

ANNEXURE II – Financial Proposal from Draup Business Solutions Private Limited

Detail of Particulars	Qty.	HSN Code	Unit Price (INR) Excluding GST	Total Price (INR) Excluding GST	GST %	Total Value (INR) Including GST
Phase 1 -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
Phase 2A - Workload Role Levelling (all analyzed roles)		998313		₹925,000	18%	₹1,091,500
Phase 2B - Automation Potential Assessment (all analyzed roles)		998313		₹925,000	18%	₹1,091,500
Phase 2C - 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
Subsequent year - OPTIONAL Data Refresh (Charged Per Refresh)		998313		Phase1 - ₹2,225,000 Phase2 - ₹1,300,000	18%	Phase 1 - ₹2,675,000 Phase 2 - ₹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.