# Business Proposal

**Prepared For:** SAIL  
 **Prepared By:** Softmeets Info Solutions  
 **Date:** [Today's Date in appropriate format]

## 1. Executive Summary

SAIL aims to enhance its logistics operations by implementing a System Driven Logistics Forecast Module to optimize vessel scheduling and port-plant linkages using AI technology. Softmeets Info Solutions, with its vast experience in transforming industries with digital solutions, proposes an integrated web and desktop software development project to deliver a cost-effective and efficient logistics strategy.

## 2. About Us

Softmeets Info Solutions is a leading IT and consulting firm with over forty years of experience in transforming companies into smarter, more efficient versions of themselves. We specialize in digital transformation, SaaS, automation, IoT, AI & Analytics technologies. Our successful collaborations span across global industries, including major projects with the Government of India.

## 3. Services Offered

* Digital Transformation
* SaaS Implementation
* Automation Solutions
* IoT Solutions
* AI and Analytics Technologies

## 4. Proposed Solution

The proposed solution involves a four-stage project over twelve months: - **Baseline and Analysis (3 months):** Mapping SAIL's production and logistics to assess current operations. - **Benchmarking (1 month):** Analyzing industry standards to enhance SAIL's logistics. - **Logistics Solution Design (4 months):** Developing an analytics-driven logistics transformation model. - **Implementation Support (4 months):** Assisting with solution rollout, including model deployment and governance improvements.

Tech Stack: Utilization of AI tools, SAP system, analytical models, and predictive tools.

## 5. Project Timeline

* **Stage 1:** Baseline and Analysis - 3 months
* **Stage 2:** Benchmarking - 1 month
* **Stage 3:** Logistics Solution Design - 4 months
* **Stage 4:** Implementation Support - 4 months

## 6. Pricing & Payment Terms

Currently not specified. We will provide a customized quote based on further discussions.

## 7. Why Choose Us?

Softmeets Info Solutions is equipped with CMMI Level 5, ISO 27001:2013, ISO 20000-1:2018, and ISO 9001:2015 certifications. Our commitment to excellence and client satisfaction is unparalleled, as evidenced by our long-term partnerships with leading companies.

## 8. Terms & Conditions

Details regarding safety, other terms, and penalty clauses are yet to be specified and can be tailored to meet SAIL's requirements.

## 9. Next Steps

We invite SAIL to discuss this proposal further, allowing us to tailor our approach to your specific needs. Please contact us at INFO@SOFTMEETS.COM or +(91) 9434 811 929 to schedule a meeting.

Sincerely,  
 Softmeets Info Solutions

[Note: Replace "[Today's Date in appropriate format]" with the current date when presenting this proposal.]