

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

Date:	29-Jan-2020	Reference No.	SM/ZAD/HHT/2020/001
Nature of Service	HHT Implementation & AMC	Department	IT
Objective of The Service	HHT Implementation & 5 years Annual Maintenance for US\$ QP, DANDY & QDC (As per management discussion, we are moving out of existing HHT 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 (HHT 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	
				TOTAL	823,275	3,004,954	692,219	2,526,598	
2	BIZOM (HHT 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	-	-	-	-	
				TOTAL	1,910,050	6,971,683	1,031,820	3,766,143	
3	SAP (HHT 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	364,206	1,329,352	
				Hosting Charges	515,270	1,880,734	515,270	1,880,734	
				TOTAL	3,348,494	12,222,000	1,560,573	5,696,088	
3	SYNCWISE (HHT Implementation & 5 years AMC)	US\$	3.65	Software License	184,525	673,516	184,525	673,516	50% Advance, 40% Beta Ref, 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	
				TOTAL	892,868	3,258,965	892,868	3,258,965	

All the supported Quotation should be attached

RECOMMENDED SERVICE PROVIDER							
S. No.	Service Provider	Currency	Exchange Rate		Total in US\$	Total in QAR	
1	WINIT (HHT Implementation & 5 years AMC)	US\$	3.65	Software License	-	-	
				Implementation Service	-	61,965	226,172
				Subscription / AMC (App)	-	294,779	1,075,942
				Hosting Charges	-	335,475	1,224,484
				TOTAL	-	692,219	2,526,598


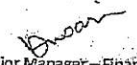
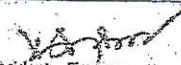

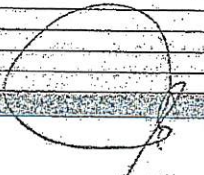
Service Provider Selection Criteria:

- Lowest Total Cost of Ownership (TCO) for 5 years.
- WINIT is providing customized solution based on agreed & signed RFP & Blueprint Document. Detailed comparison analysis to select WINIT is attached (Annexure 1).

Remarks:

- Other cost (Visa, lodging & boarding etc.) for consultants @ US\$ 33,041 (i.e. QAR 120,600) is applicable for WINIT, BIZOM & SYNCWISE.

BUDGET vs ACTUAL		
	Total	Remark
Budgeted value for the requested service	QAR 5,542,766	As per approved Project Charter PC/ZAD/IT/2020/001
Utilized till date	-	
Balance Available	QAR 5,542,766	
Proposed as per service memorandum	QAR 2,526,598	
Variance	QAR 3,016,168	

AUTHORIZATION/ APPROVAL				
				
Head - IT Department	Senior Manager - Finance	Vice President - Finance	Chief Executive Officer	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