

STARK INDUSTRIES SOFTWARE DEVELOPMENT PROPOSAL

JANUARY 2022

OVERVIEW

Oscorp Inc. deals with experimental science, military research, and cross-species genetics. It is looking for a solution to ongoing problems in the day-to-day running of the business. Common issues include double booking, losing track of payments, not getting contracts signed and no central way of storing information. We do this by automating as many tasks as possible and only using humans where necessary. Ultimately, this should be a cost saving exercise due to reduced outgoings of existing software, reduced staff costs and higher productivity.

The Objective

- To give the business a platform to grow, without adding staff.
- Minimizing record keeping efforts of the company and improving productivity.

The Solution

- Building a custom software that can be accessed from anywhere, is centralized and is easy to use i.e., IT management is not required or least required.

OUR PROPOSAL

Oscorp Inc. has always been ahead when it comes to development of defense weapons and tactics. However, it has been facing issues when it comes to keeping track of daily records from payments to personal details. To overcome these problems, we have come up with a software application. This software will adapt and evolve to suit your business in whatever form it takes in the future. For now, the main tasks we're focusing on are:

- New enquiries going directly into the CRM component.
- All bookings to be handled through a custom-built calendar
- All course agreements will be digitally signed, saving time.

- All invoicing will be set up in Xero with an integration so you can see who's paid what in the CRM

Our solution easily integrates with a wide range of CRM solutions and can enable you to take advantage of the improved productivity. More importantly necessary training will be provided to the staff to ensure, the staff can ramp up quickly and realize the improvements in their day to day working and save time.

Execution Strategy

The project will be delivered in 14 weeks. The steps to get the idea into a concept to its launching is explained below:

1. Observation and Analysis

We already have a rough idea of the work that needs to be done, but we dig far deeper and work out the tiny intricacies of what needs improving and what doesn't. A lot of the questions, but we will also ask members of your team too as they're often closer to the nuances of the issues.

2. Designing

Next, we'll get working on the layout of the software and the key flows that the system is being built around. At this point 80% of the system will be designed from a visual perspective.

3. Demonstration

Once the screens are designed, we run you through a live demonstration on exactly how the flows will work and how you'll use the system. Once the screens are approved by you, the flows, the data in/out, you sign this stage off and we get to work putting it together.

4. Development

It's at this point we go a little quiet and just get it done. We give you progress reports when we reach milestones. There will be occasions where we need something clarified or checked with you. This is the longest part of the process.

5. Staff Training

Our training is done in groups of 3 which we've found is the sweet spot for discussion and group learning. We group departments and people who will use the system in a similar way so we can go deeper into certain topics.

6. Importing Existing data

Any organized or unorganized spreadsheet or database will be imported in an organized manner to the software's database. If there's a day where everything needs to be switched over to keep everything in sync, then we'll do the import over the weekend.

7. Release

We always launch over the weekend after your staff is training ready. We've found that the shorter space of time between training and launch the more common it is to need re-training.

8. Revision

To make sure that our lines of communication are open during your first few weeks. Our development team will be ready-and-waiting for any tiny changes. Having a system like this is an ongoing process. It works by having good communication from your side and us being responsive to those questions and requests.

Technical/Project Approach

The software will be made into a web app which can be accessed by working personnel even from their homes using valid login ID and password.

The software will be built using HTM, CSS, JS for its front end with React front end framework. Backend will be built using Django (Python) and Firebase by Google to store and update the receiving information and will be hosted on our company's private server for safety and maintenance.

Resources

The resources that need to be provided by Oscorp Inc. and its purposes are mentioned below.

Resource	Purpose
Employee/Staff Data	To provide login and restricted access to the staff.
Past payment data	Uploading previous payment data on the software and link any incoming payments to updating database.

Login/Logout Logs	Helps in keeping staff attendance in check and can be later reviewed by the higher ups.
Past/Future Calendar records	To update the meeting or any other events in the software's calendar section.

Project Deliverables

Following is a complete list of all project deliverables:

Deliverable	Description
Staff Login	Update time in and time out of a staff's work
Calendar	To keep team meetings and record of any upcoming important events.
Payment Data	Helps the higher accountants and officials investigate incoming or outgoing payments of the company without going through large sheets or books.

EXPECTED RESULTS

Financial Benefits

- All incoming and outgoing payments will be saved in one location with filters if required which can be used during each financial year quarter and can be reviewed at any point of time.
- Cost will be reduced to employ people to preserve and backup these records.

Technical Benefits

- All time in and time out of staff members will be stored in one place in a database. This will reduce paper wastage and storage is scalable for future uses.
- Meetings of teams can be scheduled from the software; hence a separate notice need not be required.

PRICING

The following table gives the breakdown of pricing and costs of the process:

Service	Price
Signing of proposal	20000
Software Development	40000
Hosting and Maintenance	10000/Month
Staff Training	5000

*Sample Disclaimer: Disclaimer: The prices listed in the preceding table are an estimate for the services discussed. This summary is not a warranty of final price. Estimates are subject to change if project specifications are changed or costs for outsourced services change before a contract is executed.

CONCLUSION

Like with any business purchase, there's risk attached. We want to remove that risk from you and place it on ourselves. The entire purpose of this project is to save your business time and ultimately money and we feel can illustrate that clearly. Because of that, here is your guarantee:

"Pay Rs. 20000 deposits. We will design the screenshots for your new business automation system. Show you. If you don't feel it's going to save you the time, we think it will, then just send me a text after we've gone, and we'll refund your Rs. 20000 no questions asked."

So, if you don't believe what we're suggesting is going to work...then you shouldn't pay.

If you would like to join us and become a client then we'd be delighted to have you. We'll arrange initial interviews where we'll gather all details we need and be in touch with your invoice details for the initial deposit of Rs. 20000.

Kartik Padave

Project Manager,

Stark Industries.