

**M/s. Zad Holding Company  
Service Memorandum (SM)**

Date:	29-Jan-2020			Reference No.	SM/ZAD/HIT/2020/001				
Nature of Service	HIT Implementation & AMC			Department	IT				
Objective of The Service	HIT implementation & 5 years Annual Maintenance for USA, QFJ, DANDY & ODC (As per management discussion, we are moving out of existing HIT solution (Ramco) due to non-delivery of complete solution for a prolonged period of time)								
COMPETITIVE QUOTES FROM SERVICE PROVIDERS									
S. No.	Service Provider	Currency	Exchange Rate	Cost Type	Quoted Price		Negotiated Price		Payment Terms
					US\$	QAR	US\$	QAR	
1	WINIT (HIT Implementation & 5 years AMC)	US\$	3.65	Software License	-	-	-	-	20% Advance, 30% Blueprint sign off, 20% UAT & training, 20% Go Live, 10% after 03 months go live Advance Quarterly Advance Yearly
				Implementation Service	76,500	279,225	61,965	226,172	
				Subscription / AMC (App)	411,300	1,501,245	294,779	1,075,942	
				Hosting Charges	335,475	1,224,484	335,475	1,224,484	
				<b>TOTAL</b>	<b>823,275</b>	<b>3,004,954</b>	<b>692,219</b>	<b>2,526,598</b>	
2	BIZOM (HIT Implementation & 5 years AMC)	US\$	3.65	Software License	-	-	-	-	100% Advance (Installation, Setup, and customization charges) Advance Yearly Hosting charges already included in subscription
				Implementation Service	59,200	216,080	44,700	163,155	
				Subscription / AMC (App)	1,850,850	6,755,603	987,120	3,602,988	
				Hosting Charges	-	-	-	-	
				<b>TOTAL</b>	<b>1,910,050</b>	<b>6,971,683</b>	<b>1,031,820</b>	<b>3,766,143</b>	
3	SAP (HIT Implementation & 5 years AMC)	US\$	3.65	Software License	1,182,488	4,316,079	331,097	1,208,502	Advance Advance Yearly
				Implementation Service	350,000	1,277,500	350,000	1,277,500	
				Subscription / AMC (App)	1,300,736	4,747,687	364,205	1,329,352	
				Hosting Charges	515,270	1,880,734	515,270	1,880,734	
				<b>TOTAL</b>	<b>3,348,494</b>	<b>12,222,000</b>	<b>1,560,573</b>	<b>5,696,088</b>	
3	SYNCWISE (HIT Implementation & 5 years AMC)	US\$	3.65	Software License	184,525	673,516	184,525	673,516	50% Advance, 40% Beta Rel, 10% Go Live Advance Yearly
				Implementation Service	27,000	98,550	27,000	98,550	
				Subscription / AMC (App)	166,073	606,165	166,073	606,165	
				Hosting Charges	515,270	1,880,734	515,270	1,880,734	
				<b>TOTAL</b>	<b>892,868</b>	<b>3,258,965</b>	<b>892,868</b>	<b>3,258,965</b>	
<i>All the supported Quotation should be attested</i>									
RECOMMENDED SERVICE PROVIDER									
S. No.	Service Provider	Currency	Exchange Rate	Total in US\$		Total in QAR		Payment Terms	
				Software License	-	-	-		
1	WINIT (HIT Implementation & 5 years AMC)	US\$	3.65	Implementation Service	-	61,965	226,172	As mentioned above	
				Subscription / AMC (App)	-	294,779	1,075,942		
				Hosting Charges	-	335,475	1,224,484		
				<b>TOTAL</b>	<b>692,219</b>	<b>2,526,598</b>			
				<i>Service Provider Selection Criteria.</i>					
1. Lowest Total Cost of Ownership (TCO) for 5 years. 2. WINIT is providing customized solution based on agreed & signed RFP & Blueprint Document. Detailed comparison analysis to select WINIT is attached (Annexure 1).									
<i>Remarks:-</i>									
1. Other cost (Visa, lodging & boarding etc.) for consultants @ US\$ 33,041 (i.e. QAR 120,600) is applicable for WINIT, BIZOM & SYNCWISE.									
JUDGEMENT ACTUAL									
Budgeted value for the requested service	Total								Remark
Utilized till date	QAR 5,542,766	As per approved Project Charter PC/ZAD/IT/2020/001							
Balance Available	QAR 5,542,766								
Proposed as per service memorandum	QAR 2,526,598								
Variance	QAR 3,016,168								
AUTHORIZATION/APPROVAL									
<i>[Signature]</i> Head - IT Department	<i>[Signature]</i> Senior Manager - Finance	<i>[Signature]</i> Vice President - Finance	<i>[Signature]</i> Chief Executive Officer	<i>[Signature]</i>					<i>[Signature]</i> Vice Chairman

WIN INFORMATION TECHNOLOGY PVT LTD	No. of years as per contract	User Count	Rate per month	Monthly Cost in USD	Yearly Cost in USD	Amount as per SM in USD	Quarterly Cost In USD
As per approved SM	5	457	10.75	4,912.75	58,953.00	294,765.00	14,738.25
Charges as per the current user		537	10.75	5,772.75	69,273.00		17,318.25