

## ANNEXURE II – Financial Proposal from Draup Business Solutions Private Limited

<b>Detail of Particulars</b>	<b>Qty.</b>	<b>HSN Code</b>	<b>Unit Price (INR) Excluding GST</b>	<b>Total Price (INR) Excluding GST</b>	<b>GST %</b>	<b>Total Value (INR) Including GST</b>
<b>Phase 1</b> - Analyze Existing Job Taxonomy & Roles: Draup will conduct an in-depth analysis of GMR's roles, mapping root, core, emerging, and soft skills with key technology stacks, and consolidating 1,000+ titles into ~600 standardized roles.	1,000+ titles	998313	N/A	₹2,985,000	18%	₹3,522,300
<b>Phase 2A</b> - Workload Role Levelling (all analyzed roles)		998313		₹925,000	18%	₹1,091,500
<b>Phase 2B</b> - Automation Potential Assessment (all analyzed roles)		998313		₹925,000	18%	₹1,091,500
<b>Phase 2C</b> - Skills Proficiency Mapping (all analyzed roles)		998313		₹925,000	18%	₹1,091,500
HRIS/LMS Integration Support – Support for Integration to HRIS/LMS		998313		₹875,000 – ₹1,325,000	18%	₹1,032,500 – ₹1,563,500
<b>Subsequent year</b> - OPTIONAL Data Refresh (Charged Per Refresh)		998313		<b>Phase1</b> - ₹2,225,000 <b>Phase2</b> - ₹1,300,000	18%	<b>Phase 1</b> - ₹2,675,000 <b>Phase 2</b> - ₹1,534,000

**Note:**

Draup will provide all deliverables in a structured and accessible format to support GMR's internal review and integration processes. The output will include:

1. **Executive Summary Presentation:** A comprehensive PowerPoint deck summarizing key findings, insights, and recommendations across all phases of the engagement.
2. **Downloadable Data Files:** Structured Excel or CSV files containing detailed mappings, skills taxonomy, workload levels, automation potential scores, and proficiency benchmarks.