30th March 2011

To,

Professor Arun Pereira,

Head-Initiative for Excellence in Teaching and Learning,

Indian School of Business,

Gachhibowli,

Hyderabad – 400 011

Dear Sir,

Please find enclosed herewith a detailed quote for the design and development of the Inventory Problem Simulation.

The web-based platform is being created for use by ISB faculty as a simulation in courses in the discipline of Supply Chain Management. This quote pertains to the development charges for the creation of this platform.

If you have any queries, please do not hesitate to contact us.

Looking forward to hearing from you.

Yours Sincerely,



Kamalika Bhattacharya,

Managing Partner,

Ptotem Learning Projects LLP

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**Simulation Parameters & Specifications**

The ‘*Virtual Negotiation Simulation Platform*’ (VNSP) is being created in a web-based format and is designed to simulate a negotiation between two/multiple parties on an asynchronous medium such as email. This simulation will allow students to negotiate one/ many issues in in-class and out-of-class formats.

The simulation has been designed to give faculty the following features:

* flexibility to have multiple cases that can be played on the platform,
* flexibility to define parameters of each game to be administered,
* simple interfaces that will allow facilitators to assign student logins and roles,
* anonymity features for impartial student negotiation,
* multiple role assignments to same students,
* data capture including email trails and graphing for research purposes, and
* historical record of negotiations conducted in class

To ensure these functionalities, the simulation will need to have a simple easy-to-use interface, which gives a dashboard control on the parameters to the faculty/ administrator.

In terms of specifications, the VNSP will have the following:

* Wholly web-based simulation
* Choice of self-registration or faculty administered logins
* Compatibility with different web browsers
* Appropriate design and graphics to make the interface visually appealing
* Standard cascading menus to facilitate navigation
* Different level permissions to facilitators, faculty, administrators to allow segregation of tasks

Ptotem will also refine further parameters on the simulation in discussions with ISB to capture the elements that the professors concerned need for integrating it into the curriculum.

**Usage of the Simulation**

The simulation is proposed to be used by ISB in courses in the Supply Chain discipline.

During the interim period (till the time it is tested to satisfaction by ISB in its curriculum), Ptotem agrees not to market the Inventory Problem Simulation to any other educational institution, domestic or international.

**Development Charges for the Simulation**

Ptotem’s charges for development are as follows:

|  |  |
| --- | --- |
| **Development Charges** | **INR** |
| Number of Resources | 2 |
| Man hour per resource | 110 |
| Per Man Hour Cost | 1,800 |
| Tech Development Charges | 1,98,000 |
|  |  |
| Visual & Graphic Design | 1,00,000 |
|  |  |
| Total Development Charges | 10,00,000 |
|  |  |
| Charged to ISB | 40% |
| **ISB Development Charges** | **2,00,000** |

Any applicable taxes will be extra.

Student user fee for use of the simulation in ISB’s curriculum will be chargeable over and above the development charges mentioned above.