

Sanchit Batra

From: Vivek Sahni
Sent: 02 February 2023 16:48
To: Sanchit Batra; Mohit Gupta; Rajiv Singh; TV Sudhindra; Prakash Murugeswaran; Javed Aslam; Aditya Kesarkar; Arvind Singh
Cc: Sumit Mittal; Arpit Agarwal; Virender Singh; Puneet Jain; Pawan Dubey; Tushar Kamunkar; Ajay Dhal; Dhiren Gajjar; GreenCell Customer Experience Team
Subject: RE: Launch Bangalore - Tirupati Route

Ok, Please schedule a review meeting at the end of 10th Day for 3rd week onward pricing

From: Sanchit Batra <sbatra@greencellmobility.com>
Sent: 01 February 2023 22:29
To: Mohit Gupta <mgupta@greencellmobility.com>; Rajiv Singh <rsingh@greencellmobility.com>; TV Sudhindra <tvsudhindra@greencellmobility.com>; Prakash Murugeswaran <pmurugeswaran@greencellmobility.com>; Javed Aslam <jaslam@greencellmobility.com>; Aditya Kesarkar <akesarkar@greencellmobility.com>; Arvind Singh <asingh@greencellmobility.com>
Cc: Sumit Mittal <smittal@greencellmobility.com>; Vivek Sahni <vsahni@greencellmobility.com>; Arpit Agarwal <arpit.agarwal@greencellmobility.com>; Virender Singh <vsingh@greencellmobility.com>; Puneet Jain <pjain@greencellmobility.com>; Pawan Dubey <pdubey@greencellmobility.com>; Tushar Kamunkar <tkamunkar@greencellmobility.com>; Ajay Dhal <adhal@greencellmobility.com>; Dhiren Gajjar <dgajjar@greencellmobility.com>; GreenCell Customer Experience Team <ce.teams@greencellmobility.com>
Subject: Launch Bangalore - Tirupati Route

Hi All,

Following are the schedules we will launch with from the 3rd of Feb. The same has been discussed & finalised with sales, ops & RA.

3rd Feb, Friday – 4 schedules

4th Feb, Saturday – 8 schedules

5th Feb, Sunday – 10 schedules

BLR-TIR				
Route	Bus No	Bangalore (ARC)	Tirupati	Start Date
BLR-TIR	1 - Bus	07:00	13:00	
BLR-TIR	2 - Bus	09:00	15:00	4th Feb (B3)
BLR-TIR	3 - Bus	11:00	17:00	
BLR-TIR	4 - Bus	13:00	19:00	4th Feb (B4)
BLR-TIR	5 - Bus	14:00	20:00	
BLR-TIR	6 - Bus	17:00	23:00	
BLR-TIR	7 - Bus	21:00	03:00	5th Feb (B5)
BLR-TIR	8 - Bus	22:00	04:00	3rd Feb (B1)
BLR-TIR	9 - Bus	23:00	05:00	
BLR-TIR	10 - Bus	23:50	05:50	3rd Feb (B2)

TIR-BLR			
Route	Bus No	Tirupati	Bangalore (ARC)
TIR-BLR	6 - Bus	07:00	13:00
TIR-BLR	7 - Bus	09:00	15:00
TIR-BLR	8 - Bus	11:00	17:00
TIR-BLR	9 - Bus	13:00	19:00
TIR-BLR	10 - Bus	14:00	20:00
TIR-BLR	1 - Bus	17:00	23:00
TIR-BLR	2 - Bus	21:00	03:00
TIR-BLR	3 - Bus	22:00	04:00
TIR-BLR	4 - Bus	23:00	05:00
TIR-BLR	5 - Bus	23:50	05:50

@Aditya Kesarkar Kindly share pick up point wise details.

Proposed Launch Price - At a flat rate of Rs 599/- AI with a launch discount of 20% for 2 weeks. To be reviewed post that

This will be moved to dynamic pricing once we have more schedules/stabilised the ops. The rate has been proposed with inputs received from Redbus data and inputs received from sales team. The same is attached for your reference.

Offline Commission – 10%

@Vivek Sahni @Sumit Mittal Kindly approve the same.

	Price to Customer	599
OTA	GST @ 5%	570
	Base Price	570
	Additional Disc	20.0%
	Revised Price	456
	Final Price	479
Nuego.in /Offline	Base Price	570
	Disc % on account of GST Adjustment	6.25%
	Disc	36
	Price after Disc	535
	GST @12% on [b]	64.18
	Price after GST	599
	Discount	
	Additional Disc	25.0%
	Revised Price	428
Final Price	479	

Regards,
Sanchit

From: Mohit Gupta <mgupta@greencellmobility.com>

Sent: 29 December 2022 17:43

To: Rajiv Singh <rsingh@greencellmobility.com>; TV Sudhindra <tvsudhindra@greencellmobility.com>; Prakash Murugeswaran <pmurugeswaran@greencellmobility.com>; Javed Aslam <jaslam@greencellmobility.com>

Cc: Sumit Mittal <smittal@greencellmobility.com>; Vivek Sahni <vsahni@greencellmobility.com>; Arpit Agarwal <arpit.agarwal@greencellmobility.com>; Aditya Kesarkar <akesarkar@greencellmobility.com>; Virender Singh <vsingh@greencellmobility.com>; Puneet Jain <pjain@greencellmobility.com>; Ashish Pande <apande@greencellmobility.com>; Sanchit Batra <sbatra@greencellmobility.com>; Arvind Singh <asingh@greencellmobility.com>; Pawan Dubey <pdubey@greencellmobility.com>; Tushar Kamunkar <tkamunkar@greencellmobility.com>

Subject: RE: Bangalore - Tirupati Route info

Dear All,

Find below the final 20 schedules with 10 buses agreed along with Sales & Marketing, yellow marked schedules are planned in phase-1 so please plan your trials accordingly and share your feedback.

@Aditya Kesarkar – please share the pickup point wise schedule with team.

BLR-TIR			
		Start Point	End Point
Route	Bus No.	Bangalore (ARC)	Tirupati
BLR-TIR	1 - Bus	07:00	13:00
BLR-TIR	2 - Bus	09:00	15:00
BLR-TIR	3 - Bus	11:00	17:00
BLR-TIR	4 - Bus	13:00	19:00
BLR-TIR	5 - Bus	14:00	20:00
BLR-TIR	6 - Bus	17:00	23:00
BLR-TIR	7 - Bus	21:00	03:00
BLR-TIR	8 - Bus	22:00	04:00
BLR-TIR	9 - Bus	23:00	05:00
BLR-TIR	10 - Bus	23:50	05:50

TIR-BLR			
		Start Point	End Point
Route	Bus No.	Tirupati	Bangalore (ARC)
TIR-BLR	6 - Bus	07:00	13:00
TIR-BLR	7 - Bus	09:00	15:00
TIR-BLR	8 - Bus	11:00	17:00
TIR-BLR	9 - Bus	13:00	19:00
TIR-BLR	10 - Bus	14:00	20:00
TIR-BLR	1 - Bus	17:00	23:00
TIR-BLR	2 - Bus	21:00	03:00
TIR-BLR	3 - Bus	22:00	04:00
TIR-BLR	4 - Bus	23:00	05:00
TIR-BLR	5 - Bus	23:50	05:50

Regards
Mohit Gupta

From: Sanchit Batra <sbatra@greencellmobility.com>

Sent: 29 December 2022 13:37

To: Mohit Gupta <mgupta@greencellmobility.com>; Arpit Agarwal <arpit.agarwal@greencellmobility.com>

Cc: Aditya Kesarkar <akesarkar@greencellmobility.com>; Virender Singh <vsingh@greencellmobility.com>; Puneet Jain <pjain@greencellmobility.com>; Ashish Pande <apande@greencellmobility.com>

Subject: RE: Bangalore - Tirupati Route info

++Arpit

From: Sanchit Batra

Sent: 29 December 2022 13:29

To: Mohit Gupta <mgupta@greencellmobility.com>

Cc: Aditya Kesarkar <akesarkar@greencellmobility.com>; Virender Singh <vsingh@greencellmobility.com>; Puneet Jain <pjain@greencellmobility.com>; Ashish Pande <apande@greencellmobility.com>

Subject: Bangalore - Tirupati Route info

Hi Mohit,

Further to our discussion, sharing the proposed route timings and the data. Also sharing the Redbus and scrapped data used to propose the same.

Kindly share your inputs on the same.

Plan	Bangalore (ARC)	Tirupati	TAT (TIR)	Tirupati (Srinivas)	Bangalore	TAT (BLR)
Schedule 1	19:00	1:00	4:00	5:00	11:00	14:00
Schedule 2	21:00	3:00	6:00	7:00	13:00	16:00
Schedule 3	22:00	4:00	7:00	9:00	15:00	18:00
Schedule 4	23:00	5:00	8:00	11:00	17:00	20:00
Schedule 5	23:50	5:50	8:50	14:00	20:00	23:00
Schedule 6	7:00	13:00	16:00	17:00	23:00	2:00

Schedule 7	9:00	15:00	18:00	21:00	3:00	6:00
Schedule 8	11:00	17:00	20:00	22:00	4:00	7:00
Schedule 9	13:00	19:00	22:00	23:00	5:00	8:00
Schedule 10	15:00	21:00	0:00	23:50	5:50	8:50

P1 Dep	Bangalore	Tirupati	TAT (TIR)	Tirupati	Bangalore	TAT (BLR)
Bus 1	7:00	13:00	16:00	22:00	4:00	7:00
Bus 2	13:00	19:00	22:00	23:00	5:00	8:00
Bus 3	21:00	3:00	6:00	7:00	13:00	16:00
Bus 4	22:00	4:00	7:00	11:00	17:00	20:00

P2 Dep	Bangalore	Tirupati	TAT (TIR)	Tirupati	Bangalore	TAT (BLR)
Bus 5	11:00	17:00	20:00	21:00	3:00	6:00
Bus 6	15:00	21:00	0:00	23:50	5:50	8:50
Bus 7	23:00	5:00	8:00	9:00	15:00	18:00
Bus 8	23:50	5:50	8:50	14:00	20:00	23:00

P3 Dep	Bangalore	Tirupati	TAT (TIR)	Tirupati	Bangalore	TAT (BLR)
Bus 9	9:00	15:00	18:00	17:00	23:00	2:00
Bus 10	19:00	1:00	4:00	5:00	11:00	14:00

Bangalore-Tirupati (1-Nov to 25 Dec)		00	01	02	03	04	05	06	07	08	09
Scrapping	#Schedules (Total)								1	1	
Scrapping	#Schedules (per Day)	-	-	-	-	-	-	-	0	0	
Redbus Input	Redbus Sales (Q1+Q2)	0%		1%		1%		1%		3%	
Scrapping	Avg %Occupancy								31%	32%	
Tirupati-Bangalore (1-Nov to 25 Dec)											
Scrapping	#Schedules (Total)	189	149	393	345	379	247	49	5	1	
Scrapping	#Schedules (per Day)	4	3	7	6	7	5	1	0	0	
Redbus Input	Redbus Sales (Q1+Q2)	3%		2%		7%		3%		1%	
Scrapping	Avg %Occupancy	45%	77%	73%	75%	72%	76%	75%	72%	97%	

Regards,

Sanchit Batra

AGM – Partnerships

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