First I will talk about budget -> then I will talk about the timeline of the project -> lastly I will talk about the after sales services that we provide in course of the project.

To give you an overview of the budget, although our the total meets your requirements but we still have some suggestion that we want to discuss which might affect the total cost of the project.

Since like this argue with them whether they want to upgrade the current Basic Purity models all to prestige

Make an argument

If yes says we going to update the budget in the next meeting. If not try to pursue them says the environment for most of the class room is (85% have a lot of walls the motor need higher quality => or else guess the lifespan show them that its actually more worthy to use the prestige model lifespan longer is cheaper in long term already provide you the maintenance privilege this is very special, If you want to maintain your company’s reputation, as a bossiness guy you knew you More power efficient)

Budget

*A table containing the budgets*

Estimated Initial Cost

Based on the estimated budget discussed in the 2nd meeting. $2mil to $3mil will be used to produce 250 units of Basic Purity and 700 units of Prestige Purity.

As a privilege to work with the university we provide the same cost for maintenance for both kinds of products.

As we agreed our company will provide per month maintenance up to whole year for each device at 50HKD price point

Our company is giving 5% offer for basic, 10% offer for prestige saving up to xxx amount

Cost of Labor includes setup, yearlong customer support and project management cost. We exclude production labor cost as it is already included in the product cost

What we need

Obstacle sensors

* Control Sensing units and Emergency system
  + Tactile Sensor
  + IR breakbeam sensor

Device connector System(find a better words)

* Bluetooth system

Vacuum System

* Motor
* Blade
* Connector
* Dust cartilage

Battery

Logic Controllers and Logic Board

Software Development

Hardware Development

Etcetera

|  |  |  |  |
| --- | --- | --- | --- |
| Item | Estimated quantity | Single unit estimated cost(hkd) | Total estimated cost (hkd) |
| Product cost |  |  |  |
| * Basic purity | 250 | 500 | 125,000 |
| * Prestige purity | 700 | 1,000 | 700,000 |
| Net |  |  | 825,000 |
|  |  |  |  |
| Maintenance cost | 950 | 50 | 47,500 |
|  |  |  |  |
| Cost of labor (man-hours) | 1000 | 60 | 60,000 |
|  |  |  |  |
| User Manual Printing | 200 | 50 | 7,000 |

Figure 4.1 Budget Overview

*Budgets: installation, materials and apparatus,*

Time Factors

*A table showing the flow of the project*

*Each stage of project and time, completion date*

After Sales Services

*Warranty, user manual, maintenance cost*

Claimable warranty, fulfil xxx only will be claimable gchkv

User manual, in order to save cost, we are only giving to each department instead of every device.

Maintenance cost, changing of dust cartilage, quality control measurement (find something better to explain),

Awards that we won.