

Ref: CorpPCE/K-Hospitality/500kVA

Date: 29th January, 2023

To,
Mr. Herambraj,
K-Hospitality,
Mumbai

Dear Herambraj ji,

Greetings from Atandra Energy!!

With reference to your mail dated 25th January requesting 500 kVA oil cooled servo stabilizer outdoor model offer to be submitted for Una Nagal location in Himachal Pradesh, we have spoken to Anil ji site contact person, whose number was shared by Manish ji, and accordingly, Anil ji mentioned that the input voltage at the site was coming around 450V-480V (LL). Taking the inputs into consideration, we are accordingly pleased to submit our offer. We are sharing the approx dimensions of the servo stabilizer. Please ensure that there is atleast 2ft gap of space on all sides of the stabilizer where the placement has been decided. This will ensure smooth installation and service in the future.

Price description and Unit Price:500kVA 3-phase Oil Cooled Model OCOD6060 Outdoor Model : **Rs. 7,01,000/-****Approximate Dimensions of 500kVA Oil Cooled Stabilizer Out Door Model:**1650mm (W) x 1410mm (D) x 1500mm (H) **(+/- 10% tolerance on dimensions)****About our Company:**

We have established ourselves as a Company committed to delivering product performance and have maintained a high level of after sales service which together ensures customer delight and a hassle-free User experience. This is not a cliched statement and can be verified with any of long standing customers. In the retail segment particularly, we have enjoyed an excellent record with leading Corporate Companies in the Banking, Quick-service Restaurants (QSR), Retail Stores & E-comm networks. With Companies like **HDFC Bank, ICICI Bank, Reliance Retail, Sapphire Foods, Devyani International, Jubilant FoodWorks, Hardcastle Restaurants, Burman Hospitality, Paradise Food Court** and others we have had a vendor relationship without a break for 5 to 12 years. Having supplied over 6000 Stabilisers over the years - all still in active use, customer satisfaction with our products and services stands testimony to our consistency and commitment to quality.

Atandra Energy stands out in the field of Servo Controlled Voltage Stabilisers manufacturers as one of the very few or we can even say, the only company with the infrastructure and systems to deliver consistent quality Pan-India and a long term commitment to the business that will reassure customers of long term support. We hold this belief with humility, even as we stoke our desire to get better in performance delivery as well as market standing.

Unfortunately, many Servo Stabilisers supplied in the retail sector suffer from lack of clarity on specifications. This has happened due to buyers not being advised correctly on the specifications and due to intense price pressure that make some vendors interpret specifications to their convenience. Since most Servo Stabiliser manufacturers are small entrepreneurs, there is no statutory necessity to maintain a common standard. Hence price variations are huge and buyers are at a loss to understand the reasons for it.

We, at Atandra Energy, would like to work with our key customers in bringing more clarity to the specifications and put in place verifiable standards that can create a benchmark to evaluate competing products. We have attached our Company Profile and given below the Terms & Conditions along with the Technical Specifications.

Terms & conditions:	
Order to be placed on	Atandra Energy Pvt. Ltd., No. 5, Kumaran Street, Pazhavanthangal, Chennai-600114.
GST	Extra as applicable. Current rate of GST: Servo Controlled Voltage Stabilisers (HSN 90328910): 18%
Freight	F.O.R. destination. Transportation to destination is in our scope
Payment terms	100% with 15 days from date of submission of documents - Tax Invoice & POD
Warranty	Two years comprehensive warranty from date of delivery
Delivery	Dispatch within Unit will be dispatched within 10 days from date of receipt of P.O. Material will be dispatched by road through accredited transporters. Transit time will vary with location
Unloading & handling at site	Unloading of material and moving of material to location is in our scope provided the Branch / Office is located on the ground floor. In case of delivery to upper / lower floors, extra charges would be levied based on actual cost of hiring additional resources locally such as a crane or manpower to carry the Stabiliser
Installation & commissioning	Scope of vendor's work consists of connecting the input & output cables to the Stabilizer / Transformer terminals and energizing the unit. Provision of input-output cables with appropriate terminal lugs and cable glands is in Buyer's scope.
Service Support	On-site service support provided from our nearest service centre.
Validity of Offer	Prices and terms stated in this offer will normally be valid for valid up to 31/03/2024.

Technical specifications:

Voltage Stabiliser type	Servo Controlled Voltage Stabiliser - oil cooled outdoor model - with 3-phase input and 3-phase output, suitable for unbalanced loads and unbalanced input conditions. Independent voltage sensing and regulation in each phase
Input / Output configuration	Input: 3phase 4-wire (3L + N); Output: 3phase 4W or 3W Model OU6060-OD
Input operating voltage (for output within cut-off limits of 195V & 250V LN)	300V-480V (LL)
Nominal output Voltage	415V 3-phase
Output voltage regulation	±1%
Input frequency range	47 Hz to 53 Hz.
Type of cooling	Oil Cooled (ONAN)
Average correction rate	18V/ sec
Metering	Digital meter for Input Voltage, output voltage, current & frequency
Servo motor drive	AC synchronous stepper motor
Efficiency	Better than 98%
Under & over voltage cut-offs Upper limit Lower Limit	OV 250V LN UV 195V LN
Electronic overload cut-off	Output current sensing using CT and actuation by output Contactor driven by control circuit

Short-circuit protection	MCCB at input
Spike & Surge Prevention	By MOV connected across output terminal
Other protection	Single phasing prevention, Phase reversal indication / trip
Service bypass	Change over switch 2-way + off for manual service bypass provided as a built-in feature
Front Panel annunciation	LED lamps for Input ON & Output ON. LCD display will scroll status and alerts to show Output trip for under / over voltage, Single Phasing, Phase sequence reversal, Output overload
Resetting mode	Auto restart with adjustable time delay. Default setting 15 secs
Housing	Chassis mounted on castor wheels with Eye-bolt lifting hooks conforming to IP54

Note of Input Operating Range:

Operating range: This is the voltage range within which the Voltage Stabiliser will maintain the output within the set output cut-off limits. Output cut-off limits are normally set as per the application, For Banks & Office applications which use air conditioners, UPS, lighting & fans and gadgets used in the pantry, setting the high & low voltage cut-off at 250V LN & 195V LN is appropriate. The equipment including UPS & ACs will work effectively between 195V LN and 250V LN. Hence the input voltage range within which Voltage Stabiliser will maintain output within these voltage limits is called Operating range. Some may call it extended input range

If you require additional information or any clarification, please do revert. We look forward to concluding with you and to the pleasure of doing business with you.

With best regards,
Santosh Aroor
Manager Business Development
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