

Arvindra Singh

From: Rao Rajendra Singh <Rao.Singh@microsoft.com>
Sent: 27 August 2025 13:22
To: Arvindra Singh; Saurabh Sharma; Sanjiban Deb Roy
Cc: Pooja Sharma; Saurav Kataria; Vishal Mehta; Ruchita Shah
Subject: RE: Petronet LNG Ltd. | EA# 67387627 | Renewal Discussion

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Dear Arvindra Ji,

I hope this message finds you well. Please find below the budgetary proposal for both the renewal options we discussed. I am confident that these options will cater to your requirements effectively. Additionally, I am looping in Ruchita Shah, who manages Petronet LNG as our commercial executive. She will be available to assist you with any queries or further clarifications you may need.

Option#1

SKU	Product	MLT	Qty	Per User Per Month	Total
AAA-10842	O365 E3 Existing Customer Sub Per User	12	650	₹ 2,067.69	₹ 1,6
FSZ-00002	Defender O365 P2 Sub Per User	12	760	₹ 382.07	₹ 34
4DS-00001	EOA Exchange Online Sub Per User	12	110	₹ 269.70	₹ 3
TPA-00001	O365 F3 Sub Per User	12	110	₹ 305.65	₹ 4
3R2-00002	Entra ID P1 Sub Per User	12	760	₹ 458.49	₹ 41
68B-00008	Power BI Premium USL Sub Per User	12	25	₹ 1,833.95	₹ 5
VAI-00001	Teams Rooms Pro w/o AC Sub Per Device	12	25	₹ 3,595.98	₹ 10
Total/Year					₹ 2,6

Option#2

SKU	Product	MLT	Qty	Per User Per Month	Total
AAA-10842	O365 E3 Existing Customer Sub Per User	12	650	₹ 2,067.69	₹ 1,
FSZ-00002	Defender O365 P2 Sub Per User	12	760	₹ 382.07	₹ 3
4DS-00001	EOA Exchange Online Sub Per User	12	110	₹ 269.70	₹ 3
TPA-00001	O365 F3 Sub Per User	12	110	₹ 305.65	₹ 4
AAA-10732	EMS E3 ALng Sub Per User	12	760	₹ 949.33	₹ 8
68B-00008	Power BI Premium USL Sub Per User	12	25	₹ 1,833.95	₹ 5
VAI-00001	Teams Rooms Pro w/o AC Sub Per Device	12	25	₹ 3,595.98	₹ 1
Total/Year					₹ 3,

Looking forward to our continued collaboration and ensuring a smooth renewal process.

Warm regards,
Rao Rajendra Singh

From: Arvindra Singh <arvindrasingh@petronetlng.in>
Sent: 22 August 2025 13:07
To: Rao Rajendra Singh <Rao.Singh@microsoft.com>
Cc: Pooja Sharma <posharma@microsoft.com>; Saurav Kataria <sakataria@microsoft.com>; Vishal Mehta <vishmehta@microsoft.com>; Saurabh Sharma <saurabh@petronetlng.in>; Sanjiban Deb Roy

<sanjiban@petronetlng.in>

Subject: [EXTERNAL] RE: Petronet LNG Ltd. | EA# 67387627 | Renewal Discussion

Dear Mr. Singh,

Thanks for sharing, please consider below mentioned quantities for both the options. Kindly share budgetary commercials.

Option 1: As-is Renewal + Few Additional Licenses + Entra ID P1

This option includes renewing all existing SKUs and adding the Entra ID P1 for enhanced identity and access management capabilities.

SKU	Product	Qty
AAA-10842	O365 E3 Existing Customer Sub Per User	650
FSZ-00002	Defender O365 P2 Sub Per User	760
4DS-00001	EOA Exchange Online Sub Per User	110
TPA-00001	O365 F3 Sub Per User	110
3R2-00002	Entra ID P1 Sub Per User	760
68B-00008	Power BI Premium USL Sub Per User	25
VAI-00001	Teams Rooms Pro w/o AC Sub Per Device	25

Option 2: As-is Renewal + Few Additional Licenses + EMS E3

This option includes Microsoft's recommendations, ensuring an optimized mix of productivity, security, and management solutions.

SKU	Product	Qty
AAA-10842	O365 E3 Existing Customer Sub Per User	650
FSZ-00002	Defender O365 P2 Sub Per User	760
4DS-00001	EOA Exchange Online Sub Per User	110
TPA-00001	O365 F3 Sub Per User	110
AAA-10732	EMS E3 ALng Sub Per User	760
68B-00008	Power BI Premium USL Sub Per User	25
VAI-00001	Teams Rooms Pro w/o AC Sub Per Device	25

Regards
Arvindra Singh

From: Rao Rajendra Singh <Rao.Singh@microsoft.com>

Sent: 20 August 2025 22:03

To: Arvindra Singh <arvindrasingh@petronetlng.in>

Cc: Pooja Sharma <posharma@microsoft.com>; Saurav Kataria <sakataria@microsoft.com>; Vishal Mehta <vishmehta@microsoft.com>; Saurabh Sharma <saurabh@petronetlng.in>

Subject: RE: Petronet LNG Ltd. | EA# 67387627 | Renewal Discussion

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Dear Arvindra Ji,

Thank you for your prompt response. As we discussed on our call earlier, I am outlining two options below and would appreciate your confirmation so we can move forward with commercial approvals.

Option 1: As-is Renewal + Few Additional Licenses + Entra ID P1

This option includes renewing all existing SKUs and adding the Entra ID P1 for enhanced identity and access management capabilities.

SKU	Product	Qty
AAA-10842	O365 E3 Existing Customer Sub Per User	575
FSZ-00002	Defender O365 P2 Sub Per User	685
4DS-00001	EOA Exchange Online Sub Per User	110
TPA-00001	O365 F3 Sub Per User	110
3R2-00002	Entra ID P1 Sub Per User	685
68B-00008	Power BI Premium USL Sub Per User	25
VAI-00001	Teams Rooms Pro w/o AC Sub Per Device	25

Option 2: As-is Renewal + Few Additional Licenses + EMS E3

This option includes Microsoft's recommendations, ensuring an optimized mix of productivity, security, and management solutions.

SKU	Product	Qty
AAA-10842	O365 E3 Existing Customer Sub Per User	575
FSZ-00002	Defender O365 P2 Sub Per User	685
4DS-00001	EOA Exchange Online Sub Per User	110
TPA-00001	O365 F3 Sub Per User	110
AAA-10732	EMS E3 ALng Sub Per User	685
68B-00008	Power BI Premium USL Sub Per User	25
VAI-00001	Teams Rooms Pro w/o AC Sub Per Device	25

Please review these options and provide confirmations while replying so we can proceed with the necessary internal approvals.

Looking forward to your response.

Warm regards,
Rao Rajendra Singh

From: Arvindra Singh <arvindrasingh@petronetlng.in>

Sent: 20 August 2025 17:38

To: Rao Rajendra Singh <Rao.Singh@microsoft.com>

Cc: Pooja Sharma <posharma@microsoft.com>; Saurav Kataria <sakataria@microsoft.com>; Vishal Mehta <vishmehta@microsoft.com>; Saurabh Sharma <saurabh@petronetlng.in>

Subject: [EXTERNAL] RE: Petronet LNG Ltd. | EA# 67387627 | Renewal Discussion

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Dear Mr. Singh,

Thanks for sharing the Microsoft SKUs, PLL would like to have one of the following SKUs apart from the existing SKUs. Further, request you to share budgetary commercials for both the SKUs.

SKU	Description	Existing	Use Cases
3R2-00002	Entra ID P1 Sub Per User	No	For identity and access management cloud and on-prem apps
AAA-10732	EMS E3 ALng Sub Per User	No	For managing identities, devices, and corporate data in mobile/cloud-first

Regards
Arvindra Singh

From: Rao Rajendra Singh <Rao.Singh@microsoft.com>
Sent: 19 August 2025 13:51
To: Saurabh Sharma <saurabh@petronetlng.in>; Arvindra Singh <arvindrasingh@petronetlng.in>
Cc: Pooja Sharma <posharma@microsoft.com>; Saurav Kataria <sakataria@microsoft.com>; Vishal Mehta <vishmehta@microsoft.com>
Subject: Petronet LNG Ltd. | EA# 67387627 | Renewal Discussion

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Dear Sir,

Thank you so much for taking the time to meet in person at your office. I truly appreciate all the insights you shared. We are committed to making the upcoming renewal (expiring on 30th Nov 2025) for Petronet LNG a great success.

As discussed during our meeting, I am outlining for all the SKUs we talked about, along with their use cases, what is included, and Microsoft's recommendations:

SKU	Description	Existing	Use Cases
AAA-10842	O365 E3 Existing Customer Sub Per User	Yes	For knowledge workers needing prod
TPA-00001	O365 F3 Sub Per User	Yes	For frontline workers using shared or devices
4DS-00001	EOA Exchange Online Sub Per User	Yes	For enterprises needing long-term er and compliance
FSZ-00002	Defender O365 P2 Sub Per User	Yes	For enterprises needing advanced er protection
3R2-00002	Entra ID P1 Sub Per User	No	For identity and access management cloud and on-prem apps

AAA-10732	EMS E3 ALng Sub Per User	No	For managing identities, devices, and corporate data in mobile/cloud-first
G5F-00002	Defender Identity Sub Per User	No	For detecting and responding to identity threats in hybrid environments (On p
QLS-00003	Defender Endpoint P2 Sub Per User	No	For advanced endpoint protection and response
83I-00001	M365 Copilot Sub Add-on	No	For boosting productivity, creativity, and making using generative AI across Microsoft apps
AAD-33204	M365 E3 Unified Existing Customer Sub Per User	No	For enterprises needing productivity, device management
JFX-00003	M365 F3 FUSL Sub Per User	No	For frontline staff with basic productivity and security needs
1C9-00002	M365 E5 IP & Governance Sub Per User	No	For organizations with high compliance, governance, and regulatory needs
68B-00008	Power BI Premium USL Sub Per User	No	For individual users needing advanced and premium features without full capacity licensing
AAA-10787	Win E3 ALng Sub Per User	No	For secure and manageable Windows in enterprise environments

Please stay tuned for the Bill of Materials (BOM) options, which will include the following:

1. As-is Renewal + Entra ID P1
2. Microsoft Recommendation - Mid Path
3. Microsoft Recommendation – Future State

Let's arrange a time to meet next week to ensure we finalize the Bill of Quantities (BOQ) and initiate the renewal process. I would like to reiterate our commitment to supporting you through the on-time renewal, as delaying is not an option and would be counterproductive.

Thank you once again for your time, and I look forward to our continued collaboration.

Warm Regards,
Rao Rajendra Singh

-----Original Appointment-----

From: Vishal Mehta <vishmehta@microsoft.com>

Sent: 18 August 2025 08:14

To: Vishal Mehta; Arvindra Singh; Rao Rajendra Singh

Cc: Saurabh Sharma; Pooja Sharma; Saurav Kataria

Subject: RE: Microsoft Office 365 Licenses

When: 18 August 2025 14:30-15:00 (UTC+05:30) Chennai, Kolkata, Mumbai, New Delhi.

Where: Petronet LNG Foundation (New Barakhamba Lane, Near Branze Age Jewelry, Barakhamba, Delhi 110001, India)

From: Arvindra Singh <arvindrasingh@petronetlng.in>
Sent: Thursday, August 14, 2025 8:54:49 AM
To: Vishal Mehta <vishmehta@microsoft.com>; Rao Rajendra Singh <Rao.Singh@microsoft.com>
Cc: Saurabh Sharma <saurabh@petronetlng.in>; Pooja Sharma <posharma@microsoft.com>; Saurav Kataria <sakataria@microsoft.com>
Subject: [EXTERNAL] Re: Microsoft Office 365 Licenses

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Hi Vishal,

Please schedule meeting on Monday afternoon.

Regards
Arvindra Singh

From: Vishal Mehta <vishmehta@microsoft.com>
Sent: 14 August 2025 13:25
To: Arvindra Singh <arvindrasingh@petronetlng.in>; Rao Rajendra Singh <Rao.Singh@microsoft.com>
Cc: Saurabh Sharma <saurabh@petronetlng.in>; Pooja Sharma <posharma@microsoft.com>; Saurav Kataria <sakataria@microsoft.com>
Subject: Re: Microsoft Office 365 Licenses

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Dear Sir,

Thank you for your email. I'm looping in Rao from my team to assist with this discussion. Could we schedule a call on Monday afternoon to dive into the details and address any questions you might have?

Looking forward to your confirmation.

Thanks & Regards
Vishal Mehta
Mobile: +91 9858133660

From: Arvindra Singh <arvindrasingh@petronetlng.in>
Sent: Tuesday, August 12, 2025 4:18 PM
To: Vishal Mehta <vishmehta@microsoft.com>
Cc: Saurabh Sharma <saurabh@petronetlng.in>
Subject: [EXTERNAL] Microsoft Office 365 Licenses

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Hi Vishal,

Currently, Petronet LNG Limited is using following Microsoft office 365 licenses and existing EA is going to expire on 30th November 2025.

Product Title	Total Licenses
Exchange Online Archiving for Exchange Online	110
Microsoft Defender for Office 365 (Plan 2)	625
Office 365 E3	575
Office 365 F3	110
Power BI Pro*	25

*Purchased separately

Further to above, there is requirement of new licenses as well. Request you to align someone from your team for further discussion regarding the requirement of licenses.



Arindra Singh

Manager (BIS)

Petronet LNG Limited

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