BAJAJ COMMERCIAL POSITION

Internal pricing and negotiation guardrails

Recommended opening quotation

$68,000 fixed fee for the six-week external-facing PQC validation scope, after the technical scoping session.

Negotiation guardrails

Position	USD	Conditions
Opening price	$68,000	Full scope: 8-12 hostnames, both CDNs, selected Super App/API paths, full listed deliverables.
Preferred close	$58,000-$62,000	May be offered as a commercial concession without materially reducing scope.
Protected floor	$50,000	Only with tighter limits on systems, interviews, test locations or revisions.
Reduced-scope option	$35,000-$42,000	One CDN, up to five hostnames, one application path, four weeks, concise outputs.
Do not accept	$45,000 or below for full scope	Reduce scope rather than discounting the same obligations.

Recommended commercial language

- “Following the scoping session, the fixed fee for the defined six-week engagement is $68,000.”
- Do not describe a concession as a first-client discount.
- Use “commercial concession for the initial focused engagement” only after procurement requests movement.
- Tie every concession to faster signature, payment terms, testimonial rights only if truthful, or a reduced scope.

Payment terms

- Preferred: 50% on signature, 30% on draft findings, 20% on final delivery.
- Acceptable: 40% / 40% / 20% if mobilisation is paid before work begins.
- Avoid fully funding the project through 60- or 90-day payment terms after final delivery.

Pricing must remain outside the capability brief

Rishu asked for company, service, team, demonstration and certification information. The capability brief should win the second technical/scoping meeting. The formal quotation should follow only after Bajaj confirms the systems and stakeholders in scope.