00:00:03.649 --> 00:00:06.009  
Pradeep Mohan  
OK. And the software development team?

00:00:04.549 --> 00:00:05.229  
Sachin Savant | VEDAM  
OK.

00:00:06.949 --> 00:00:07.469  
Sachin Savant | VEDAM  
OK.

00:00:07.579 --> 00:00:14.859  
Pradeep Mohan  
I have a few questions so we can take that first and then I will let you know what we can do to switch it, OK.

00:00:09.429 --> 00:00:09.549  
Sachin Savant | VEDAM  
Hmm.

00:00:17.499 --> 00:00:17.859  
Pradeep Mohan  
See.

00:05:14.909 --> 00:05:24.589  
Pradeep Mohan  
Get the price of the parts. OK, we are only worried about the line items of the PO. We want the supplier's name and the e-mail ID of the supplier.

00:05:17.869 --> 00:05:18.309  
Sachin Savant | VEDAM  
OK.

00:05:24.589 --> 00:05:26.269  
Pradeep Mohan  
This is what we are looking for.

00:05:26.389 --> 00:05:26.909  
Pradeep Mohan  
Nothing else.

00:05:27.879 --> 00:05:28.359  
Sachin Savant | VEDAM  
Right.

00:05:30.279 --> 00:05:37.439  
Pradeep Mohan  
Sometimes the client say we will not share the data. You know you sign an NDA. All those things are fine.

00:05:37.559 --> 00:05:54.719  
Pradeep Mohan  
OK, our software can integrate with any purchasing software, whether it is shipam, whether it is ABS portal, whether it is ship Serv, whether it is ship net, anything is OK we have we currently have integration with about 9 purchasing systems of different different clients.

00:05:38.269 --> 00:05:38.469  
Sachin Savant | VEDAM  
Mm hmm.

00:05:41.999 --> 00:05:42.519  
Sachin Savant | VEDAM  
OK.

00:05:55.869 --> 00:05:56.429  
Sachin Savant | VEDAM  
OK.

00:05:57.579 --> 00:05:57.819  
Pradeep Mohan  
K.

00:05:58.019 --> 00:05:59.339  
Pradeep Mohan  
So this is the first part.

00:05:58.689 --> 00:05:59.209  
Sachin Savant | VEDAM  
OK.

00:05:59.819 --> 00:06:06.099  
Pradeep Mohan  
Now I want to understand from you, ideally you have been doing IHM maintenance for the 70 vessels, right?

00:06:06.999 --> 00:06:07.399  
Sachin Savant | VEDAM  
Right, Sir.

00:06:08.829 --> 00:06:12.589  
Pradeep Mohan  
Can you just give me a brief of how this maintenance is being done?

00:06:12.589 --> 00:06:18.789  
Pradeep Mohan  
Is it through some sort of an automation through API or how do you get the purchase order details?

00:06:20.419 --> 00:06:25.699  
Sachin Savant | VEDAM  
The purchase order basically details we get through by accessing the.

00:06:27.249 --> 00:06:29.329  
Sachin Savant | VEDAM  
Means in part A we get details.

00:06:29.329 --> 00:06:43.809  
Sachin Savant | VEDAM  
You know excel format OK, which is software friendly, so we can directly upload that file to the software Part 2 where the client have the CFM software or any purchase software so.

00:06:31.899 --> 00:06:32.339  
Pradeep Mohan  
OK.

00:06:35.199 --> 00:06:35.559  
Pradeep Mohan  
OK.

00:06:38.449 --> 00:06:38.849  
Pradeep Mohan  
OK.

00:06:43.889 --> 00:06:44.089  
Pradeep Mohan  
Mm hmm.

00:06:45.689 --> 00:06:51.449  
Sachin Savant | VEDAM  
In this 70 vessels, one client was insisting to have API connection.

00:06:51.729 --> 00:07:03.049  
Sachin Savant | VEDAM  
But we our our current software is not capable to do that so but else other clients they provide us a control of their CFM system.

00:06:52.039 --> 00:06:52.839  
Pradeep Mohan  
Yeah. OK.

00:06:57.499 --> 00:06:57.699  
Pradeep Mohan  
Yeah.

00:07:03.809 --> 00:07:11.649  
Sachin Savant | VEDAM  
So we manually download the POS from their cfm and then connect with the suppliers.

00:07:11.819 --> 00:07:17.139  
Pradeep Mohan  
Class. OK, so since this cfm is a software right? What is it?

00:07:17.879 --> 00:07:19.679  
Sachin Savant | VEDAM  
No, it's a. It's a purchasing software.

00:07:21.749 --> 00:07:25.749  
Pradeep Mohan  
Why can't we explore doing an API with this software also?

00:07:25.489 --> 00:07:30.449  
Sachin Savant | VEDAM  
We we can do, but we our current software have don't have the capability you know.

00:07:31.389 --> 00:07:38.589  
Pradeep Mohan  
OK, but no, what I'm talking about is art software, the marine mechanics software, if feasible we can.

00:07:36.719 --> 00:07:42.679  
Sachin Savant | VEDAM  
Of course, when, when? When? When? Yes, of course. When we start working with your software.

00:07:42.919 --> 00:07:45.519  
Sachin Savant | VEDAM  
Then of course, we will try to connect with APA only.

00:07:46.669 --> 00:07:48.709  
Pradeep Mohan  
Right, correct. OK. So.

00:07:50.269 --> 00:07:57.069  
Pradeep Mohan  
See, as long as there is a software that is being used for issuing purchase orders, we can do an API OK.

00:07:57.349 --> 00:08:01.909  
Pradeep Mohan  
Problem is, when the shipowner or ship manager is not using any purchase order.

00:08:02.069 --> 00:08:04.149  
Pradeep Mohan  
I mean any software for purchase orders.

00:08:03.749 --> 00:08:03.869  
Sachin Savant | VEDAM  
Hmm.

00:08:04.589 --> 00:08:09.789  
Pradeep Mohan  
You know, some of the smaller owners and managers, they they use Excel word issue purchase orders.

00:08:07.409 --> 00:08:07.529  
Sachin Savant | VEDAM  
Hmm.

00:08:10.179 --> 00:08:11.019  
Sachin Savant | VEDAM  
Yes, yes, yes.

00:08:10.549 --> 00:08:12.509  
Pradeep Mohan  
That becomes a challenge, right?

00:08:12.729 --> 00:08:13.169  
Sachin Savant | VEDAM  
OK.

00:08:12.789 --> 00:08:16.229  
Pradeep Mohan  
As long as there is a software we can do an APA, I can ask.

00:08:16.059 --> 00:08:16.579  
Sachin Savant | VEDAM  
OK.

00:08:17.429 --> 00:08:21.309  
Pradeep Mohan  
My software team to start a conversation with the purchasing.

00:08:23.069 --> 00:08:26.349  
Pradeep Mohan  
Software it team and we can do an API that is very easy.

00:08:27.189 --> 00:08:28.309  
Pradeep Mohan  
It doesn't take much time.

00:08:28.309 --> 00:08:29.229  
Pradeep Mohan  
Also OK.

00:08:29.229 --> 00:08:51.589  
Pradeep Mohan  
We just need to tell them which table array details we need to capture and we can do the API. Now as far as the cost is concerned, if it is an API driven process we charge internally in synergy, we charge 9095 USD per month per V.

00:08:29.469 --> 00:08:30.029  
Sachin Savant | VEDAM  
OK.

00:08:35.219 --> 00:08:35.419  
Sachin Savant | VEDAM  
Mm hmm.

00:08:39.879 --> 00:08:39.999  
Sachin Savant | VEDAM  
Hmm.

00:08:51.789 --> 00:08:51.989  
Pradeep Mohan  
OK.

00:08:52.789 --> 00:09:00.269  
Pradeep Mohan  
For outside clients, we charge 50 USD per month per vessel, which comes to $600.00 per vessel.

00:09:01.619 --> 00:09:02.059  
Sachin Savant | VEDAM  
One minute.

00:09:02.059 --> 00:09:07.779  
Sachin Savant | VEDAM  
One minute. If it is a API driven process then you charge for 94 UAT per month per vessel.

00:09:07.779 --> 00:09:08.459  
Sachin Savant | VEDAM  
For to whom?

00:09:10.159 --> 00:09:16.119  
Pradeep Mohan  
Internally, in synergy, all 650 vessels we are charging 1140 U.S. dollars per vessel per year.

00:09:17.049 --> 00:09:20.129  
Sachin Savant | VEDAM  
OK. And for external Client 50 USD.

00:09:19.799 --> 00:09:21.279  
Pradeep Mohan  
External clients correct?

00:09:21.279 --> 00:09:24.079  
Pradeep Mohan  
We are charging 600 U.S. dollars per vessel per year.

00:09:24.379 --> 00:09:26.419  
Sachin Savant | VEDAM  
So for it maintenance process.

00:09:27.639 --> 00:09:31.079  
Pradeep Mohan  
The whole complete IHM maintenance, including AAPI.

00:09:29.479 --> 00:09:32.239  
Sachin Savant | VEDAM  
Process. OK, OK, OK.

00:09:32.079 --> 00:09:42.479  
Pradeep Mohan  
See if there are more than 10 vessels from a client and we need to do an API. We do it free of charge because API is only a one time effort, right? Irrespective of the number of vessels.

00:09:35.799 --> 00:09:35.999  
Sachin Savant | VEDAM  
Mm hmm.

00:09:39.099 --> 00:09:39.579  
Sachin Savant | VEDAM  
OK.

00:09:41.589 --> 00:09:43.509  
Sachin Savant | VEDAM  
OK, OK.

00:09:44.279 --> 00:09:53.319  
Pradeep Mohan  
We do it free of charge if there are more than 10 vessels from the same client. But if the client only have one or two or three vessels, then it's an effort for us, right?

00:09:47.909 --> 00:09:48.469  
Sachin Savant | VEDAM  
OK.

00:09:53.319 --> 00:09:55.879  
Pradeep Mohan  
Because for one vessel we are going to do an API integration.

00:09:55.879 --> 00:10:03.719  
Pradeep Mohan  
I'm going to ask my software team to invest that time, so that's a minimum API integration fee that we charge.

00:10:03.839 --> 00:10:09.759  
Pradeep Mohan  
It can range between 400 to $800 one time fee, depending on how much effort is required.

00:10:07.569 --> 00:10:07.729  
Sachin Savant | VEDAM  
Uh Hu?

00:10:10.539 --> 00:10:13.659  
Sachin Savant | VEDAM  
OK1 time fee.

00:10:13.319 --> 00:10:15.079  
Pradeep Mohan  
This is the chart that we.

00:10:16.919 --> 00:10:18.599  
Pradeep Mohan  
Get from the supplier.

00:10:18.589 --> 00:10:20.189  
Sachin Savant | VEDAM  
OK, OK.

00:10:18.599 --> 00:10:25.199  
Pradeep Mohan  
I mean this client. Now I'm not sure how much us vedam is charging them, right?

00:10:25.129 --> 00:10:26.049  
Sachin Savant | VEDAM  
Mm hmm mm hmm.

00:10:25.879 --> 00:10:31.879  
Pradeep Mohan  
Ideally we have about 1414 item executives now with us, OK?

00:10:32.639 --> 00:10:33.279  
Sachin Savant | VEDAM  
OK.

00:10:33.879 --> 00:10:37.039  
Pradeep Mohan  
Doing the item maintenance for 890 ships.

00:10:38.679 --> 00:10:40.719  
Pradeep Mohan  
This includes what synergy and non synergy vessels.

00:10:41.799 --> 00:10:42.399  
Sachin Savant | VEDAM  
OK.

00:10:43.949 --> 00:10:54.029  
Pradeep Mohan  
These experts are trained by DNV. They hold certification by DNV, and even though the software is capable of identifying hazardous line items automatically.

00:10:46.629 --> 00:10:46.749  
Sachin Savant | VEDAM  
Hmm.

00:10:48.669 --> 00:10:49.149  
Sachin Savant | VEDAM  
OK.

00:10:55.599 --> 00:10:58.919  
Pradeep Mohan  
These experts, they also vet each and every purchase order.

00:10:59.519 --> 00:11:06.079  
Pradeep Mohan  
They validate if the software is doing the correct thing, it's it's a software which is built on machine learning, OK.

00:10:59.649 --> 00:10:59.849  
Sachin Savant | VEDAM  
Mm hmm.

00:11:03.239 --> 00:11:03.599  
Sachin Savant | VEDAM  
OK.

00:11:06.679 --> 00:11:09.599  
Pradeep Mohan  
So we need to feed the software the next time.

00:11:06.829 --> 00:11:07.229  
Sachin Savant | VEDAM  
OK.

00:11:09.599 --> 00:11:15.799  
Pradeep Mohan  
A similar PO or a similar keyword comes. You automatically highlight it as hazardous.

00:11:12.309 --> 00:11:12.429  
Sachin Savant | VEDAM  
Mm H.

00:11:16.689 --> 00:11:18.529  
Pradeep Mohan  
For an MD and SDC from the supplier.

00:11:18.529 --> 00:11:19.889  
Pradeep Mohan  
So this is what these guys.

00:11:19.089 --> 00:11:20.849  
Sachin Savant | VEDAM  
Right. OK.

00:11:23.249 --> 00:11:26.049  
Pradeep Mohan  
So what I can do is I can send.

00:11:27.599 --> 00:11:31.679  
Pradeep Mohan  
A document which describes how API integration is done OK.

00:11:33.439 --> 00:11:35.919  
Pradeep Mohan  
Maybe you can also send it to your client.

00:11:35.919 --> 00:11:50.959  
Pradeep Mohan  
Tell them this is how API will be done and costing part. I will leave it to you OK, because I'm not sure how much vedam charges them, but our cost for external we can stick to 50 or and above you think vedam can.

00:11:37.129 --> 00:11:37.329  
Sachin Savant | VEDAM  
Mm hmm.

00:11:39.079 --> 00:11:39.279  
Sachin Savant | VEDAM  
Mm hmm.

00:11:45.319 --> 00:11:45.519  
Sachin Savant | VEDAM  
Mm hmm.

00:11:49.509 --> 00:11:49.629  
Sachin Savant | VEDAM  
Hmm.

00:11:52.859 --> 00:11:55.219  
Pradeep Mohan  
No convince and make something. I would leave it together.

00:11:53.249 --> 00:11:53.449  
Sachin Savant | VEDAM  
OK.

00:11:55.949 --> 00:12:05.669  
Sachin Savant | VEDAM  
So basically to just make thing clarified, if we use a software of what what we can call the software as a name.

00:12:07.089 --> 00:12:10.489  
Pradeep Mohan  
And software is called IHM plus, marine mechanics IHM plus.

00:12:11.249 --> 00:12:13.609  
Sachin Savant | VEDAM  
OK, Ma're in mechanics.

00:12:15.159 --> 00:12:15.559  
Sachin Savant | VEDAM  
Item plus.

00:12:16.719 --> 00:12:17.239  
Pradeep Mohan  
Yes.

00:12:17.799 --> 00:12:17.959  
Sachin Savant | VEDAM  
OK.

00:12:18.399 --> 00:12:24.679  
Sachin Savant | VEDAM  
So if we use this software, how much charge vedam need to payment mechanics?

00:12:27.119 --> 00:12:42.759  
Pradeep Mohan  
See now if the whole item internance process comes to us, our own experts will check the POS software will trigger emails automatically to the clients suppliers, right, we would expect.

00:12:33.039 --> 00:12:33.159  
Sachin Savant | VEDAM  
Hmm.

00:12:35.299 --> 00:12:35.499  
Sachin Savant | VEDAM  
Mm hmm.

00:12:41.549 --> 00:12:44.389  
Sachin Savant | VEDAM  
No, we don't want to involve any personal.

00:12:44.709 --> 00:12:51.029  
Sachin Savant | VEDAM  
We just my my guideline from my management was only to use software.

00:12:52.459 --> 00:13:00.979  
Pradeep Mohan  
Hmm, so see the trick on using the software is we need to train people from your end to use the software. How to add a vessel.

00:12:53.199 --> 00:12:53.319  
Sachin Savant | VEDAM  
Off.

00:12:58.259 --> 00:12:59.739  
Sachin Savant | VEDAM  
OK, right.

00:13:00.979 --> 00:13:02.299  
Pradeep Mohan  
How to create a vessel?

00:13:02.639 --> 00:13:02.959  
Sachin Savant | VEDAM  
OK.

00:13:02.699 --> 00:13:05.699  
Pradeep Mohan  
How to do API integration?

00:13:05.699 --> 00:13:14.019  
Pradeep Mohan  
See obviously API integration. We will also not be able to do. I have to involve my software development team which only gets involved during API.

00:13:08.979 --> 00:13:11.419  
Sachin Savant | VEDAM  
Right, right, right, right.

00:13:13.919 --> 00:13:14.799  
Sachin Savant | VEDAM  
OK, OK.

00:13:15.879 --> 00:13:18.959  
Pradeep Mohan  
Integration and then our experts do the PO checking and all.

00:13:19.909 --> 00:13:20.549  
Sachin Savant | VEDAM  
OK.

00:13:20.839 --> 00:13:24.599  
Pradeep Mohan  
So what you are ideally asking is only access of the software as \*\*\*, right?

00:13:24.869 --> 00:13:25.669  
Sachin Savant | VEDAM  
Exactly. Exactly.

00:13:27.329 --> 00:13:28.809  
Pradeep Mohan  
So ask sash.

00:13:29.089 --> 00:13:30.809  
Pradeep Mohan  
Currently we have not given to anybody.

00:13:31.219 --> 00:13:32.619  
Sachin Savant | VEDAM  
Assess means can you?

00:13:32.959 --> 00:13:34.439  
Pradeep Mohan  
Soft software as a service.

00:13:35.319 --> 00:13:36.999  
Sachin Savant | VEDAM  
OK, software as a service.

00:13:39.009 --> 00:13:41.489  
Pradeep Mohan  
Ideally, we give access to the software to you.

00:13:41.489 --> 00:13:44.609  
Pradeep Mohan  
You add your clients.

00:13:44.609 --> 00:13:50.089  
Pradeep Mohan  
You do obviously API integration. We will help you will manage everything, right.

00:13:48.699 --> 00:13:48.819  
Sachin Savant | VEDAM  
Hmm.

00:13:50.089 --> 00:14:04.089  
Pradeep Mohan  
So it's it's an effort because we need to train someone in your team who will every day go and check the purchase orders, see if everything is being done correctly, download.

00:13:55.749 --> 00:13:56.349  
Sachin Savant | VEDAM  
OK.

00:14:05.899 --> 00:14:15.019  
Pradeep Mohan  
All the MDNSDOC that is received by the supplier set up the e-mail accounts because our software automatically sends emails to suppliers.

00:14:09.969 --> 00:14:10.169  
Sachin Savant | VEDAM  
Mm hmm.

00:14:15.349 --> 00:14:15.789  
Sachin Savant | VEDAM  
OK.

00:14:15.459 --> 00:14:18.539  
Pradeep Mohan  
So we will probably have to sell it and send.

00:14:20.199 --> 00:14:23.679  
Pradeep Mohan  
An e-mail ID which will send these emails for you.

00:14:23.839 --> 00:14:26.359  
Pradeep Mohan  
Obviously it cannot be from marine mechanics ID, right?

00:14:26.359 --> 00:14:27.559  
Pradeep Mohan  
It has to be from a vedam ID.

00:14:27.239 --> 00:14:28.999  
Sachin Savant | VEDAM  
Right, right, right.

00:14:28.759 --> 00:14:36.959  
Pradeep Mohan  
All these setups will probably take time because we have till date not given only the software access we have given the whole solution.

00:14:33.789 --> 00:14:33.989  
Sachin Savant | VEDAM  
Mm hmm.

00:14:37.919 --> 00:14:38.439  
Sachin Savant | VEDAM  
OK.

00:14:39.929 --> 00:14:52.969  
Pradeep Mohan  
There'll be some effort required to actually white label or you know, change the software and give it to you as a blank software so that you can use it for your requirement and manage your 70 vessels from that software.

00:14:48.019 --> 00:14:48.539  
Sachin Savant | VEDAM  
OK.

00:14:53.249 --> 00:14:56.769  
Pradeep Mohan  
That's that's a discussion that I need to take it up with. The software development team.

00:14:53.599 --> 00:14:53.799  
Sachin Savant | VEDAM  
Mm hmm.

00:14:57.629 --> 00:14:57.829  
Sachin Savant | VEDAM  
Mm hmm.

00:15:00.589 --> 00:15:05.789  
Sachin Savant | VEDAM  
So. So for that just I want to know the cost to vedam for using this software.

00:15:05.789 --> 00:15:11.309  
Sachin Savant | VEDAM  
Is there any or it will be free of cost for vedam as we are partners with synergy.

00:15:12.609 --> 00:15:16.649  
Pradeep Mohan  
See first of all I need to change the software, right?

00:15:13.499 --> 00:15:14.179  
Sachin Savant | VEDAM  
Just for knowledge.

00:15:16.639 --> 00:15:17.439  
Sachin Savant | VEDAM  
OK, OK.

00:15:17.809 --> 00:15:23.609  
Pradeep Mohan  
I I I delete cannot be giving the data of the 890 vessel that I currently have in the software.

00:15:24.069 --> 00:15:24.749  
Sachin Savant | VEDAM  
Exactly.

00:15:25.869 --> 00:15:26.629  
Pradeep Mohan  
So I need.

00:15:26.319 --> 00:15:26.399  
Sachin Savant | VEDAM  
Right.

00:15:28.239 --> 00:15:35.999  
Pradeep Mohan  
To ask my software development team to create a similar access for vedam with the Vedam user name and password, which will be the.

00:15:36.099 --> 00:15:36.299  
Sachin Savant | VEDAM  
But.

00:15:39.529 --> 00:15:40.169  
Pradeep Mohan  
Count for you.

00:15:40.739 --> 00:15:41.339  
Sachin Savant | VEDAM  
Yes.

00:15:41.249 --> 00:15:43.609  
Pradeep Mohan  
Then comes the API integration.

00:15:44.049 --> 00:15:53.169  
Pradeep Mohan  
Every client that you have I need to work with that client to do the API integration because that is not something that we ourselves can do, even marine mechanics.

00:15:47.609 --> 00:15:48.289  
Sachin Savant | VEDAM  
OK.

00:15:50.699 --> 00:15:50.899  
Sachin Savant | VEDAM  
Mm hmm.

00:15:52.709 --> 00:15:54.189  
Sachin Savant | VEDAM  
But all right.

00:15:54.719 --> 00:15:55.719  
Pradeep Mohan  
Item team cannot do that.

00:15:56.159 --> 00:15:57.719  
Pradeep Mohan  
It's software development team.

00:15:56.369 --> 00:15:57.769  
Sachin Savant | VEDAM  
OK, but Sir, once.

00:15:58.169 --> 00:16:03.929  
Sachin Savant | VEDAM  
But Sir, one doubt if a client like we have some of the clients who don't have that.

00:16:05.479 --> 00:16:10.079  
Sachin Savant | VEDAM  
Sophisticated system. So with this new software we can fill the data manually.

00:16:10.079 --> 00:16:11.439  
Sachin Savant | VEDAM  
No, there is no issue with that.

00:16:12.239 --> 00:16:12.759  
Pradeep Mohan  
We can.

00:16:12.759 --> 00:16:17.759  
Pradeep Mohan  
There is an excel sheet which needs to be filled up and we can push the data manually.

00:16:14.329 --> 00:16:14.529  
Sachin Savant | VEDAM  
Mm hmm.

00:16:15.769 --> 00:16:18.489  
Sachin Savant | VEDAM  
Yeah. Yeah. OK, then then no issue. OK.

00:16:19.829 --> 00:16:19.949  
Pradeep Mohan  
Yep.

00:16:22.669 --> 00:16:26.829  
Sachin Savant | VEDAM  
OK, but before before, yes, yes.

00:16:22.849 --> 00:16:26.249  
Pradeep Mohan  
Yes, we need to invest time to train you.

00:16:26.689 --> 00:16:27.849  
Pradeep Mohan  
That is the most challenging part.

00:16:28.359 --> 00:16:28.559  
Sachin Savant | VEDAM  
Yes, yes.

00:16:30.119 --> 00:16:35.159  
Sachin Savant | VEDAM  
Sir. So basically main thing, the management want to know will be that same the pricing pattern.

00:16:38.269 --> 00:16:41.749  
Pradeep Mohan  
I also need to discuss because we only done maintenance.

00:16:40.209 --> 00:16:40.329  
Sachin Savant | VEDAM  
Hmm.

00:16:43.319 --> 00:16:58.599  
Pradeep Mohan  
End to end. OK and we manage it within $50 per vessel for outside clients per month, which is about 600 per vessel per year. But if you only want the software access, I need to put some effort and ask my software team to change the soft.

00:16:44.359 --> 00:16:44.959  
Sachin Savant | VEDAM  
Oh oh.

00:16:53.179 --> 00:16:53.379  
Sachin Savant | VEDAM  
Mm hmm.

00:16:58.599 --> 00:17:04.199  
Pradeep Mohan  
For you and give you with your access, I will find out the cost and I will let you know.

00:17:01.119 --> 00:17:01.519  
Sachin Savant | VEDAM  
OK.

00:17:04.959 --> 00:17:07.639  
Pradeep Mohan  
But when I was speaking to Mr. Raj.

00:17:05.099 --> 00:17:05.419  
Sachin Savant | VEDAM  
OK, Sir.

00:17:08.649 --> 00:17:08.849  
Sachin Savant | VEDAM  
Mm hmm.

00:17:08.959 --> 00:17:09.639  
Pradeep Mohan  
He said.

00:17:10.039 --> 00:17:18.239  
Pradeep Mohan  
Better speak to Vedam and tell them to give everything to us the 70 vessels.

00:17:18.279 --> 00:17:25.999  
Pradeep Mohan  
Ask them what will be their pricing strategy. For example, you are charging say I'm just giving an example because I don't know the pricing.

00:17:22.699 --> 00:17:22.899  
Sachin Savant | VEDAM  
Mm hmm.

00:17:26.679 --> 00:17:32.719  
Pradeep Mohan  
Say you are charging $800 per vessel per year to your client to maintain it, right?

00:17:26.869 --> 00:17:27.349  
Sachin Savant | VEDAM  
OK.

00:17:30.989 --> 00:17:33.749  
Sachin Savant | VEDAM  
Mm hmm mm hmm. OK.

00:17:33.839 --> 00:17:33.879  
Pradeep Mohan  
Maybe.

00:17:35.989 --> 00:17:36.749  
Pradeep Mohan  
We do it.

00:17:36.749 --> 00:17:42.549  
Pradeep Mohan  
We will charge them only $400.00 per month per year, that is remaining 400 you keep without doing anything.

00:17:43.229 --> 00:17:43.789  
Sachin Savant | VEDAM  
OK.

00:17:47.039 --> 00:17:51.199  
Sachin Savant | VEDAM  
Understand. Understand. But OK. I will discuss this also with my management.

00:17:50.789 --> 00:17:52.509  
Pradeep Mohan  
Yeah, correct.

00:17:52.989 --> 00:17:59.589  
Pradeep Mohan  
Because it's it's a little tricky on our end to change the emailing domain, right?

00:17:53.439 --> 00:17:53.839  
Sachin Savant | VEDAM  
OK, mm hmm.

00:18:01.199 --> 00:18:02.359  
Pradeep Mohan  
Change the.

00:18:04.039 --> 00:18:17.319  
Pradeep Mohan  
Admin page. That's the software development that is involved and this software we stopped the redevelopment about two and half years back because it's now already matured and we are only doing maintenance for the client.

00:18:12.319 --> 00:18:12.519  
Sachin Savant | VEDAM  
Mm hmm.

00:18:14.119 --> 00:18:14.319  
Sachin Savant | VEDAM  
Mm hmm.

00:18:17.519 --> 00:18:21.959  
Pradeep Mohan  
So if you want software level changes, then there's a development involved in the software, right?

00:18:17.869 --> 00:18:18.309  
Sachin Savant | VEDAM  
Right.

00:18:21.959 --> 00:18:23.559  
Pradeep Mohan  
So that that will incur some cost.

00:18:22.929 --> 00:18:23.049  
Sachin Savant | VEDAM  
Huh.

00:18:24.479 --> 00:18:25.039  
Sachin Savant | VEDAM  
OK.

00:18:25.109 --> 00:18:35.389  
Pradeep Mohan  
Other than that, if you can discuss internally and and just as an example, your charging says $800.00 from a client for A1 vessel annually.

00:18:28.349 --> 00:18:28.549  
Sachin Savant | VEDAM  
Mm hmm.

00:18:34.019 --> 00:18:34.219  
Sachin Savant | VEDAM  
Mm hmm.

00:18:35.399 --> 00:18:35.599  
Sachin Savant | VEDAM  
Mm hmm.

00:18:36.809 --> 00:18:37.009  
Sachin Savant | VEDAM  
Mm hmm.

00:18:36.959 --> 00:18:38.199  
Pradeep Mohan  
We can negotiate on the pricing, right?

00:18:38.439 --> 00:18:40.439  
Pradeep Mohan  
We can probably give you for $500.

00:18:42.199 --> 00:18:44.319  
Pradeep Mohan  
But the remaining 300 you keep it.

00:18:44.799 --> 00:18:55.439  
Pradeep Mohan  
So you Bill 800 to your client and we build 500 to vedam and Vedam pays us. You take the money from client something on those lines is what I was thinking.

00:18:45.369 --> 00:18:45.569  
Sachin Savant | VEDAM  
Mm hmm.

00:18:48.109 --> 00:18:48.309  
Sachin Savant | VEDAM  
Mm hmm.

00:18:50.529 --> 00:18:50.729  
Sachin Savant | VEDAM  
Mm hmm.

00:18:56.309 --> 00:18:56.949  
Sachin Savant | VEDAM  
OK.

00:18:58.899 --> 00:19:06.699  
Pradeep Mohan  
What will happen is your intervention will not be required like you don't have to do anything. You have to introduce us to the client.

00:19:06.699 --> 00:19:09.459  
Pradeep Mohan  
We will do the API, we will manage the vessels.

00:19:09.539 --> 00:19:16.939  
Pradeep Mohan  
You do the billing right and we will in turn bill you annually $500.00 or $400.00, whatever we agree.

00:19:10.969 --> 00:19:11.489  
Sachin Savant | VEDAM  
OK.

00:19:17.479 --> 00:19:17.679  
Sachin Savant | VEDAM  
Mm hmm.

00:19:20.039 --> 00:19:21.839  
Pradeep Mohan  
It can be 50506041.

00:19:20.379 --> 00:19:20.739  
Sachin Savant | VEDAM  
OK.

00:19:20.739 --> 00:19:20.899  
Sachin Savant | VEDAM  
I I will.

00:19:21.259 --> 00:19:22.459  
Sachin Savant | VEDAM  
Yeah, yeah, yeah, yeah.

00:19:22.459 --> 00:19:22.499  
Sachin Savant | VEDAM  
I.

00:19:22.499 --> 00:19:23.219  
Sachin Savant | VEDAM  
I will discuss.

00:19:23.219 --> 00:19:30.979  
Sachin Savant | VEDAM  
I will discuss this, but my guideline was not similar so I will discuss with management and we will get back to you.

00:19:30.979 --> 00:19:40.819  
Sachin Savant | VEDAM  
So I will revert on this and I will request to revert if we have to use only software then for that for that cost you revert.

00:19:41.909 --> 00:19:42.429  
Pradeep Mohan  
Hello there.

00:19:42.859 --> 00:19:43.219  
Sachin Savant | VEDAM  
OK, Sir.

00:19:44.279 --> 00:19:45.119  
Pradeep Mohan  
Yes, I'll do that.

00:19:44.899 --> 00:19:45.699  
Sachin Savant | VEDAM  
OK, Sir.

00:19:46.639 --> 00:19:46.679  
Pradeep Mohan  
OK.

00:19:47.839 --> 00:19:51.079  
Sachin Savant | VEDAM  
So I think we have discussed all.

00:19:53.119 --> 00:19:53.679  
Sachin Savant | VEDAM  
All the points.

00:19:55.199 --> 00:19:55.239  
Sachin Savant | VEDAM  
So.

00:19:55.539 --> 00:20:11.839  
Pradeep Mohan  
Yeah, I I only had this query because when I spoke to Rajat, I said I've spoken to vedam and you know this is better so that they also don't have to invest people to get trained and manage it from their end because we already have a temp we.

00:20:11.919 --> 00:20:12.479  
Pradeep Mohan  
They have a team.

00:20:12.479 --> 00:20:14.319  
Pradeep Mohan  
Why to do this duplication right?

00:20:14.839 --> 00:20:19.279  
Pradeep Mohan  
So but let them have their own contracts with the clients.

00:20:19.759 --> 00:20:27.759  
Pradeep Mohan  
Let them get the money from the clients and we can probably assist them in doing the maintenance part and we'll charge them a nominal fee that they also make profit.

00:20:27.759 --> 00:20:28.479  
Pradeep Mohan  
We also make something.

00:20:30.359 --> 00:20:32.599  
Sachin Savant | VEDAM  
OK, OK. So I will. I will get back to you on this.

00:20:33.549 --> 00:20:33.869  
Pradeep Mohan  
OK.

00:20:34.269 --> 00:20:35.189  
Sachin Savant | VEDAM  
OK. OK. OK.

00:20:35.879 --> 00:20:41.239  
Pradeep Mohan  
Then I I will in the meantime send you the details of the software and how API is done.

00:20:36.269 --> 00:20:36.829  
Sachin Savant | VEDAM  
Thank you, Sir.

00:20:41.879 --> 00:20:45.319  
Pradeep Mohan  
Also some steps on how manually we can create the data.

00:20:43.309 --> 00:20:48.949  
Sachin Savant | VEDAM  
Basically basically, basically the charges if we have to use only software.

00:20:48.359 --> 00:20:48.599  
Pradeep Mohan  
Yes.

00:20:50.449 --> 00:20:55.049  
Pradeep Mohan  
I I'll, I'll. I'll check and let you know the if only software how much will be the cost.

00:20:52.469 --> 00:20:52.709  
Sachin Savant | VEDAM  
Yes.

00:20:55.759 --> 00:20:56.559  
Sachin Savant | VEDAM  
OK. OK. OK.

00:20:57.099 --> 00:20:57.259  
Pradeep Mohan  
OK.

00:20:57.259 --> 00:21:01.259  
Pradeep Mohan  
I'll do that. Sure. Yeah. Bye, bye bye.

00:20:57.969 --> 00:20:58.609  
Sachin Savant | VEDAM  
\*\*\*\*. \*\*\*\*. \*\*\*\*.

00:20:59.369 --> 00:20:59.769  
Sachin Savant | VEDAM  
Thank you.