As discussed, please find attached 2 RFQ from 2 different customers with similar requirement. Please:

1. Study these 2 documents and give me a summary for your understanding about the business, architecture/technical solution part
2. How can we copy these solutions to other customers, what is the common part we can reuse
3. To finalize a common solution or we can call it as a “product”

1. 研究文档， 给出以下维度的总结： 业务，架构，技术解决方案；

2. 如何复用这个文档；

3. 能否给出一个类似产品的通用方案；