From:	Sandeep Bhat
Sent:	12 February 2024 14:59
To:	Abdul Rehman; Swapnil Sutar
Subject:	FW: BIAL T2 - Irish House - Beer ATM drawings
Attachments:	Accounting Voucher (29).pdf

From: Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com>
Sent: 13 February 2024 03:45
To: Sandeep Bhat <sandeep.bhat@k-corp.in>
Cc: Shama Nair <shama.nair@travelfoodservices.com>; Lovejot Sekhon <lovejot.sekhon@k-corp.in>; Gaurav Kapur <gaurav@tejasimpex.in>
Subject: Re: BIAL T2 - Irish House - Beer ATM drawings

Dear Sandeep,

This is further to our discussion today.

We need to take care about the cooling system capacity to ensure correct dispensing of Beer at the right temperature.

Being a self service system there needs to be NO cause for Beer frothing due to temp.

We will be supplying a Flash Chiller of the below specs
a. Capacity - 100L / h
b. Ice Bank - 20Kg
c. Beer Lines - 4-5
d. Voltage - 220V
e. Energy Consumption - 400W
f. Compressor - Tecumseh
g. Refrigerant - R 134a

Kindly reduce 25,000 against Flash chiller value and please release the PO for Rs. 4.00 Lakhs + Tpt + Tax

There could be some delay in sending the revised PI.

Regards,

Gaurav

On Thu, Feb 1, 2024 at 3:16 PM Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com> wrote:

Dear Lovejot,

Please find attached.

Regards,

Gaurav

On Thu, Feb 1, 2024 at 1:34 AM Lovejot Sekhon <lovejot.sekhon@k-corp.in> wrote:

Dear Gaurav,

Request to share Performa with item wise cost.

Regards,

Lovejot.

From: Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com>
Sent: Friday, February 2, 2024 3:29 AM
To: Lovejot Sekhon <lovejot.sekhon@k-corp.in>
Cc: Shama Nair <shama.nair@travelfoodservices.com>; Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>
Subject: Re: BIAL T2 - Irish House - Beer ATM drawings

Dear Lovejot,

This is further to our discussion for Step 2 - Trial of 1 Unit installation at BIAL please release a PO for the below.

Total cost - 4.25 Lakhs + Tax

Beer connection for 2 Lines ONLY

The above includes the following

1. Software SDK + Electronic Hardware

2. 1 Flash Chiller for Beer cooling

3. 2 Keg couplers

4. Pyhton for Beer connection

5. CO2 Regulator

6. Tubes for CO2 connection

7. Connectors

This does not include the Beer Dispenser used for POC.

Request you to please give a PO for the same.

Regards,

Gaurav

On Fri, Jan 19, 2024 at 10:57 AM Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com> wrote:

Dear Lovejot,

I am giving below details again for going live with 5 units at BIAL

Step 1 - POC - Completed

Step 2 - Trial with 1 Unit to go Live at BIAL

Step 3 - Complete implementation of balance 4 Units

To provide and Pending

1. Software integration with SDKs - Complete Testing before installation

2. Market ready Software and Controller

3. Import of 4 units

4. Panel Integration and Testing

Scope of supply and Total Final cost for delivery of the complete system

Specs

a. Self Service Beer Stations - 5 nos. 2 Beers per station. Mounted on a platform - Total 10 Beers

b. Touch Screen for User Interface for each unit

c. Integration with your Payment system / Payment Module - As discussed with Mr. Venu

d. Flash Chillers - 5 Line - 2 nos or another combination

e. Pyhton Lines

f. Keg Couplers - 10 nos

g. CO2 Regulators - 10 Beers

h. Primary Regulators

i. Connectors

j. Others

Equipment Cost which includes all the above

INR 24.25 Lakhs + Tax + Tpt

The break up of the cost is as below.

1. 5 units Imported from the UK (5 x 2 beers) - Rs. 16.50 Lakhs - Paid 2.88 Lakhs. Balance 13.62 Lakhs

2. Accessories and cooling equipment - Rs. 5.50 Lakhs

3. Software SDK Integration, Testing and Hardware Controller 5 nos - Rs. 2.25 Lakhs (revised)

a. Paid in POC stage Step 1 - 3.88 lakhs (2.88 Lakh for Hardware + POC 1.00 Lakh for UI and POC Software). Software cost cannot be adjusted.

Balance payable - 24.25 Lakhs Less 2.88 Lakhs paid for hardware of 1 unit = Balance 21.37Lakhs

Time to implement - Need to check .

Part 2 - Monthly Fees per station - to be discussed

The Monthly fees would include the below services.

a. 2 - 3 Visits and service per month. This would include CIP of the lines and check up

b. Visit for any breakdown and issues related to the equipment

c. Training to staff for operation

WE request you to please release a PO for the complete project - 21.37 Lakhs + Tax

Please let me know if you have any clarifications.

Regards,

Gaurav

On Thu, Jan 18, 2024 at 8:05 PM Lovejot Sekhon <lovejot.sekhon@k-corp.in> wrote:

Dear Gaurav,

Request to share the detailed commercial considering total hardware required for e.g. - Beer Dispensing Unit, SDK Integration, Tablet, Controller, other required components. This will help us with complete understanding on final deliverables from your end. Request to share the same for 5Nos dispensing unit, considering 1no. which is been already paid.

Regards,

Lovejot.

From: Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com>
Sent: Friday, January 19, 2024 3:26 AM
To: Lovejot Sekhon <lovejot.sekhon@k-corp.in>
Cc: Shama Nair <shama.nair@travelfoodservices.com>; Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>
Subject: Re: BIAL T2 - Irish House - Beer ATM drawings

Hi Lovejot,

This is further to our discussion with you on the subject.

I am giving below a break up of the cost which includes Hardware and Software.

1. SDK Integration and Testing - 1.25 Lakh

2. Controller Cost - 5 nos - 1.00 Lakh

As explained we had done the POC on a temporary Board. For going live we need the FINAL Board which needs to be designed and fabricated.There is a MOQ of 5 Boards and above.

Request you to kindly confirm.

Regards,

Gaurav

On Wed, Jan 17, 2024 at 8:03 AM Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com> wrote:

 Dear Lovejot,

The revised software cost is 2.25L.

All else same.

Regards,

Gaurav

On Mon, Jan 15, 2024, 09:10 Lovejot Sekhon <lovejot.sekhon@k-corp.in> wrote:

Dear Gaurav,

We spoke on this, awaiting the revised commercials.

Regards,

Lovejot.

From: Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com>
Sent: Saturday, January 13, 2024 8:17 PM

To: Lovejot Sekhon <lovejot.sekhon@k-corp.in>
Cc: Shama Nair <shama.nair@travelfoodservices.com>; Venu Madhav Singaraju <venu.singaraju@travelfoodservices.com>
Subject: Re: BIAL T2 - Irish House - Beer ATM drawings

Please let me know when you would like to connect on this.

Regards,

Gaurav

On Thu, Jan 11, 2024 at 8:48 PM Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com> wrote:

Please let me know a good time.

Would 3.00pm work.

Regards,

Gaurav

On Fri, Jan 12, 2024, 09:53 Lovejot Sekhon <lovejot.sekhon@k-corp.in> wrote:

Dear Gaurav,

Lets connect over call and discuss, the calculation below looks complex.

Regards,

Lovejot.

From: Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com>
Sent: Friday, January 12, 2024 8:05 AM
To: Lovejot Sekhon <lovejot.sekhon@k-corp.in>
Cc: Shama Nair <shama.nair@travelfoodservices.com>
Subject: Re: BIAL T2 - Irish House - Beer ATM drawings

Dear Lovejot,

Please refer to our earlier mail on the subject.

Further to the latest discussions with Mr. Venu I am giving below the cost for implementation of 1 trial and further installation of 4 units.

Keeping in mind our earlier discussions a lot of backend work was done on UI and controller for POC and implementation.

I am giving below details again

Step 2 - Trial with 1 Unit to go Live at BIAL

Step 3 - Complete implementation of balance 4 Units

For Step 2 we need to do all the activity to GO LIVE whether it is 1 or 5 which is the following

Available - 1 system imported and Panel etc for POC

To provide and Pending

1. Software integration with SDKs - Complete Testing before installation

2. Market ready Software and Controller

3. Cooling System and accessories to make 1 system live complete installation at site

a. Flash chiller - 1 no

b. Python pipes

c. Accessories

4. Please confirm if the Panel cover is acceptable what are the changes

The 1 time software cost is Rs. 3.8 Lakhs + Tax and above hardware cost - a-c

We will share the hardware cost

Payment for step 2 implementation -

a. Software - 3.8 Lakhs + Tax

b. Hardware for Dispensing - Paid

c. Hardware for cooling - to provide cost

Step 3 - Total Final cost for delivery of the complete system

Import balance 4 units from UK and Panel integeration and other testing by Tejas Impex Bangalore, India

Specs

a. Self Service Beer Stations - 5 nos. 2 Beers per station. Mounted on a platform - Total 10 Beers

b. Touch Screen for User Interface

c. Payment Module - As discussed with Senthil

d. Flash Chillers - 5 Line - 2 nos or another combination

e. Pyhton Lines

f. Keg Couplers - 10 nos

g. CO2 Regulators - 10 Beers

h. Primary Regulators

i. Connectors

j. Others

Equipment Cost which includes all the above

INR 25.80 Lakhs + Tax + Tpt

a. Paid in Step 1 - 3.88 lakhs + (2.88 Lakh for Hardware + 1.00 Lakh for Software). Software cost cannot be adjusted. To adjust 2.88 Lakh

b. Software Cost - Step 2 - 3.8 Lakhs

c. Cooling Hardware cost is any

Balance - 25.80 Lakhs Less Step 1 2.88L + Step 2 3.80L = 19.20 Lakhs + Tax

The break up of the cost is as below.

1. 5 units Imported from UK (5 x 2 beers) - Rs. 16.50 Lakhs

2. Accessories and cooling equipment - Rs. 5.50 Lakhs

3. Software Development cost - Rs. 3.80 Lakhs (revised)

There would be a nominal customisation cost if there are any specific changes in UI and integration cost for further locations.

This includes installation and start up and customised software to meet your requirement. As discussed.

For next projects the customised software cost would not be applicable.

Time - Need to check .

We need to discuss stage wise implementation and testing before installation.

Part 2 - Monthly Fees per station - to be discussed

The Monthly fees would include the below services.

a. Software usage with reports

b. 2 - 3 Visits and service per month. This would include CIP of the lines and check up

c. Visit for any breakdown and issues related to the equipment

d. Training to staff for operation

WE request you to please release a PO for the complete project - 25.80 Lakhs + Tax

Which will be executed in the above stages.

Look forward to discussing this with you.

Regards,

Gaurav

On Tue, Dec 12, 2023 at 3:30 PM Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com> wrote:

Dear Lovejot,

Further to our discussion please find below the revised offer for 10 Beer (5 units x 2 beers).

Earlier the plan was for 18 Beers - (9 units x 2 beers)

Please see the commercials below.

Step 1 - POC completed.

Step 2 - Development and delivery of the complete system

Part - 1 Imported Fast Pour system from UK and Tejas Impex Bangalore, India

Specs

a. Self Service Beer Stations - 5 nos. 2 Beers per station. Mounted on a platform - Total 10 Beers

b. Touch Screen for User Interface

c. Payment Module - As discussed with Senthil

d. Flash Chillers - 5 Line - 2 nos or another combination

e. Pyhton Lines

f. Keg Couplers - 10 nos

g. CO2 Regulators - 10 Beers
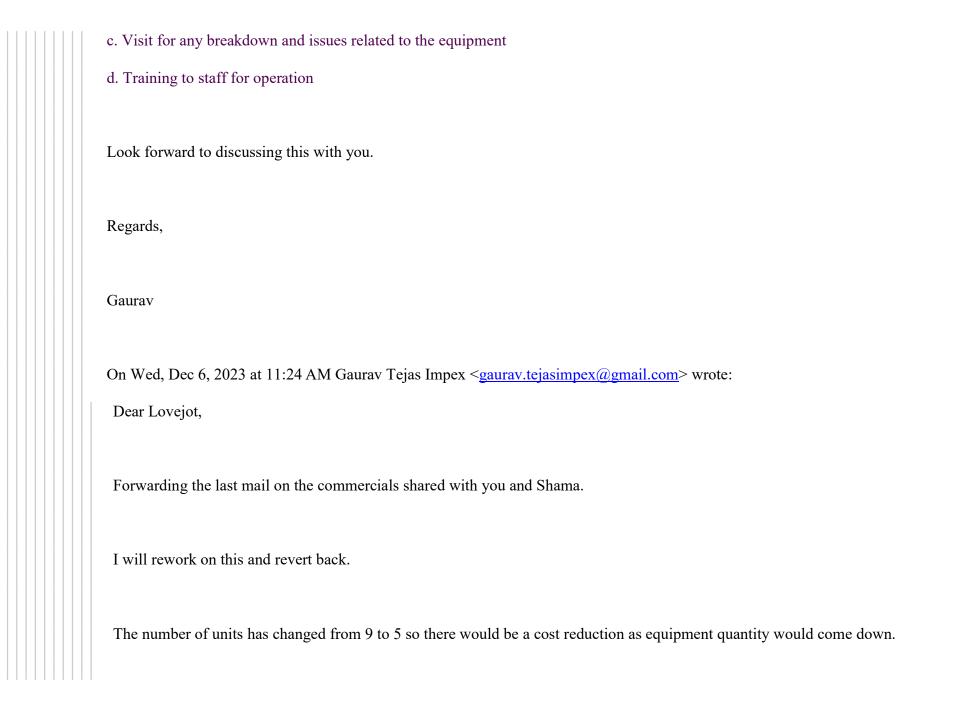
h. Primary Regulators

i. Connectors

j. Others

Equipment Cost which includes all the above

INR 29.00 Lakhs + Tax + Tpt

The break up of the cost is as below.

1. 5 units Imported from UK (5 x 2 beers) - Rs. 16.50 Lakhs

2. Accessories and cooling equipment - Rs. 5.50 Lakhs

3. Software Development cost - Rs. 7.00 Lakhs

The Software Development cost is one time. The Rs. 1.00 Lakh received during POC would be adjusted against the value.

There would be a nominal customisation cost if there are any specific changes in UI and integration cost for further locations.

This includes installation and start up and customised software to meet your requirement. As discussed.

For next projects the customised software cost would not be applicable.

Time - 6-8 weeks for complete testing and implementation.

We need to discuss stage wise implementation and testing before installation.

Part 2 - Monthly Fees per station - to be discussed

The Monthly fees would include the below services.

a. Software usage with reports

b. 2 - 3 Visits and service per month. This would include CIP of the lines and check up

c. Visit for any breakdown and issues related to the equipment

d. Training to staff for operation

Look forward to discussing this with you.

Regards,

Gaurav

On Wed, Dec 6, 2023 at 11:24 AM Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com> wrote:

Dear Lovejot,

Forwarding the last mail on the commercials shared with you and Shama.

I will rework on this and revert back.

The number of units has changed from 9 to 5 so there would be a cost reduction as equipment quantity would come down.

Will need your final approval and PO with advance to start all activities.

Regards,

Gaurav

---------- Forwarded message ---------
From: **Gaurav Tejas Impex** <gaurav.tejasimpex@gmail.com>
Date: Sat, Aug 12, 2023 at 8:30 AM
Subject: Re: BIAL T2 - Irish House - Beer ATM drawings
To: Lovejot Sekhon <lovejot.sekhon@k-corp.in>
Cc: gaurav@tejasimpex.in <gaurav@tejasimpex.in>, Shama Nair <shama.nair@travelfoodservices.com>

Dear Lovejot,

Further to our discussion we have worked on a different option.

Please see the commercials below.

Step 1 - Import 1 unit for trial and DEMO - 2 Beer Fast Pour system. Details will be shared.

Rs. 2.60 Lakh + Tax

We will import this for your requirement by AIR for which you need to bear the cost.

Post this we will move to Step 2.

Step 2 - Development and delivery of the complete system

Part - 1 Imported Fast Pour system from UK and Tejas Impex Bangalore, India

Specs

a. Self Service Beer Stations - 9 nos. 2 Beers per station. Mounted on the wall - Total 18 Beers

b. Touch Screen for User Interface

c. Payment Module - Razor Pay enabled - India. Need to share details.

d. Flash Chillers - 9 Line - 2 nos or another combination

e. Pyhton Lines

f. Keg Couplers - 18 nos

g. CO2 Regulators - 18 Beers

h. Primary Regulators

i. Connectors

j. Others

Equipment Cost which includes all the above

INR 35.00 Lakhs + Tax + Tpt

This includes installation and start up and customised software to meet your requirement. Need to discuss this.

For next projects the customised software cost would not be applicable.

Time - 6 weeks for Software implementation.

Part 2 - Monthly Fees per station - to be discussed

The Monthly fees would include the below services.

a. Software usage with reports

b. 2 - 3 Visits and service per month. This would include CIP of the lines and check up

c. Visit for any breakdown and issues related to the equipment

d. Training to staff for operation

Look forward to discussing this with you.

Regards,

Gaurav

On Wed, Aug 2, 2023 at 5:53 PM Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com> wrote:

Dear Lovejot,

This is further to our discussion today.

I am giving below the offer

Part - 1 Imported system from UK and Tejas Impex Bangalore, India

Specs

a. Self Service Beer Stations - 9 nos. 2 Beers per station. Mounted on the wall - Total 18 Beers

b. Touch Screen for User Interface

c. Payment Module - Razor Pay enabled - India. Need to share details.

d. Flash Chillers - 9 Line - 2 nos or another combination

e. Pyhton Lines

f. Keg Couplers - 18 nos

g. CO2 Regulators - 18 Beers

h. Primary Regulators

i. Connectors

j. Others

Equipment Cost which includes all the above
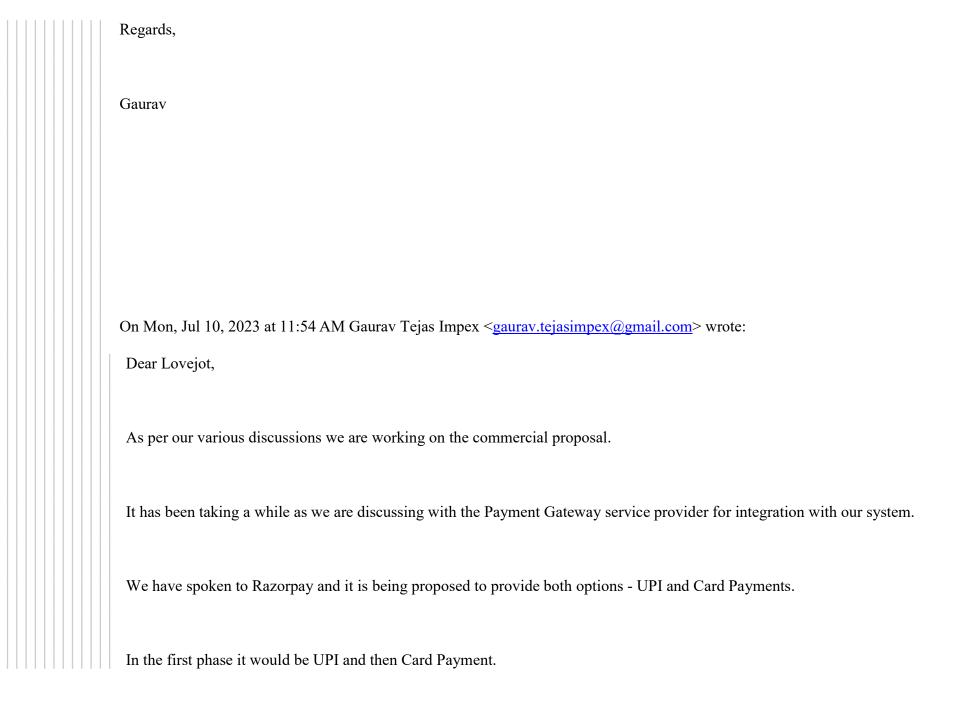
INR 35.00 Lakhs + Tax + Tpt

This includes installation and start up
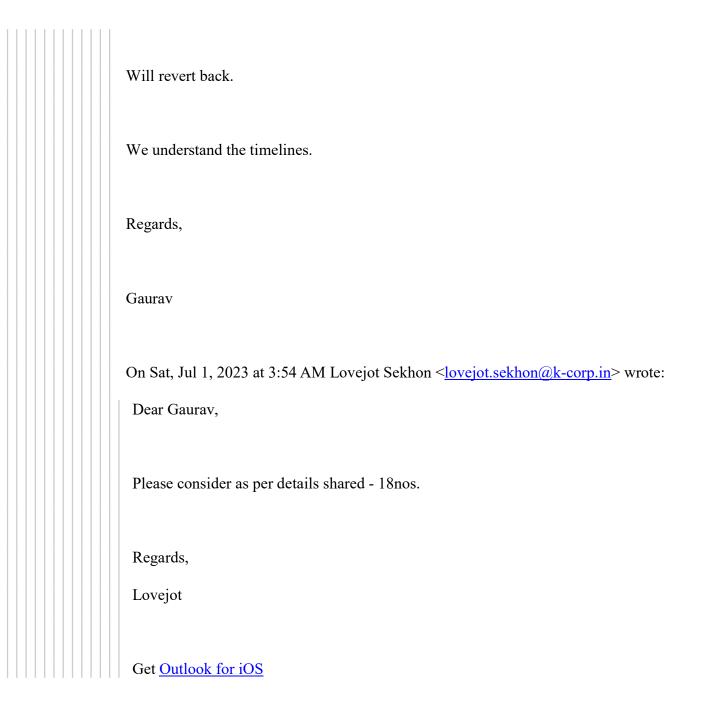
Part 2 - Monthly Fees per station - 20,000 INR per station - 1.80 Lakhs per Month

The Monthly fees includes the below services.

a. Software usage with reports

b. 2 - 3 Visits and service per month. This would include CIP of the lines and check up

c. Visit for any breakdown and issues related to the equipment

d. Training to staff for operation

Look forward to your response.

Regards,

Gaurav

On Mon, Jul 10, 2023 at 11:54 AM Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com> wrote:

Dear Lovejot,

As per our various discussions we are working on the commercial proposal.

It has been taking a while as we are discussing with the Payment Gateway service provider for integration with our system.

We have spoken to Razorpay and it is being proposed to provide both options - UPI and Card Payments.

In the first phase it would be UPI and then Card Payment.

Will revert back.

We understand the timelines.

Regards,

Gaurav

On Sat, Jul 1, 2023 at 3:54 AM Lovejot Sekhon <lovejot.sekhon@k-corp.in> wrote:

Dear Gaurav,

Please consider as per details shared - 18nos.

Regards,

Lovejot

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From: Gaurav Tejas Impex <gaurav.tejasimpex@gmail.com>
Sent: Sunday, July 2, 2023 4:39:45 AM
To: Lovejot Sekhon <lovejot.sekhon@k-corp.in>
Cc: gaurav@tejasimpex.in <gaurav@tejasimpex.in>; Shama Nair <shama.nair@travelfoodservices.com>
Subject: Re: BIAL T2 - Irish House - Beer ATM drawings

Hi Lovejot,

It was a pleasure talking to you.

Thanks for the information.

The drawings show a 18 Tap system. I understand that you need 12 Taps. Please confirm.

As discussed we were working on a similar opportunity with your group 2 years back for T1 Bangalore.

I have understood your requirement.

Give me a few days to revert back to you.

Regards,

Gaurav Kapur

Director

Tejas Impex Pvt Ltd

On Sat, Jul 1, 2023 at 12:26 AM Lovejot Sekhon <lovejot.sekhon@k-corp.in> wrote:

Dear Gaurav,

It was pleasure connecting with you over call.

WRT our discussion over automatic beer dispenser wall, PFA the details for reference. Request to please review and share your inputs, to take this forward.

Regards,