TO,
OM FUTARIYA
AEONS TECHNOLOGIES'   **Date: 5th April 23**

SUBJECT: Calling of ERP Quotation for Real Estate Marketing & Project Management System Web Application.

Res. Sir / Madam,

   We are looking for Comprehensive Document Management Solution to switch to a paperless office, for Digitization of Paper Document's & Files, To increase our Efficiency in Filling System, To Improvise our Productivity & Ensures Compliance and Security of our Precious Documents for Speedy Approvals and Execution Process and Flexibility to Improve Collaboration Capabilities, Automatically Back-Up of Documents, which will ultimately save our Precious Time & Money and will simultaneously Reduce Future Environmental Impact.

   We are also looking for a Inbuilt state of art ERP solution for Real Estate Marketing & Construction Business to resolve all the burning issues related to our industry whether it is Multi Location Inventory, Man power deployment and material billing, Multiple Project Monitoring, Sub Contracting, Project Estimation, Financial Management etc. A system / software which is developed on net frame work to allow Project Managers, Accountants, Management tool that provide integrated visibility. The result is organizational efficiency and improved profitability. In all we are interested where we can handle CRM & SALES, LEAD MANAGEMENT, PROCUREMENT, INVENTORY, CONSTRUCTION, ACCOUNTS, PAYROLLS, MACHINE, INFRASTRUCTURE & OFFICE MAINTENANCE.

- Fully secured; configurable multilevel security.
- Connecting Branch Offices & Sites Online.
- Auto Email's / SMS / Face Book / Instagram / and Digital Market Alert Features.
- Highly scalable; architecture supports future technological growth.
- Weighbridge interface.
- Inbuilt standard and best practices business processes.
- User friendly menus supporting user adaptability to the system.
- Ease to generate MIS reports and graphical dashboards.
- Ease to implement with minimal to no customization.

Challenges in our Constructions and Real Estate Business

- Effective control over profit margins.
- Accurate accounting management of project costing, estimation and revenue recognition.
- Streamlining project management to smooth day-to-day operations.
- Gaining real-time visibility into project performance versus budgets and time line

SOLUTION'S WE SEEK

An integrated system which will allow our Project Managers, Accountants, Management and other stake holders to work in unison with a common information system and management tools that provide integrated visibility. The result is organizational efficiency and improved profitability.

Key Functionalities we Need in this Inbuilt System:
- ✓ Leverage of previous cost data.
- ✓ Track customer status.
- ✓ Conduct opportunity mapping and pipeline analysis.
- ✓ Material planning and control.
- ✓ Work-in-progress monitoring.
- ✓ Information sharing through single database.
- ✓ Detailed financial reporting.
- ✓ Automate time and material billing.
- ✓ Maximize resource utilization.

Features we Seek:
- Efficient Land Bank Management.
- Access to Multi-location, Multi-user, Multi-projects.
- Web Interface.
- Unique Dashboard.

- SMS alerts & notification.
- Billing of Common Area Maintenance.
- Comprehensive Broker Management.
- Handle Multiple Project Operations.
- Track Multi-location Inventories.
- Manage Multiple payment plan and stage wise payment scheduling.
- Able to access real-time inventory information with ageing & rate history analysis.
- Efficiently handle quotes for sub-contracted work.
- Automate Manpower deployment and material billing.
- Have an efficient Machinery/Vehicle deployment and Cost Controls.
- To Have some methods and tools for an effective Customer Relationship.
- Mobile Interface.

Lead Management: **Will** help us to Track Prospect, Interaction, Event Management, Sales Scheduling besides regular events & schemes.
(Lead Generation through various sources to)

- Maintain Improved client records
- Generate Customer Card to follow up
- Assigning Task to create Customer profile
- Tracking of events and follow-up
- Monitoring Sales Force Activities
- Close eyes on missing appointments & follow-up
- Performance analysis
- Targeted Follow-up & Better Conversion
- Expense Analysis Prospect wise

CRM & Sales Module to manage Unit Booking, Tracking Variable Payment Cycles, Payment Scheduling, Managing Incentive & Brokerage and also Optimizing Staff Resources.

- Define Multiple Unit Price List & Schemes.
- Unit Booking Linked with CRM.