



Outlook

RE: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

From Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>

Date Thu 8/13/2026 3:57 PM

To Uddipta Das <uddipta@wincap.live>

Cc Sathish Kumar <Sathish.Kumar@wincap.live>; Purchasing <Purchasing@7hillsts.com>

Hello Uddipta,

After multiple discussions with F&A team and the stakeholders, we are moving ahead with Wincap this year. Hopefully, Wincap will not disappoint us in aspect of services and the support.

Below are the details for you to proceed with monthly billing plan.

Tenant: 7hillsTS Pvt Ltd.

- > Microsoft 365 Apps for business -5 Qty
- > Microsoft Business Basics (with teams) - 76 Qty

Tenant: 7hillsLAB:

- > Microsoft Business Basics (with teams) - 114 Qty

Please let me know if you need any additional details form us.

Regards,

S. J. Reddy | + 91 6362526615

www.7hillsTS.com

From: Uddipta Das <uddipta@wincap.live>

Sent: 10 August 2026 17:51

To: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>

Cc: Sathish Kumar <Sathish.Kumar@wincap.live>

Subject: Re: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

Hi Sir, Good evening.

I understand your point and the three parameters you had clearly in mind. I just wanted to clarify my side once, so there is no misunderstanding from our discussion.

We did discuss quarterly/monthly payment during our meeting, but as far as I remember, I had not committed to that from our side. I had mentioned that I would check internally and see what was possible.

On the pricing, the change was not because we changed the price after you asked for a different payment term. Microsoft has different commercials for annual commitment with annual billing and annual commitment with monthly billing. I checked this again internally and, although quarterly billing was not approved, we were able to work out the monthly billing option at ₹1,600 for Business Basic. I had to push this internally as well as I genuinely wanted to see if we could make this work for 7Hills.

I completely understand that your F&A team will compare the options and take the final decision. I just wanted to make sure our side of the discussion was also clear.

We have tried all the possible options available to us, and if given the opportunity, we would genuinely like to work with 7Hills as a long term partner and support you beyond just the licenses.

Thanks again Sridhar. I appreciate the open discussions we have had throughout.

Regards,
Uddipta Das
Evangelist

Contact: +91 8001539069

E-mail ID: uddipta@wincap.live

Website: www.wincap.live



From: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>
Sent: Monday, August 10, 2026 11:24 AM
To: Uddipta Das <uddipta@wincap.live>
Cc: Sathish Kumar <Sathish.Kumar@wincap.live>
Subject: RE: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

Good Morning Uddipta,

When we met in office, we were very clear on the below three points.

1. Cost to be lesser than other vendors in case we need to change the vendor.
2. Payment type either quarterly or monthly.
3. Microsoft authentic partner.

Point 1 and 2 were conflicting with the quote shared after we discussed. So we are unable to proceed as we discussed. F&A team will go by comparing the parameters, and decide the vendor.

Note: Also the price quoted originally changed when asked to confirm the payment type.

Regards,
S. J. Reddy | + 91 6362526615
www.7hillsTS.com

From: Uddipta Das <uddipta@wincap.live>
Sent: 10 August 2026 11:17
To: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>
Cc: Sathish Kumar <Sathish.Kumar@wincap.live>
Subject: Re: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

Hi Sridhar,

Thank you for the clarity. I completely understand that the payment structure is important from your cash flow point of view.

We have explored all possible options internally, including the commercial and both annual and monthly billing models. Unfortunately, quarterly billing is beyond what we can support at the current commercial.

That said, I would request you to please consider the best option we have been able to extend from our side, along with our support and managed services. We would genuinely like to work with 7Hills as a long-term partner and assure you of our best support throughout the engagement.

I understand if this may not work for the current renewal, but if there is any possibility to consider Wincap on the above basis, we would be glad to proceed.

Regards,

Uddipta Das

Evangelist

Contact: +91 8001539069

E-mail ID: uddipta@wincap.live

Website: www.wincap.live



From: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>

Sent: Friday, August 7, 2026 12:58 PM

To: Uddipta Das <uddipta@wincap.live>

Cc: Sathish Kumar <Sathish.Kumar@wincap.live>

Subject: RE: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

Hello Uddipta,

As we discussed on call, we cannot proceed with this.

With previous quote, and with monthly or quarterly payments we can re-look in to.

Regards,

S. J. Reddy | + 91 6362526615

www.7hillsTS.com

From: Uddipta Das <uddipta@wincap.live>

Sent: 07 August 2026 11:06

To: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>

Cc: Sathish Kumar <Sathish.Kumar@wincap.live>

Subject: Re: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

Hi Sridhar,

Thank you for your time over the last few days and for openly discussing your requirement with me.

As discussed, I checked once again with my management, especially regarding the payment terms.

While we won't be able to support quarterly billing, we've managed to work out an **Annual Commitment - Monthly Billing** option, so the payment can be made monthly instead of paying the entire amount upfront.

The revised commercial would be:

Microsoft 365 Business Basic – ₹1,600/user/year (Annual Commitment - Monthly Billing)
Microsoft 365 Apps for business – ₹7,610/user/year (Annual Commitment - Monthly Billing)

Just for your reference, the standard commercial for this billing model is ₹1,713 per user/year for Business Basic. We've managed to bring it down to ₹1,600, which is roughly an additional ₹5.50 per user per month compared to annual upfront billing, while giving you the flexibility of monthly payments.

One thing I'd also like to mention is that we don't look at this as just supplying licenses. We prefer building long-term relationships with our customers. Whether it's Microsoft 365 administration, tenant management, renewals, security guidance, or simply getting a quick response when something comes up, our team is always available to help.

Also, our parent company, **Claritus Consulting**, works extensively in technical and non-technical recruitment and staffing. If there's ever a hiring requirement from your side, we'd be happy to connect you with the right team.

I know commercials are an important part of this decision, and we've genuinely tried to address both the pricing and the payment flexibility from our end. I hope you'll keep Wincap in consideration.

If you need any clarification or any additional document for the evaluation, just let me know. I'll be happy to help.

Regards,

Uddipta Das
Evangelist

Contact: +91 8001539069

E-mail ID: uddipta@wincap.live

Website: www.wincap.live



From: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>

Sent: Thursday, August 6, 2026 4:02 PM

To: Uddipta Das <uddipta@wincap.live>

Cc: Sathish Kumar <Sathish.Kumar@wincap.live>

Subject: RE: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

Thanks for the details, Uddipta.

Also please confirm on the payment(s) if it can happen on monthly or quarterly basis ?

Regards,
S. J. Reddy | + 91 6362526615
www.7hillsTS.com

From: Uddipta Das <uddipta@wincap.live>
Sent: 06 August 2026 10:46
To: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>
Cc: Sathish Kumar <Sathish.Kumar@wincap.live>
Subject: Re: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

Hi Sridhar,

Thank you for your time yesterday.

As discussed, I checked once again with my management regarding the commercials. We have already extended the maximum support available from our end, so I'm afraid we won't be able to revise the pricing further.

We also verified the Microsoft SKU against the part code shared by you, and it matches the quotation shared.

Please find attached our Microsoft CSP Authorization Letter for your reference.

As requested, I have also included a brief note on our Managed Services capabilities. Along with Microsoft 365 licensing, Wincap Consulting supports customers with Microsoft 365 administration, user and license management, security and compliance configuration, tenant administration, technical support, and ongoing operational assistance. We'd be happy to support 7Hills with these services whenever such a requirement arises.

I appreciate the opportunity to participate in this renewal process. If there's any other information or document required for today's vendor discussion, please let me know and I'll share it immediately.

Regards,

Uddipta Das
Evangelist

Contact: +91 8001539069
E-mail ID: uddipta@wincap.live
Website: www.wincap.live



From: Sathish Kumar <Sathish.Kumar@wincap.live>
Sent: Wednesday, August 5, 2026 5:31 PM
To: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>; Uddipta Das <uddipta@wincap.live>
Subject: Re: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

Hi Mr.Reddy,
Yes, The below mentioned SKU's are correct. We have proposed the same.

Regards

Sathish Kumar S

Vice President– Sales

Contact: +91-9003143829

E-mail ID: Sathish.kumar@wincap.live

Website: www.wincap.live

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From: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>
Date: Wednesday, 5 August 2026 at 3:58 PM
To: Uddipta Das <uddipta@wincap.live>
Cc: Sathish Kumar <Sathish.Kumar@wincap.live>
Subject: RE: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

To confirm if the quote shared is for below part#

S. No.	Part Code	Product Description
1.	CFQ7TTC0LH18	M 365 Business Basic
2.	CFQ7TTC0LH1G	M 365 Apps for Business

Regards,
S. J. Reddy | + 91 6362526615
www.7hillsTS.com

From: Sridhar J.Reddy
Sent: 05 August 2026 15:45
To: 'Uddipta Das' <uddipta@wincap.live>
Cc: 'Sathish Kumar' <Sathish.Kumar@wincap.live>
Subject: RE: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

Hello Uddipta,
Please check if any further pricing reduction for both Business basics and Apps licenses. This week the vendor will be finalized.

Regards,

S. J. Reddy | + 91 6362526615

www.7hillsTS.com

From: Sridhar J.Reddy

Sent: 31 July 2026 18:23

To: 'Uddipta Das' <uddipta@wincap.live>

Cc: Sathish Kumar <Sathish.Kumar@wincap.live>

Subject: RE: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

Hello Uddipta,

Will share quote with F&A team, during next week will let you know the outcome.

Regards,

S. J. Reddy | + 91 6362526615

www.7hillsTS.com

From: Uddipta Das <uddipta@wincap.live>

Sent: 31 July 2026 18:00

To: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>

Cc: Sathish Kumar <Sathish.Kumar@wincap.live>

Subject: Revised Final Commercial – Microsoft 365 Renewal | 7Hills Technology Services

Hi Sridhar,

Thank you for taking the time to meet with me yesterday and for being transparent about the commercials you are currently evaluating.

As discussed, I took the pricing back internally and have received approval for the best commercial we can extend from our end for this renewal.

Please find attached our revised proposal with Microsoft 365 Business Basic at ₹1,534 per user/year.

I understand that pricing is an important consideration in your evaluation, and we have tried to extend the maximum possible support from our end.

We would be glad to work with 7Hills again, whether for this renewal or for any upcoming Microsoft 365, Azure, or related requirements where we can add value.

Please feel free to reach out to me anytime.

Uddipta Das

Evangelist

Contact: +91 8001539069

E-mail ID: uddipta@wincap.live

Website: www.wincap.live



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Data. Optimization.

From: Uddipta Das <uddipta@wincap.live>
Sent: Wednesday, July 29, 2026 11:52 AM
To: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>
Cc: Sathish Kumar <Sathish.Kumar@wincap.live>
Subject: Meeting Confirmation – Microsoft 365 Renewal Discussion

Hi Sridhar,

Thank you for your time over the call.

This is to confirm our meeting scheduled for Thursday, 30 July, at 3:00 PM to discuss the Microsoft 365 renewal requirement and the commercial proposal shared.

Meeting Venue:

No. 706, 1st Floor, Balaji Complex, Mico Main Road, 10th Cross,
Chennakeshava Nagar, Bengaluru – 560100

I look forward to meeting you and understanding your requirements in detail.

See you tomorrow.

Regards,
Uddipta Das
Evangelist

Contact: +91 8001539069
E-mail ID: uddipta@wincap.live
Website: www.wincap.live



From: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>
Sent: Wednesday, July 29, 2026 11:03 AM
To: Uddipta Das <uddipta@wincap.live>
Cc: shalendra <shalendra@wincap.live>; Sathish Kumar <Sathish.Kumar@wincap.live>
Subject: RE: Microsoft 365 Renewal Proposal | 7Hills Technology Services

Hello Uddipta,
The quote received is on higher side compared to other vendors.

Regards,
S. J. Reddy | + 91 6362526615
www.7hillsTS.com

From: Uddipta Das <uddipta@wincap.live>
Sent: 28 July 2026 19:47
To: Sridhar J.Reddy <Sridhar.Reddy@7hillsts.com>
Cc: shalendra <shalendra@wincap.live>; Sathish Kumar <Sathish.Kumar@wincap.live>
Subject: Microsoft 365 Renewal Proposal | 7Hills Technology Services

Hi Mr. Sridhar,

Greetings from Wincap Consulting.

I'm Uddipta, and I'll be taking care of your Microsoft 365 renewal requirement from our end.

As per the requirement shared, please find attached our proposal for 190 Microsoft 365 Business Basic and 5 Microsoft 365 Apps for business licenses.

Please have a look and let me know your feedback. I'll also connect with you to discuss the proposal.

Regards,

Uddipta Das

Evangelist

Contact: +91 8001539069

E-mail ID: uddipta@wincap.live

Website: www.wincap.live



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