

To,

**Indialdeas.com Limited**

505 Nucleus [Opp. Police Commissioner's Office]  
1<sup>st</sup> Church Road, Pune 411 001

Subject: Letter of Intent

Dear Sir,

With reference to the offer and discussions, find below our LOI for Implementation of BillPay & Recharge. We agree on the following commercials and other related terms as mentioned:

COMMERCIALS		
SETUP FEE		
[A]	<b>Integration Fee</b> <ul style="list-style-type: none"><li>Hexagon integration [using REST APIs] and customization for the AMSPL</li></ul>	<ul style="list-style-type: none"><li>Rs.2,00,000</li></ul>
[B]	<b>Development Fee [optional]</b> <ul style="list-style-type: none"><li>Development of SDK</li><li>Development of Web View interface</li></ul>	<ul style="list-style-type: none"><li>Rs.5,00,000</li><li>Rs.5,00,000</li></ul>
[C]	<b>Security Deposit (Refundable)</b>	<ul style="list-style-type: none"><li>Rs.2,00,000</li></ul>
REVENUE SHARE		
[D]	<b>Transaction Revenue</b> to be shared by BillDesk with the AMSPL [for billers where BillDesk receives revenue]	<ul style="list-style-type: none"><li>Utility Billers, post-paid billers- Re. 1 per transaction Revenue</li></ul>
[E]	<b>Transaction Revenue</b> to be shared by BillDesk with the AMSPL [for Recharges]	Recharge <ul style="list-style-type: none"><li>0.21% - Airtel / Airtel DTH</li><li>0.50% -Idea, Vodafone, Jio,</li><li>1% for rest of prepaid and DTH</li></ul>
[F]	<b>Transaction Revenue</b> to be shared by AMSPL with BillDesk [for billers where BillDesk does not receive revenue and the customer is charged a convenience fee]	<ul style="list-style-type: none"><li>50% of the convenience fee charged to the customer</li></ul>
<a href="#">Other Terms &amp; Conditions</a>		

- GST and other statutory levies as applicable would be charged on all the above fees.
- The fees in respect of [A] above will be payable as per the schedule – (i) 50% upon acceptance of this proposal (ii) 50 % before go- live.
- The fees in respect of [D] and [E] above will be payable on Monthly basis.
  1. Indialdeas would seek reimbursement of any out of pocket expenses incurred, towards travel, boarding & lodging and tele-communications to any out-station location. It would be our endeavour to keep these charges to the minimum and seek the AMSPL's approval for any out-station travel.
  2. In case of any specific additional requirements of the AMSPL, BillDesk team would undertake the necessary development effort after approval/ sanction by the AMSPL of the related commercial / delivery aspects. BillDesk would undertake such development effort on time and cost basis at a man month rate of Rs.2,50,000 per 22-day man-month.
  3. It is envisaged to use the Internet for connectivity between the AMSPL and BillDesk to provide the above solution. Should the AMSPL require direct point to point connectivity, the costs for the same will be in addition to the above mentioned cost
  4. AMC of 12% would be payable on the one-time implementation costs from 13th Month onwards after go-live of the service (on item (A) above).

*(a) GST and other statutory levies as applicable would be charged on the above*

*(b) Indialdeas would seek reimbursement of any out of pocket expenses incurred, towards travel, boarding & lodging and tele-communications to any out-station location. It would be our endeavor to keep these charges to the minimum and seek ANNADATA MULTI SERVICES PVT. LTD approval for any out-station travel.*

*(c) In case of any specific additional requirements of ANNADATA MULTI SERVICES PVT. LTD, BillDesk team would undertake the necessary development effort after approval/sanction by ANNADATA MULTI SERVICES PVT. LTD of the related commercial/delivery aspects*

*(d) ANNADATA MULTI SERVICES PVT. LTD would establish its own connectivity to the BillDesk setup [production and DR].*

*(e) Any specific software implementation required (for security, connectivity, etc.) would be as per actuals*

*(f) The above commercial terms are based on an estimated level of business activity over the first 12-18 months. Should there be a dramatic increase in the level of transactions/ support required, Indialdeas would work with ANNADATA MULTI SERVICES PVT. LTD to suitably evolve the increased requirement of product and support infrastructure.*

Regards,  
For ANNADATA MULTI SERVICES PVT. LTD

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(Authorized Signatory)