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.