar@adani.com](mailto:Ameet.Koomar@adani.com)>; Puneeth Kumar <[puneeth.kumar@travelfoodservices.com](mailto:puneeth.kumar@travelfoodservices.com)>  
**Subject:** FW: Printer for Ahamdabad - rental basis  
**Importance:** High

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Dear Rupali and Samrat

Kindly review this and suggest

**Thanks & Regards**  
**Heramb**

**9702415737**

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**From:** Vishnu Chittan TV <[vishnu.tv@minosha.in](mailto:vishnu.tv@minosha.in)>  
**Sent:** Monday, December 4, 2023 5:39 PM  
**To:** Rupali Pol <[rupali.pol@travelfoodservices.com](mailto:rupali.pol@travelfoodservices.com)>; Herambraj Sonawane <[mumbai.purchase1@k-corp.in](mailto:mumbai.purchase1@k-corp.in)>; Gokulraj S <[gokulraj.s@minosha.in](mailto:gokulraj.s@minosha.in)>; SATISH KUMAR G. <[satishKumar.g@minosha.in](mailto:satishKumar.g@minosha.in)>  
**Cc:** Kamal Saraf <[kamal.saraf@k-corp.in](mailto:kamal.saraf@k-corp.in)>; Ameet Koomar <[Ameet.Koomar@adani.com](mailto:Ameet.Koomar@adani.com)>; Samrat Narvekar <[samrat.narvekar@travelfoodservices.com](mailto:samrat.narvekar@travelfoodservices.com)>; Puneeth Kumar <[puneeth.kumar@travelfoodservices.com](mailto:puneeth.kumar@travelfoodservices.com)>  
**Subject:** RE: Printer for Ahamdabad - rental basis  
**Importance:** High

Dear Herambraj,

Sir, I would suggest you can choose our out rate purchase type which am proposing is lower price when compared to you purchase at Trivandrum, and moreover maintence is also free under the one day 4c contract .If you need any other clarifications , you can reach me through phone too , however reply would be delay from my side due to cyclone effect at Chennai.

**PFA quotations for Model IM 2500 purchase type: Rental and out rate purchase.**

I have calculated total cost of ownership , to find the difference between rental and out rate purchase. kindly use it as reference to make a better decision.

**Regards**

Vishnu Chittan TV

**Major Account Manager – Enterprises**

Minosha India Limited (Formerly known as **RICOH** INDIA LIMITED)

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# THE LEGEND IS BACK

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**From:** Rupali Pol <[rupali.pol@travelfoodservices.com](mailto:rupali.pol@travelfoodservices.com)>

**Sent:** 04 December 2023 13:22

**To:** Herambraj Sonawane <[mumbai.purchase1@k-corp.in](mailto:mumbai.purchase1@k-corp.in)>; Vishnu Chittan TV <[vishnu.tv@minosha.in](mailto:vishnu.tv@minosha.in)>

**Cc:** Kamal Saraf <[kamal.saraf@k-corp.in](mailto:kamal.saraf@k-corp.in)>; Ameet Koomar <[Ameet.Koomar@adani.com](mailto:Ameet.Koomar@adani.com)>; Samrat Narvekar <[samrat.narvekar@travelfoodservices.com](mailto:samrat.narvekar@travelfoodservices.com)>; Puneeth Kumar <[puneeth.kumar@travelfoodservices.com](mailto:puneeth.kumar@travelfoodservices.com)>

**Subject:** Re: Printer for Ahamdabad - Renatal basis

Dear Herambraj

Please suggest the option which is the lowest cost and maintenance free.

Thanks

Rupali

Get [Outlook for iOS](#)

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**From:** Herambraj Sonawane <[mumbai.purchase1@k-corp.in](mailto:mumbai.purchase1@k-corp.in)>

**Sent:** Monday, December 4, 2023 1:08:54 PM

**To:** Vishnu Chittan TV <[vishnu.tv@minosha.in](mailto:vishnu.tv@minosha.in)>; Rupali Pol <[rupali.pol@travelfoodservices.com](mailto:rupali.pol@travelfoodservices.com)>

**Cc:** Kamal Saraf <[kamal.saraf@k-corp.in](mailto:kamal.saraf@k-corp.in)>; Ameet Koomar <[Ameet.Koomar@adani.com](mailto:Ameet.Koomar@adani.com)>; Samrat Narvekar <[samrat.narvekar@travelfoodservices.com](mailto:samrat.narvekar@travelfoodservices.com)>; Puneeth Kumar <[puneeth.kumar@travelfoodservices.com](mailto:puneeth.kumar@travelfoodservices.com)>

**Subject:** RE: Printer for Ahamdabad - Renatal basis

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Dear Rupali

Please suggest on this .

**Thanks & Regards**

**Heramb**

**9702415737**

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**From:** Vishnu Chittan TV <[vishnu.tv@minosha.in](mailto:vishnu.tv@minosha.in)>  
**Sent:** Friday, December 1, 2023 8:30 PM  
**To:** Herambraj Sonawane <[mumbai.purchase1@k-corp.in](mailto:mumbai.purchase1@k-corp.in)>  
**Cc:** Rupali Pol <[rupali.pol@travelfoodservices.com](mailto:rupali.pol@travelfoodservices.com)>; Kamal Saraf <[kamal.saraf@k-corp.in](mailto:kamal.saraf@k-corp.in)>  
**Subject:** RE: Printer for Ahamdabad - Rental basis

Dear sir,

Greetings!!

Sure I will send It by tomorrow, and I have one clarification to get an clarity from my side ,machine which had been installed at Trivandrum location was not purchased for rental . Since you asked for same price as Trivandrum , please assist me with the type of purchase you required for Ahmedabad.

Is it ORS(OUT RATE PURCHASE) OR RENTAL ?

**Regards**

Vishnu Chittan TV

Major Account Manager – Enterprises

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# THE LEGEND IS BACK

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**From:** Herambraj Sonawane <[mumbai.purchase1@k-corp.in](mailto:mumbai.purchase1@k-corp.in)>  
**Sent:** 01 December 2023 18:55  
**To:** Vishnu Chittan TV <[vishnu.tv@minosha.in](mailto:vishnu.tv@minosha.in)>  
**Cc:** Rupali Pol <[rupali.pol@travelfoodservices.com](mailto:rupali.pol@travelfoodservices.com)>; Kamal Saraf <[kamal.saraf@k-corp.in](mailto:kamal.saraf@k-corp.in)>  
**Subject:** Printer for Ahamdabad - Rental basis

Dear Vishnu

As we discussed kindly share Quote for the rental printer for next three year at location for Ahmadabad skpl

We already installed one printer in Trivandrum same will be required for Ahmadabad please Update .

**Thanks & Regards**  
**Heramb**

**9702415737**

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