

[Your Name]

[Your Position]

[Your Company]

[Your Address]

[City, State, Zip Code]

[Email Address]

[Phone Number]

[Date]

[Vendor's Name]

[Vendor's Position]

[Vendor's Company]

[Vendor's Address]

[City, State, Zip Code]

Subject: Proposal for Long-Term Partnership and Price Negotiation

Dear [Vendor's Name],

I hope this message finds you well. As we continue to strengthen our working relationship, I would like to discuss the potential for a long-term partnership that might mutually benefit our organizations.

Considering our ongoing collaboration and the value we see in your products/services, we are interested in negotiating pricing terms that reflect our commitment to a long-term relationship. We believe that by formalizing this partnership, we can achieve sustainable growth and increased efficiency for both parties.

We would appreciate the opportunity to discuss our requirements and any potential adjustments to pricing that could be made to accommodate a long-term agreement.

Please let me know your availability for a meeting in the coming weeks. We are eager to continue building a fruitful partnership and believe that a discussion will be beneficial for both sides.

Thank you for your attention, and I look forward to your prompt response.

Best regards,

[Your Signature (if sending a hard copy)]

[Your Name]

[Your Position]

[Your Company]