

Negotiation Report

Date:- 12-04-2022

Subject:- Negotiation for CAMC of CCTV System E-Tender id:- 2022 AAI  
104939 1

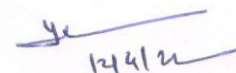
After approval from competent authority, following committee members participated in negotiation with Sh. Abhishek Mittal, representative from M/s IDDS Pvt Ltd. on 29-03-2022 at 1630 IST in the office of Sr.Mgr(Finance).

1. Sh. Pravin Jadhav, AGM (E-C)
2. Sh. Chandrakant Mane, AGM(Airport System)
3. Sh. Raju Jumde, Sr.Manager (Finance)

Committee started negotiation with Mr Abhishek Mittal with the point that their quoted rate in CCTV CAMC tender for BOQ Section A ie. Rs 12,75,000 /- is quite high as compared to tender estimated cost i.e. Rs 8,17,334 /- and also explained him tender condition for same situation. Committee negotiated to reduce the price up to Tender estimated/ justified cost but Sh Mittal told committee that for this much high discount M/s IDDS needed to talk with OEM so they need minimum two days for that process. Committee agreed for M/s IDDS Pvt Ltd to take 2-3 day time to consult with OEM for their best offer for this work.

Second negotiation meeting held on 08-04-2022 at 1600 IST. From M/s IDDS side, again Sh Abhishek Mittal participated in the meeting. With their final offer, M/s IDDS offered a total discount of one lakh rupees on total quoted price and IDDS Final offer is 11,75,000 /- ( Offer letter enclosed). Committee negotiated him to reduce further because it is still high in comparison to estimated cost of work but IDDS representative told that due to ongoing WAR situation semiconductors prices have got increased so M/s IDDS could give only one lakh rupees discount and their final offer is Rs 11,75,000 /-

Attached :- Revised offer dated 09-04-2022, Amount :- Rs 11,75,000 /- (without GST) and mail conversation with M/s IDDS Pvt Ltd regarding negotiation

  
Pravin Jadhav

AGM (E-C)

  
Chandrakant Mane

AGM ( Airport System)

  
Raju Jumde

SrMgr(Finance)

**Signature Not Verified**

Digitally signed by ANIL B. PALASKAR  
Date: 2022.04.19 15:47:47 GMT+05:30  
Location: eProcurement System for Central  
PSUs