D

Gulf Business Solutions

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Regional Account Manager

Riyadh, KSA

05/04/2024



Technical Proposal

Cover Letter

**Attention to:**

Albawani

**Subject: Development of Budgeting System using Mendix Low-Code Platform**

Dear Ma’am / Sir,

**GBS** is pleased to present our proposal to Albawani for their request for Development of Budgeting System using Mendix Low-Code Platform.

We thank you for inviting GBS to be part of your evaluation. Kindly find herewith our technical and commercial Proposal.

We hope the enclosed proposal meets your expectation; and we look forward to our fruitful cooperation.

Should you require any additional information or have any queries, please do not hesitate to contact us.

Thanks and Regards,

Moataz.Imam@gbs-saudi.com

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1. **نبذة عن شركة GBS**

حلول اعمال الخليج (GBS)، هي شركة سعودية تقدم مجموعة واسعة من حلول الأعمال والخدمات من خلال قائمة واسعة من شركاء التكنولوجيا المحليين والعالميين الذين يغطون أحدث التقنيات والخدمات. تمتد قاعدة عملائنا على الكثير من القطاعات بما في ذلك الحكومة والاتصالات السلكية واللاسلكية والمالية والتعليم والطاقة والمؤسسات في جميع أنحاء المملكة العربية السعودية ودول مجلس التعاون الخليجي.

GBS هي جزء من تكتل إقليمي، . Ghobash Group تأسست GBS والشركات التابعة لها في عام 1987 وتوظف ما مجموعه أكثر من 500 موظف ولديها مكاتب في جميع أنحاء دول مجلس التعاون الخليجي ، يتمتعون بمهارات وخبرات واسعة والوصول إلى المعرفة الإقليمية لثقافات السوق في الشرق الأوسط.

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* 1. **التحالفات والشراكات**



**Smart Buildings & Digital Experience**



**Cloud Solution**



**Digital Infrastructure**



**Cyber Security**

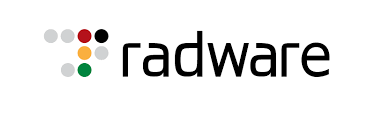
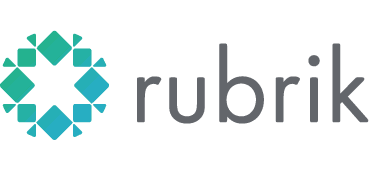
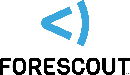
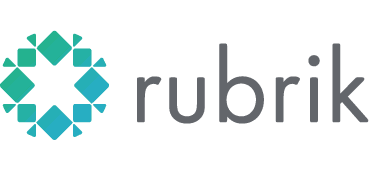


**Digital Banking**



**Data Analytics & AI**

**Automation**





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# Introduction

In an era where financial agility and precision are paramount, Albawani is set to revolutionize its budgeting and financial planning landscape. The initiative to develop a new budgeting system using Mendix—a leading low-code platform—epitomizes this shift. This strategic decision underscores a commitment to harnessing cutting-edge technology to streamline budgeting processes, elevate financial control, and augment decision-making capabilities. Designed to meet the intricate needs of the finance department, the system will leverage Mendix's agility, scalability, and user-centricity to deliver real-time data insights, customizable dashboards, and comprehensive financial analytics. This includes granular oversight of operational expenditure (OPEX), capital expenditure (CAPEX), and workforce cost management.

# Scope of work

## Requirement Gathering

In this initial phase, we will work closely with Al Bawani's stakeholders to understand and document the detailed requirements for the ABCD application. This includes:

* **Stakeholder Workshops and Interviews:**
  + Conducting a series of workshops with key stakeholders from various departments to gather insights and requirements.
  + Performing interviews with relevant person to understand specific needs and challenges.
* **Documentation:**
  + Creating a comprehensive requirements document that outlines all functional and non-functional requirements.
  + Documenting data sources, integration points, and user roles and permissions.
* **Approval Process:**
  + Reviewing the documented requirements with stakeholders to ensure accuracy and completeness.
  + Obtaining formal approval of the requirement specification document.

## Requirement Feasibility to Mendix

Following the requirement gathering, we will assess the feasibility of implementing these requirements using the Mendix platform. This phase involves:

* **Capability Analysis:**
  + Evaluating Mendix’s capabilities in relation to the documented requirements.
  + Identifying any limitations or constraints of the Mendix platform.
* **Gap Analysis:**
  + Highlighting any gaps between the requirements and Mendix’s functionalities.
  + Proposing solutions or alternatives to address these gaps.
* **Feasibility:**
  + Compiling a detailed feasibility analysis that outlines how each requirement will be met using Mendix.
  + Presenting the feasibility report to Al Bawani for review and approval.

## Following the Al Bawani Best Practice and UI/UX Standards

Ensuring that the ABCD application adheres to Al Bawani’s best practices and UI/UX standards is critical. In this phase, we will:

* **Review of Guidelines:**
  + Studying Al Bawani’s design guidelines, branding standards, and UI/UX best practices.
  + Ensuring that all team members are familiar with these standards.
* **UI/UX Strategy Development:**
  + Developing a UI/UX strategy that aligns with Al Bawani’s guidelines.
  + Understanding wireframes and prototypes that reflect the desired user experience.
* **Design Reviews:**
  + Conducting design reviews with Al Bawani’s design team to ensure alignment with expectations.
  + Making necessary adjustments based on feedback.

## Development of the ABCD Application

The development phase will be carried out in accordance with the approved requirements and design specifications. This phase includes:

* **Environment Analysis :**
  + Analyzing up the Mendix development environment and configuring necessary tools and frameworks.
* **Agile Development:**
  + Adopting an agile development approach with regular sprints and iterations.
  + Developing core modules, functionalities, and integrating data sources in each sprint.
* **Continuous Testing:**
  + Performing continuous testing and quality assurance to identify and resolve issues early.
  + Conducting regular code reviews and performance testing.
* **Progress Reviews:**
  + Holding bi-weekly progress reviews with Al Bawani’s project team to ensure alignment with project goals.
  + Making necessary adjustments based on feedback.

## Integration

Integration is a critical component of the ABCD application, ensuring seamless data flow from approximately 20 different systems with around 80 touch points. This phase involves:

* **Integration Planning:**
  + Identifying all systems and touch points that need to be integrated into the ABCD application.
  + Developing an integration plan that outlines the data flow, APIs, and middleware required.
* **Data Mapping and Transformation:**
  + Mapping data from various systems to the ABCD application’s data model.
  + Implementing data transformation rules to ensure consistency and accuracy.
* **API Consumption and Configuration:**
  + Developing and configuring APIs to facilitate data exchange between systems.
  + Ensuring secure and reliable data transmission through robust API management.
* **Integration Testing:**
  + Conducting comprehensive integration testing to validate data flow and functionality.
  + Resolving any issues identified during testing to ensure seamless integration.

Note: All the API’s will be provided by Al Bawani and will only be consumed on Mendix platform

## User Acceptance Testing (UAT) and Go-Live

The UAT and go-live phase will be split into two parts to ensure a smooth transition and early feedback integration:

**First Go-Live (After 2 Months of Development)**

* **Deployment:**
  + Deploying the initial version of the ABCD application to a staging environment.
* **User Acceptance Testing:**
  + Conducting UAT with a selected group of users to gather feedback on the initial version.
  + Facilitating UAT sessions and collecting detailed feedback on functionalities and user experience.
* **Issue Resolution:**
  + Addressing any issues, bugs, or enhancement requests identified during UAT.
  + Implementing changes and re-testing to ensure issues are resolved.
* **Training and Documentation:**
  + Providing initial training sessions and user manuals for the initial version.
  + Ensuring users are comfortable and proficient with the new system.

**Final Go-Live (Completion of the Full Application)**

* **Final Deployment:**
  + Deploying the complete and final version of the ABCD application to the production environment.
* **Comprehensive UAT:**
  + Conducting thorough UAT with all intended users to validate the full functionality of the application.
  + Gathering final feedback and making necessary adjustments.
* **Final Training and Support:**
  + Delivering comprehensive training sessions and detailed support documentation.
  + Setting up a support mechanism to assist users post go-live.
* **Official Launch:**
  + Officially launching the ABCD application for all users.
  + Monitoring the application closely post-launch to ensure stability and performance.

By following this structured and detailed approach, we aim to deliver a robust and user-friendly ABCD application that meets Al Bawani’s strategic and operational needs.

# GBS Company Profile

|  |  |
| --- | --- |
| GBS Contact Information | Description |
| Company name | Gulf Business Solutions |
| Contact Person | Moataz.Imam@gbs-saudi.com |
| Holding Company | ABAN Investment Company |
| Address | **KSA Office:** Al Sulimaniah – Prince Mamdoh Bin Abdul Aziz street-Al Safwah Trading, Center office no. 72  **DXB Office:** Makeen Bldg, Airport Rd, Dubai, UAE  **AUH Office:** Shaheen Tower, Al Salam Street  Abu Dhabi, United Arab Emirates  **Oman Office:** Pearl Tower, Ground floor Ghala, Muscat, Sultanate of Oman.  PO Box: 1718, PC 130 Azaiba  **Kuwait Office:** 2nd Floor, Dar Al Awadi Centre P.O. Box 29927, Sharq, Kuwait |
| Telephone number | **KSA:** +966 58682818  **DXB:** +971 4 238 4400  **AUH:** +971 (0) 2 644 2888  **Oman:** +968 2411 1500  **Kuwait:** +965 2232 2999 |
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| Email address | info@gbs-saudi.com |
| Main Activities and business area | * Network and Communications * Data Center and Hyper converged Infrastructure * Applications and Software * CyberSecurity * Cloud * Banking * Digital Transformation |
| No. of employees (Full time) | 500+ |
| Offices | * Dubai, United Arab Emirates * Abu Dhabi, United Arab Emirates * Muscat, Sultanate of Oman * Kuwait |

## Ghobash Group

The Ghobash Group stands among the most diversified, privately-owned local conglomerates in the United Arab Emirates with multiple investments and operating companies in seven major industries.

The Ghobash Group extends over 50 collective years of regional insight to investors seeking to tap into the lucrative market opportunities of the rapidly developing MENA region.

The Ghobash Group has spent over 40 years building a name now among the most valued in the market. A name earned by creating sustainable business-equity according to the values, ethics, and insights of the UAE and surrounding region.

With an auspicious past, Ghobash Group embraces a progressive outlook to the future, offering like-minded partners and stakeholders our key to the Middle East and beyond.

## GBS Solution Key Differentiators

Customer can be assured of the below:

* Full Handover and Knowledge Transfer of each solution provided and the integration between solution components
* Documentation of the solution components and how each component interact with each other.
* From single consoles the client will be able to manage all the environment

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## GBS Value Proposition

We Have Proven Experience

We have extensive experience successfully delivering similar initiatives for other clients of similar size in both Public Sector and other industries. Specific examples of our delivery skills and their impact include:

* Skills and experiences - enables quick start up and higher quality results
* Credentials and experience with similar solutions - enables incorporation of latest thinking and best practices
* Experience at scale – lowers delivery risk

We will assume accountability for outcomes, service levels, and results.

**GBS** is committed to delivering real, measurable outcomes, in the expected timeframe, at the agreed-to service levels, for the agreed to price.

* In all aspects of our relationship, we will recognize and respond to your business goals
* We will report accountability for our jointly established goals to client on a regular basis.

## Our Portfolio

GBS has always been on the forefront of innovative technology solutions, bringing our customers closer to leading edge dynamic solutions.

GBS is focused on providing business agility, security and speed quality in Digital Transformation

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## Partner and Alliances

