

## **Subject: Mobile Fin-Tech Product Requirements**

Dear Joe,

As the development team on behalf of RelyComply, we would like to get more information about, what is the nature of your transaction flows will be. In particular, how many different transactions flows there are, the volume, and the velocity of the flows, and how they differ. As this will influence our integration process.

In particular, we would like to discuss the following key decision points. We recommend resolving the issue by implementing a nightly batch upload since it will minimize the costs on both ends. The major reason why we won't implement streaming or real-time endpoint data is that it will consume more client data and create more unnecessary work for our development team in terms of ensuring uptime, and most likely more work for your technical team. As we are all aware that your team prefers FTP upload, we can achieve the above implementation with a single schema for all transactions. Also as the result of limited resources, we don't want to over-provision the project, because that will require more budget on both ends.

We are fully aware of the poor performance that occurred previously and that your team has already spent a majority of their budget on this project. Therefore, we will implement changes with a decent low-cost fee. So that in the future we can prevent such technical issues. We believe we can complete the required changes or FTP upload implementation with a fair low-cost fee of R500 p/h. In the future, we both have to keep in mind that our hourly fee is R1500 p/h for any changes or new feature implementations.

Hopefully, your team will accept our recommendations.

Thank you.

Kind regard,  
Mhlengi,  
Senior Software Developer  
RelyComply.