

Proposal and Scope of Document for “Co-pilot Development” Submitted to

Aekiusoft Digi Solutions Pvt.Ltd.

8th April 2024

Submitted by

Digital Nexus Hub

Digital Nexus Hub Pvt. Ltd. is pleased to propose this deal with the following terms and conditions towards Aekiu.

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1. Scope and Responsibilities

a. Scope of Work

The scope of work covers development of a Personalised Co-Pilot which creates a summary of all the documents uploaded in the model according to the designation of the person who views the deal. Furthermore, this model must be integrated with the client's website.

b. Language of Documentation

All the project related communication, including emails, documentation, etc., would be conducted in English. English would also be the language of project execution and implementation.

c. Roles and Responsibilities

Digital Nexus Hub's Responsibilities

1. Digital Nexus Hub takes the entire responsibility of design and solution for the client requirement mentioned above and maintain effective communication mechanisms between Digital Nexus Hub's and Aekiusoft stakeholders.
2. Communicate issues, risks and, delays as early and proactively to Aekiusoft as possible. Deploy competent manpower for execution of tasks as per the scope defined

Aekiusoft's Responsibilities

1. Providing a person as the medium of contact between Aekiusoft and Digital Nexus Hub.
2. Assure availability of Functional/ technical Team from Aekiusoft's end for Finalizing Functional requirement, Creation of test scripts, Test Data and testing of enhancements / Developments
3. Monitoring the progress of the engagement and timely resolution of project escalations by Digital Nexus Hub.
4. Communicating issues in the project to Digital Nexus Hub.
5. Provide Digital Nexus Hub project team the knowledge base/resources for KT as per the agreed plan.
6. Provide access to all the required tools and Document Repository
7. Approve all deliverables from Digital Nexus Hub in writing as on the date applicable.

Out of Scope

1. Subscription for any AWS services required for the overall project.

2. Tasks with regards to 3rd Party Interfaces other than those required for the project.
3. Other major development projects/tasks are out of scope. Such activities will be discussed separately.
4. Changes in existing developments will not be in scope. Hardware readiness is not included in project scope.

2. Solution Approach

The solution will be developed using AWS services as it would require a higher computing power. Aekiusoft will have option to install this in their environment or can be hosted on AWS cloud.

3. Timelines and Commercials

Digital Nexus Hub proposes to start the project after 21st of April before which finalization of the contract will be done and confirms that the staff will be available for the project by the specified date.

a. Timeline for Implementation

Digital Nexus Hub proposes a timeline of **75 man days** for completion of this assignment which includes the requirement gathering, development, Testing and going Live and a buffer of **15 days** which sums up to **90 days** of project completion.

b. Commercials:

22 days per month at 8 hours per day would be considered as payable which gets us to **55 days payable** of the 90 days project.

Rate in USD: 38\$ /per hour (according to the USD-INR rate on 8th April 2024 that is 83.4 rupees per dollar

Total Payable Amount: 16720 \$ = 13,94,448 Rupees.

c. Terms and Conditions

1. Taxes

The prices quoted are exclusive of all taxes, and if applicable, any taxes shall be borne by Aekiu.

2. Payment Terms

20% of the payment would be made before starting the project while remaining 80% payment would be accepted after the project implementation.

Incase Digital Nexus Hub is not able to complete the project on time, deduction of rate per hour from 38 to 30 would be done and the total payable days would remain the same.

Incase Digital Nexus Hub is unable to complete the project irrespective of the time frame, the advance money will be refunded.

4. Assumptions

Below is the list of assumptions that we have made for preparing this proposal:

- The man-days calculated are based on the integration requirement provided by Aekiusoft.
- The man-days may differ if the integration requirement and efforts changes
- Aekiusoft will have to provide remote connectivity to support the project from offshore.
- Development, Integration, Maintenance, Support of 3rd party applications, other legacy systems that **Aekiusoft** decides to retain are not a part of the scope.
- Anything that falls out of scope of work will have to follow a separate change request and will be commercially estimated separately.
- The project language is English, and all documentation will be prepared in English. Project meetings will be held in English and Change Requests and minutes will be prepared in English.