

Engagement Proposal for Genworks



Our Understanding

Client needs an E-Store for delivering their products and services to its vast number of clients.

The scope of work includes:

- Creating a B2B Portal to allow the customers to search, filter items and place Sales Order.

DEPENDENCIES ON CLIENT

- Provide REST APIs to connect to Business Central
- Branding and Design guidelines
- Deployment hosting environment for development, staging and production
- Third party Licenses
- Participation in client workshop
- Approval on designs and deliverable
- Final sign off and acceptance of build

PROPOSED SOLUTION

- ☐ The proposed solution will involve using resources with various technical skillsets.
- ☐ Fixed Price for 3 technical resources 01/10/2022 to 31/09/2023
- ☐ The amount payable by Genworks will be fixed. If there is a need to bring in any additional resources Genworks will be informed and amount payable agreed in advance.

PROPOSED SOLUTION

Keeping in mind the technology support required by **Genworks**, **MagnusVista** recommends a Fixed Price engagement.

This engagement will help **Genworks** realize it's product vision while **MagnusVista** takes ownership of the custom development. MagnusVista's technology thought leadership team will ensure continued efficient delivery for this engagement.

This engagement enables knowledge retention for the Client in the long term reducing overheads and enabling faster Go to market

The composition of dedicated team to be deployed for the iterative development phase is as follows:

- Senior Software Developer- (Tech Lead) – 1 FTE for the duration.
- Software Developer- (1 .Net) – 1 FTE for the duration.
- Software Developer– (1 Angular) – 1 FTE for the duration

Besides the above, additional On-demand resources can be deployed as per varying program needs. Such resources may comprise the following skillsets - UX/UI Designers, UI Developers, Backend/API Developers, Technical Architect etc.

EXECUTION METHODOLOGY

Monthly FTE based Fixed Price is an engagement model which provides the flexibility for Genworks

- The team will be led by a senior Project Manager who would be the single point of contact for all sprint planning, project communications etc.
- The Consultants will continue working on Client's development initiatives on a month on month basis as an extended development team of the client.
- Consultant team will be working in conjunction with Client's team, analyze the requirements and jointly discuss the development roadmap
- Consultant will diligently maintain and submit the timesheets to Client at the end of every month against the planned FTEs allocated
- The team can be extended basis the immediate needs of Client, both with regards to skill set as well as the headcount
- One of the key success factor of this model is the continuous delivery and cost control exactly as per varying program needs
- This On-demand team can be ramped up/down depending on Client's requirement upon mutual agreement and with sufficient prior notice.

TEAM ROLES

Role	Responsibilities
Senior Software Developer	<p>Complete responsibility of managing Project end to end which includes:</p> <ul style="list-style-type: none">• Operational Planning & Control of Project activities with team• Task allocation, monitoring progress & Review• Delivery & Quality Management• Reporting• Single point of contact for any information or escalation.• Helps to define a solution for Business process & operational related problems• Assist in Refining the business model• Responsible for technical and functional delivery to client

TEAM ROLES

Role	Responsibilities
Software Engineer	<ul style="list-style-type: none">• Work on application development lifecycle activities that include: Analysis, Design, Coding, Unit Testing & Implementation• Execute all phases of software application projects including resolving issues and helping to ensure successful deployment• Add value in all stages of project work (definition, development, deployment)• Tackle inconsistencies in data quality and create processes to overcome system deficiencies

COMMERCIAL –Fixed Price ENGAGEMENT

The monthly cost of the Iterative development phase for **6 Months** is as follows

Skill	# of Resources (core team)	Cost
Senior Software Developers	1	Rs 1,60,000
Software Developer (Backend)	1	Rs 1,20,000
Software Developer(Frontend)	1	Rs 70,000
Total	3	Rs 3,50,000

Fixed Price for the team

- @ Rs 3,50,000 will be charged for the 3 resources per month at and average of 22 days x 8 Hrs
- If there are additional hours or additional resources are required beyond 10% of the time allocated, we will inform the Genworks team and update the contract and timesheets.

Note: Invoices will be raised on a monthly basis, in arrears, per the number of resources deployed in the team



Thank you