

COMMERCIAL

PROPOSAL

- PROJECT NAME: Supply, Implementation, Maintenance & Support for AR & VR (Phase 2)
- PREPARED FOR: Dubai Electricity & Water Authority
- DATE: March 3, 2022

March 3, 2022

To:

Dubai Electricity & Water Authority PO Box 564
Dubai, United Arab Emirates.

Subject: Supply, Implementation, Maintenance & Support for AR & VR (Phase 2)

Dear Sir,

In response to the referenced solicitation, Digital X is enclosing its proposal from our partner Alpha Data for Dubai Electricity & Water Authority's need for Supply, Implementation, Maintenance & Support for AR & VR (Phase 2).

Our offer, in response to the above solicitation, is 100 percent compliant with all the requirements and in many cases, we exceed the requirements to provide DEWA a high-value solution & services to address its needs.

Digital X through its partner states acceptance of all solicitation terms, conditions, provisions, and addenda as of the proposal date.

Yours sincerely,

Hamad Karam

Chief Operating Officer

Table of Contents

1. Executive Summary:	3
2. Partner Company:	3
3. Summary	4
a. Items	4
b. Payment Milestone	6
c. Terms and Conditions	6
d. Conclusion	7

Commercial Proposal

3. Summary

Alpha Data, a premium System Integrations' company in United Arab Emirates with over 40 years of successful track record with more than 1600-strong workforce building technology solutions for thousands of organizations has been offering technology solutions that translate into measurable business benefits for our clients.

With a comprehensive portfolio of products and services offerings that meets enterprise wide IT needs, Alpha Data offers one-stop solutions, from strategy to execution to a vast majority of IT users in UAE for over four decades.

a. Items

DEWA Academy			
S. No	Item	Description	Total (AED)
1	DEWA Academy - Circuit Breaker	DEWA Academy - Circuit Breaker Installation – Mixed Reality Solution	AED 121,208.96
2	DEWA Academy - Intermediate Circuit Lighting	DEWA Academy - Intermediate Circuit Lighting - Mixed Reality Solution	AED 107,082.01
3	DEWA Academy - Cable Jointing	DEWA Academy - Cable Jointing - Virtual Reality Solution	AED 67,271.24
4	DEWA Academy - Measurements tools used in mechanical workshops	DEWA Academy - Measurements tools used in mechanical workshops - Virtual Reality Solution	AED 96,870.58
5	DEWA Academy - Electro, pneumatic and hydraulic work and safety instructions	DEWA Academy - Electro, pneumatic and hydraulic work and safety instructions - Virtual Reality Solution	AED 136,560.61
6	DEWA Academy - Operating principles of industrial robot and effectors	DEWA Academy - Operating principles of industrial robot and effectors - Virtual Reality Solution	AED 108,306.68
7	DEWA Academy - Turning Operation	DEWA Academy - Turning Operation - Virtual Reality Solution	AED 95,076.68
8	DEWA Academy - Manual Metal Arc Welding (MMA)	DEWA Academy - Manual Metal Arc Welding (MMA) - Mixed Reality Solution	AED 101,148.34
Total			AED 833,525.10

Fleet Management			
S. No	Item	Description	Total (AED)
1	Fleet Management - Vehicle Inspection	Fleet Management - Virtual Reality Solution	AED 55,521.19
2	Fleet Management - Vehicle Troubleshooting	Fleet Management - Vehicle Troubleshooting - Virtual Reality Solution	AED 105,667.59
3	Fleet Management - Vehicle Technician Training Video	Fleet Management - Vehicle Technician Training Video - Virtual Reality Solution	AED 57,266.80
Total			AED 218,455.58

DEWA Stores			
S. No	Item	Description	Total (AED)
1	DEWA Stores - Inbound	DEWA Stores - Inbound video -180 sec	AED 113,338.58
2	DEWA Stores - Outbound	DEWA Stores - Outbound video - 180 sec	AED 113,338.58
3	DEWA Stores - Bin Maintenance	DEWA Stores - Bin Maintenance video - 120 sec	AED 75,559.05
4	DEWA Stores - SUT	DEWA Stores - SUT video - 90 sec	AED 56,669.29
Total			AED 358,905.49

DEWA Stores		
Item	Description	Total (AED)
HR Onboarding Training - VR Solution	HR Onboarding Training - Virtual Reality	AED 213,922.53
Total		AED 213,922.53

Hardware and Support		
Item	Description	Total (AED)
Post Go-live support and PM	Technical Support and Project Management - 11 months	AED 685,718.12
Required Hardware	Hardware - 6 sets - VR headset Oculus Quest 2 - Mediaserver/Laptop - 42 inch screen - Misc (cables, adapters, etc)	AED 149,362.84
AMC	Annual Support	AED 245,989.18
Total		AED 1,081,070.14

Grand Total in AED	AED 2,705,878.84

b. Payment Milestone

1. 70% in advance along with PO
2. 30% After Go Live

c. Terms and Conditions

The terms governing your services are listed within:

- The rates quoted above are in AED only.
- The rates quoted above are excluding VAT and any other federal taxes.
- The above offer is valid for the overall BOQ/proposed components, prices may vary if any of the components are removed.
- This price quoted excludes any other levies, taxes which may be imposed by the UAE government excluding VAT. If and when imposed, they will be charged over and above the Price quoted at the applicable rate.
- Payment Terms is within 30 days from the date of invoice
- Delivery: As per the technical proposal timelines proposed.

- Licenses delivery/Resource mobilization will be as per agreed timelines in the technical proposal based on the date of receipt of PO/signed contract.
- No penalty clause will be acceptable on Alpha Data.
- Once the Order is placed, no cancelation accepted.
- Proposal is strictly valid until the days mentioned in the first page of the proposal, for any orders to be placed after the expiry of the proposal, customer is encouraged to obtain a revised proposal.

Commitments and Purchase Order

Technical and Commercial commitments made by us in writing only form part of our commitment. Your purchase order should refer to our Proposal reference version and date, for easy correlation. Firm purchase order once placed by you cannot be cancelled without prior written agreement between us.

Customs Duty

Unless mentioned otherwise, prices quoted include customs duty. However, in case of any customs duty changes, the same will be payable by you. The Customs duty at time of confirming order shall apply.

Passing of Risk and Title

Ownership of supplied items remains with Alpha Data until payment in full is received. Risk passes on to you on delivery to your premises as designated by you.

Force Majeure

Neither of us shall be liable or deemed to be in default for any delay or failure in performance resulting directly or indirectly from acts of God, Civil or Military authority, acts of public enemy, war, riots, civil disturbances, insurrections, accidents, fire, explosions, earthquakes, floods, shortages etc. beyond the reasonable control of such party.

Non-solicitation

No resource of Alpha Data can be hired by customer or its affiliates for the 2 subsequent years from the date of PO/contract expiry and/or its closure date and during the service duration of the contract/PO.

Use as Reference

Alpha Data may refer to you as a customer in sales presentations, marketing vehicles and activities. In addition, you can agree to become part of Alpha Data reference program by working with a representative from Alpha Data Marketing to develop a customer profile for use on Alpha Data site and for other promotional activities at Alpha Data's discretion. The profile will include a quote from an executive of your company and your company's logo upon consent from your side.

d. Conclusion

We believe the above is in line with your requirement and hope to receive your valuable order. In case you need any further information or clarification, please feel free to contact us.