

Quotation # 250827066

Customer Information	PT Rancang Indah Sentosa		
	No Jl. Soekarno-Hatta No.714, Babakan Penghulu, Kec. Cinambo, Kota Bandung, Jawa Barat 40295		
Creation Date	27 August 2025	Expiry Date	26 September 2025

Item	Unit Price
Hash Core Package for Following Modules: <ul style="list-style-type: none">• Manufacturing Management• CRM Sales Management• Consignment Management• Inventory Management• Accounting Management• Purchase Management• Cloud Server & Storage• Free Hashy AI Credit (3.000 / Month)	Rp 27,500,000 / Month
Final Total	Rp 27,500,000 / Month
Payment Terms 100% Upon Agreement	

Hash Core Implementation Services	<p><u>IMPLEMENTATION SERVICES</u></p> <p>Module Installation & Configuration - Access Rights Set Up per Module (Up to 4 Groups of Access Rights: Super Admin, Manager, Executive, and Normal Staffs) - Users' Database Set Up - 120 Man-Hours for Customization / Flow Modification / Additional Printouts & Reports - Additional 8 Printouts - Gap Analysis Document</p> <p>Training - 10 Training Session - Each Session @3 Hours</p> <p>Data Import via Hashmicro Standard Template (Excel/CSV File) - Data Migration: Product, Vendor, and Customer Database (Up to 50,000 Import Lines) - One-Time Complimentary Import for Pre Go-Live Opening Balance Migration</p> <p>Payment Terms - 100% Before Project Kick Off</p>	Rp150.000.000
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Product & Deliverables Details	
Item	Description
Hash Core Package for Following Modules: <ul style="list-style-type: none"> • Manufacturing Management • CRM Sales Management • Consignment Management • Inventory Management • Accounting Management • Purchase Management • Cloud Server & Storage • Free Hashy AI Credit (3.000 / Month) 	<p>MANUFACTURING MANAGEMENT</p> <p>Bill of Materials Management - List Required Materials to create a Finished Good - Single or Multi Level BoM - Gain / Loss Materials per Production</p> <p>Manufacturing Order - Sales Order can auto create Manufacturing Orders - Transfer Stock - Manage production by manufacturing order - Manage production by work order - Manufacturing Finished Goods Revaluation (Inventory Revaluation Manufacturing)</p> <p>Other Manufacturing Operations - Internal Transfer - Product Usage/Scrap</p>

- Purchase Request for Materials
- Sub-Contracting
- Cost Forecasting based on Work Center / BoM
- Auto Create Manufacturing Order based on Sales Order

Work Order

- Work Order Message
- Assign Employee
- Traceability Lots
- Track Full & Partial Production
- Capacity exceed production
- Costing Method Standard, FIFO, Average
- Track the Routing Process needed for the BoM
- BoM Creation Wizard
- Work Order Time Tracking (Production Duration)
- Work Order Finished Goods & Timeline Performance
- Work Order Material and Finished Goods Output
- By Products Management

Work Centers Management

- Auto Assign Work Centre by Work Center Group
- Manage list of Work Centers and its Locations
- Manage Work Center Groups
- Set the Overhead Time & Overhead Material Usage per Hour
- Define standard working hours per Work Center

Routing Management

- Define the process of which work centers to use during Manufacturing
- Define the duration a manufacturing process will take
- Link materials to Routing
- Cost Analysis Report per Manufacturing Order & Work Order

Manufacturing Reports

- Finished Goods Report
- Work Centre Report
- Material Usage Report
- Overall Equipment Effectiveness
- Production Gantt Chart
- Work Centre Gantt Chart

Manufacturing Plan

- Auto Create & Track Manufacturing Orders based on their BoM
- Track the WIP creation for each Production Plan
- Track the Required Materials to finish a Manufacturing Plan
- Auto create Purchase Request (PR) based on lack of required materials
- Auto create Request for Quotation (RFQ) based on lack of required materials
- Auto create Material Request (MR) based on lack of required materials
- Auto Scheduling the Manufacturing Orders based on duration needed and Work Center Availability
- Sales Order can auto create Manufacturing Plan
- Manufacturing Plan Approval Matrix
- Manufacturing Plan Gantt Chart
- Manufacturing Plan vs Actual Report

Work Order Quality Control

- Quality Control per Work In Progress
- Quality Control per Finish Goods
- Single or Multiple Quality Control per WIP and Finish Good

Machine Kiosk Mode

- Tablet / Laptop Kiosk Mode for each Work Center
- Employees can tap to mark their attendance
- Materials can be scanned in real time to update the materials used
- Finished Goods to be inputted in real time during production

Manufacturing Forecast

- Calculate Materials to Purchase based on existing Manufacturing Orders & Qty in Warehouse
- Plan Manufacturing Orders & Materials needed based on manual inputted forecast Finished Goods needed
- Manufacturing Demand Planning

CRM SALES MANAGEMENT

CRM Dashboard

Customer Management

- Company & Contact Person Management
- Customer Contacts & Addresses Management
- Customer Tagging
- Customer E-Faktur Credentials
- Customer Target & Reward

Quotations & Sales Order Management

- Send by Email from System
- Payment Terms Management
- Multiple Delivery per Sales Order
- Quotation Printout
- Discount & Global Discount Calculation
- Quotation Margin Calculation
- Quotation Revision Management
- Quotation Delivery Method
- Quotation Expiry & Notification
- Fiscal Position to manage taxes per customer
- Quotation / SO Line to Track Delivered Qty and Invoiced Qty
- Approval matrix based on margin, discount, and total
- Send quotation via email & WhatsApp

Upsell Recommendation

- Auto Upselling Recommendation per SO Line

Sales to Invoice

Sales to Deliver

Credit Limit Management

- Default Credit Limit

- Credit Limit Request Approving Matrix
- One Time Transaction Over Credit Approving Matrix
- Overlimit Credit Approval
- Automatic Creditor Status Formula
- Credit Limit lock Quotation / Sales Order Settings
- Credit Limit per Customer Contacts
- Quotation Approval Matrix - Amount, Margin, Discount Branch Based
- Change of Payment Terms Approval Matrix
- Multiple Currency Management

Products & Services Management

- Product Database Management
- Product Bundling Management
- Alternative Product Management
- Product Variants & Attributes Management
- SKU & Barcode Generation per Product

Sales Pricelist

- Pricelist per Contact Person / Company
- Pricelist per Fixed Amount / Fixed Discount
- Import Pricelist Function

RFM Analysis

- Automated customers' segmentation based on: recency, frequency, and monetary
- Available customers' profile analysis: champion, loyal, highest spending, faithful, needing attention, new customers, and sleeping customers
- View ratio (%) based on profile: customer, revenue, and orders
- RFM reporting & analytics

Sales Reporting

Available Reports:

- Sales Pivot Analysis
- Sales Details Report
- Sales Margin Pivot Analysis
- Sales Margin Report
- Day Wise Sales Report
- Sales Report by Salespersons
- Sale Invoice Summary
- Invoice Payment Report
- Customer Sales Analysis
- Top Customers Report
- Customer Credit Limit Analysis
- Top Selling Products
- Update Top Selling Products
- Sales Product Profit
- Sales By Product Category
- Sales product Indent

Sales Agreement / Blanket Order

- Sales Agreement with different deliveries
- Sales Agreement / Blanket Order Printout

Sales Team & Salesperson Management

- Multi Level Sales Team
- Team Leader & Team Members Management
- Multi Level Sales Team Access Rights

Leads / Pipeline Management

- Stages Management
- Interested Products for Quotation
- Activity Tracking & Reminder per Lead per Salesperson
- Meetings & Call Log Tracking per Lead
- Won & Lost Reasons Analysis
- Leads / Pipeline Pivot Analysis
- Online Lead Form

Salesperson Activity Targeting

- Set activity target and track realization
- Trackable Activity: #meetings, #calls, #emails, #follow-up

Sales Forecast

- Forecast Methods Option: Moving Average, Autoregression, Autoregressive Moving Average, Autoregressive Integrated Moving Average, Auto ARIMA, Seasonal Autoregressive Integrated Moving Average, Vector Autoregression, Vector Autoregression Moving-Average, Simple Exponential Smoothing, and Holt Winter's Exponential Smoothing
- Configure Sales Forecast based on: Start Date, End Date, Forecast Base, Products, Forecast Period, and Forecast Unit
- View Forecast Report & Predicted Result

Sales Apps

- Android & iOS App
- Leads Management
- Customer Management
- Quotation & Sales Order Management
- GPS Tracking for meeting
- View Stocks
- Call Logging
- KPI Tracking
- Sales Analysis
- Offline & Hybrid Connection

Sales Promotions Program

- Sales Coupon Generation: Link Orders to the Coupons Used, Rewards & Discounts Management, Coupon Limits, and Maximum Discount
- Apply Promotion based on Customers Category & Products
- Promotions Validity Management
- Promotions Reward Type: Discount, Free Product, and Free Shipping

Loyalty Point

- Points weightage per Product / Category per Period
- Gifts from Loyalty Point
- Discounts from Loyalty Point
- Loyalty Point History
- Points cancellation if SO cancelled / returned

CONSIGNMENT MANAGEMENT

- Create, Edit, and Manage Consignment Agents
- Manage Consignment Commission per Agent
- Create, Edit, and Manage Consignment Pricelist
- Manage Consignment Location
- Manage Consignment Inventory Valuation
- Consignment Stock Adjustment
- View Consignment Reports

INVENTORY MANAGEMENT

Inventory Operations Management

- Manage Receiving, Internal Transfer, Delivery, and other Operation Types
- Online Signature for Delivery / Delivery Boy
- Operations Dashboard with Upcoming Schedules
- Create and Manage Operation Types
- Comprehensive Return Merchandise Authorization (RMA) Management
- Track Initial Demand and Actual Delivery
- Barcode / QR Code / RFID Scanner Interface
- Stock Reservation per Delivery Note
- Track related Source Document
- Combine multiple deliveries from or to the same partner to one
- Manage Product Alternative upon each Operation

Internal Transfer

- Create Internal Transfers that Will Auto Create 2 Documents: Delivery & Receiving
- Track Status of the Internal Transfer

Product Usage / Scrap

- Manage Product Usage Requests
- Define Usage Reasons with Expense Account Setup
- Approval Matrix Setup based on Usage Reason
- Stock Deduction after Product Usage / Scrap is Approved

Low Stock Notifications

- Define Min qty rules for each product in each location
- Notifications sent for low stocks

Stock Count & Inventory Adjustment

- Stock Count for user to calculate & input real stocks which will link to Inventory Adjustment
- Inventory adjustment to adjust the qty in each location after approval
- Input unit price when doing inventory adjustment
- Inventory adjustment report

Product Unit of Measure

- Each product can be received in various unit of measures of the same category
- Multi Unit of Measure Management with Smaller / Bigger Ratio

Warehouse & Locations

- Manage a list of Warehouses and Locations
- Manage removal strategy of each location (FIFO, LIFO, FEFO)
- Direct Dropship from Supplier to Customer Tracking
- Auto Serialize / Scan / Input Serial & Lot Numbers

Lot / Serial Number Tracking

- Track Lot & Serial Number per Product
- Have Traceability of each Product from the Incoming to the Outgoing
- Manage Settings to Auto Serialize Each Products based on Categories
- Track Expiry of each Batch
- Upcoming Expiry / Expired Product Batch Report & Notification

Material Request

- Material Requests Management with Approval Matrix
- Generate Internal Transfer and Purchase Request based on MR

Picking Waves

- Track and group Delivery Notes in Picking Waves
- Generate picking list based on the grouped delivery notes
- Mass update all deliveries of that picking wave

Barcode & QR Code Management

- SKU / lot number / serial number Printout in master data & during receiving
- Barcode Serializer to auto generate SKU / lot number / serial number
- Serializer Rules can be set per product category
- Barcode Scanning with Camera

Product Database Management

- Product Information: SKU, Item Name, Variants, Attributes, Vendor Tagging, Lifetime, Historical Transactions, UOM, Etc
- Unlimited Product Category Management
- Product Costing Management: Standard, FIFO, and Average

Inventory Reports

- Operations Report: Inventory Report, Operations Analysis, Forecasted Inventory, Fulfillment Analysis, Returned Product, Stock per-Warehouse
- Inventory Control Report: Product Moves, Stock Reservation, Inventory In Transit, Stock Card, Inventory Adjustment Report
- Tracking Report: Expiring & Expired Stocks, Inventory Age Analysis, Inventory Age Breakdown Analysis
- Inventory Analysis: Turnover Analysis, Inventory Demand Forecast Analysis, Overstock Analysis, FSN Analysis, XYZ Analysis, FSN-XYZ Analysis
- Warehouse Capacity Report
- Inventory Valuation Report
- Stock In/Out Report
- Moving Average Cost Report (Only Applicable if bought with Purchase)

Reordering Rules & Replenishment Automation

- Define Min & Max qty rules for each product in each location
- Define actions to take for the trigger (PR, MR, RFQ, PO, Internal Transfer, & email)
- Use run rates per reordering rules based on past stock movement data to

auto compute min and max level

Operations Mobile App (Android)

- Receiving
- Internal Transfer
- Picking
- Delivery
- Stock take
- Stock Check
- Hybrid based connection (can work offline after initial connection)
- Online Signature for Delivery / Delivery Boy

Packages

- Track types of packages / cartons
- Track packages in each warehouse that contains multiple items
- Packages can be unpacked to take out its items

ACCOUNTING MANAGEMENT

Revenue, Account Receivable & Receipts Management

- Manage Customer Invoices
- Customer Down Payment & Deposit Management
- Multi Payment Registration per Customer Invoice
- Reconcile over / under payment amount with various accounts
- Manage Customer Debit Notes
- Manage Credit Note/Customer Refunds
- Offset Invoice with Credit Note Management
- Manage Other Income
- Customer Receipts Management from Single / Multiple Invoices
- Generate Statement of Account per Customer
- AR Exchange Management

Expenses, Account Payables & Payment Voucher Management

- Vendor Bills Management
- Vendor Down Payment & Supplier Deposit Management
- Multi Payment Registration per Vendor Bills
- Manage Payment Vouchers to Single / Multiple Vendor Bills from a Single or Multiple Vendor
- Payment Voucher Approval Request
- Manage Other Expenses
- Debit Note Management
- Manage Supplier Deposit
- Payables per Vendor Report Generation
- AP Exchange Management

GIRO

- Manage GIRO Payments from single / multiple invoice
- Update GIRO status: open, posted, cleared and rejected

Bank & Cash Statements

- Cashbox & Bank Account Tracking & Ledger
- Internal Cash / Bank Transfer
- Bank Statement Import Reconciliation

- Multi Petty Cash Account Management

Accrual & Amortization Accounting

- Accrued Revenue, Expenses, Receivables, and Payables
- Amortize Incoming & Outgoing Payments (Prepayments)

Financial Reports

- Profit Loss Statement
- Balance Sheet
- Cash Flow Statement
- Tax Report
- General Ledger
- Trial Balance
- Partner Ledger
- Ageing Receivable Report
- Ageing Payable Report
- Journal Entries Pivot Table
- Invoices Pivot Analysis
- Ageing Partner Balance

Accounting Configuration (Taxes, Ledgers, Payment Terms, Fiscal Periods)

- Manage Journals / Sub Ledgers
- Define accounts in Product Categories which is triggered for different types of transactions
- Payment Terms Management
- Manage Fiscal Years & Periods
- Track & manage customer taxes to pay
- Manage tax payments to government for VAT
- Manage different tax Fiscal Positions per customer & vendor for different tax applications

Chart of Account & Journal Entries

- Journal Entries Tracking
- Journal Entries Reversal & Reversal Scheduling
- Auto Recurring Entries based on templates / models
- Chart of Accounts tracking
- Chart of Account Tags
- Parent Accounts for each account
- Manual payments & Invoice Matching

Assets management

- Manage asset categories
- Define accounts in asset categories for various triggers
- Assets Depreciation Tracking with Linear, Degressive & Double Declining Methods
- Track assets gross value, salvage value & residual value
- Asset Revaluation Management & Revaluation History Tracking
- Asset Disposal
- Assets Pivot Report

Multi Currency

- Multi Currencies Settings and Manual Rate Update
- KMK Currency set up for Taxes

- Currency Revaluation to revalue open AP / AR
- Currency unrealized Gain / Loss
- Currency realized Gain / Loss
- Foreign Currency Invoice & Payments, with Realized & Unrealized Exchange Gain / Loss
- Foreign currency vendor bills from PO with rate difference
- Foreign currency PO with manual rate/rate from settings

E Faktur

- Manage E Faktur
- Manage E-Faktur Customer & Vendor Types
- Manage & Generate Nomor Seri Faktur Pajak
- Manual selection of Faktur Pajak / auto numbering of Faktur Pajak
- Combine multiple invoices to one Faktur Pajak
- Re-use Faktur Pajak for Cancelled Invoices
- Export Product & Partner for DJP
- Export Faktor Pajak Keluaran based on Period
- Export Faktor Pajak Masukan based on Period

Bank Integration

- Bank Integration to BCA and CIMB
- BCA & CIMB : Send Payment, Sync Reconciliation, Pull Bank Mutation

Petty Cash

- Petty Cash Tracking
- Petty Cash Top Up Management
- Petty Cash Expense Voucher Submission & Approval

Analytic Accounting

- Analytic Accounting to Track Profit / Loss per Cost Center
- Analytic Accounts Tags Tracking
- Analytic Entries Tracking
- Financial Reports per Analytic Account Management

Financial Ratios

- Analyze based on Periodic Range
- Liquidity Ratio: Current Ration, Quick Ratio, Net Working Capital Ratio, Cash Ratio
- Solvability Ratio: Debt to Asset Ratio, Debt to Equity Ratio, Long Term Debt to Equity Ratio, Times Interest Earned Ratio, EBITDA
- Profitability Ratio: Return on Asset, Return on Equity, Net Profit Margin, Gross Profit Margin
- Activity Ratio: Account Receivable Turnover Ratio, Merchandise Inventory Turnover Ratio
- Print Financial Ratio Report / Export to Excel

Budget

- Budget Set Up per Budgetary Position (Group of Accounts)
- Analytic Account Budget to Manage Budget per Cost Center
- Budgetary Positions to Define the Accounts to Budget
- Analytic Account Budget Request with Approval Matrix
- Budget Plan vs Actual Pivot Analysis
- Analytic Account Budget Plan vs Actual Pivot Analysis

- Budget Analysis Pivot Report
- Analytic Budget Pivot Analysis to analyze budgets per Analytic Accounts

Multi-Level Analytic Accounting

- Multi Level Analytical / Cost Center Analysis in Profit Loss & Balance Sheet
- Analytic Category, Distribution & Priority set up for Multi Level Analytical Analysis

PURCHASE MANAGEMENT

Purchase Dashboard

Request for Quotation

- Create Draft RFQ and Convert to PO
- Send RFQ to Multiple Vendors via Email
- RFQ Comparison

Purchase Order

- Multiple PO Types: Goods, Services, and Assets
- Purchase Order Expiry Tracking
- Schedule Multiple Deliveries per Date and Warehouse
- See the Last Purchased Price & Average Price per Product / Services
- Create Good Receiving Note for Goods
- Create Service Receiving Note for Services
- Create Asset Master During Receiving of Asset Purchase (Applicable with Asset Management Module)
- Global Discount / Discounts per Line in Fixed Amount / Percentage
- Limit Quantity Received Based on / over PO
- Track Purchased, Delivered, and Billed Quantity
- Purchase UoM & MoQ Management
- Purchase Terms & Conditions

Vendors Management

- Vendors & Contact Person Management
- Vendor Tagging
- Purchase Lead Time per Vendor Management
- Vendor Payment Terms Tracking

Purchase Requests Management

- Approval Matrix PR per Branch, Quantity & Amount
- Purchase Request Status Report (RFQ, Tendered, Purchased, Received, Reference and Qty)
- See Current Qty in Warehouse (Applicable with Inventory Module)
- Purchase Request to RFQ
- Combine Multiple PR to one RFQ
- Split one PR to multiple RFQ
- Multiple Currency Options in Purchase Order
- Approval Matrix RFQ per Branch, Product Category, Quantity & Amount
- Landed Costs for Import Products in PO

Purchase Direct

Vendors Pricelist Management

- Product MoQ & Pricing Management per Vendor
- Product & SKU Alias per Vendor
- Auto Update to RFQ / PO Based on Quantity & Vendor
- Vendor Pricelist Approval Matrix

Procurement Analysis

- Purchase Analysis: Pivot, Details Report, Day Wise, Purchase Report by Purchase Representative
- Purchase Bill Summary & Bill Payment Report
- Purchase Request Analysis
- Vendor Purchase Analysis
- Top Vendors Analysis
- Product Analysis: Report by Product, Top Purchased products, Purchase Product Profit, by Product Category, Product Indent Analysis

Purchase Tender Management

- Multiple RFQ Comparisons from various vendors
- Track Purchased Quantity
- Analytic Account / Cost Center Selection

Blanket Order Management

- Track Purchased, Delivered, and Billed Quantity
- Track PO History
- Vendors Promotion Agreement (Reach a Target Get Free Items)
- Purchase Request to Blanket Order / Tender
- Combine multiple PR to one Blanket Order / Tender
- Split one PR to multiple Blanket Order / Tender

E-Budgeting

- Parent & Child Budget Management
- Budget Code Management
- Budget Period Settings
- Budget Amount Management: Budgeted, Reserved, Spent, and Balance
- PR & PO linked to Budget
- Budget Analysis

CLOUD SERVER & STORAGE

- Server Set Up
- Ubuntu OS
- 4 Core Processor, 8 GB RAM
- Suitable for 10 concurrent users
- 100 GB Storage
- Backups with 30 days data retention

SUBSCRIPTION LICENSING (PAID MONTHLY)

Licensing Support

- Unlimited User License
- Product Support: via HashChat, Call, Email, and Ticket
- Ongoing Product Maintenance & Warranty
- Full Support During Business Hours
- Support Hours (Monday - Friday Excluding Public Holiday From 09.00 - 17.00)

	WIB) Mandatory 3 Years Licensing Contract - Payment via GIRO Mundur - GIRO to be Cleared Monthly
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Note :
Above information is not an invoice and only an estimate of services/goods described. The estimated delivery time may vary, depending on clients' responsiveness and additional changes that is not in the initial requirements. Extra charges apply when additional changes outside the initial requirements are made. The products' features, packages, pricing, delivery timeline and any other offers could be changed without prior notice unless signed before changes are made by the management of PT Hashmicro Solusi Indonesia Please confirm your acceptance of this quote by signing this document. No cancellation of order is allowed once the quotation is signed. Any advance payment made to PT Hashmicro Solusi Indonesia is not refundable.

Please confirm your acceptance of this quote by signing this document.

Signature & Company Stamp	Full Name & Designation	Date (DD/MM/YYYY)
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