PROPOSE FOR EXPENSE

Date: 15/Jan/2026

Propose Services to Hire: Hire Outsource Devlopers

Purpose: Develop New Smartsam

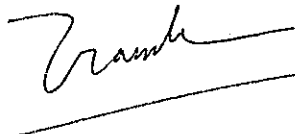Cost: 20,000,000 VND/Months(Not included Personal Income tax)
Time: Around 1.5 Years

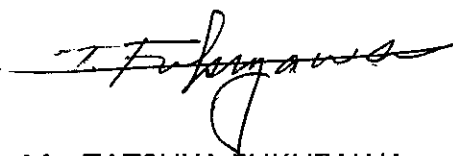| Proposed By	Checked By	Approved By
Dang Quang Hai/IT	Le Quoc Ngan Tram	Mr. TATSUYA FUKUZAWA
	AD Manager	General Director

Dear Sir/Madam,

As Mr. Fukuzawa requested, I would like to explain why we need to research a new toolset for developing our management system.

Our current apartment rental management software (Smartsam) is based on a very old toolset, (Visual Basic 6, Crystal Report 8), approximately 40 years old. This toolset only runs on Windows 7.

There is a possibility that this toolset will become unusable in the future (a verbal warning from IOCHU's IT department). If that happens, adding or modifying any functionality in Smartsam to suit changing real-world conditions will be impossible.

The research on the new toolset aims to:

1. Primarily meet the new requirements of SSG.
2. Transfer the old Smartsam functionalities to the new system (write new code by new languages. The functionality to be equivalent to the old system but more professional on the new system). The functionality will be optimized, the interface will be more visually appealing, it will run on web environment (as recommended by the IOCHU IT department), and it will also be mobile-friendly. Please see the attached file.

⇨ **Mr. Fukuzawa request some methods**

1. **Developed entirely by external partners**

2. **Collaboration between the company and external partners**

3. **Self-developed**

There are 3 offers from partners and 1 self-developed solution as table bellow:

Comparison Table of Software Solutions for Rental Apartment Management

Option	Provider	Initial Cost	Monthly Cost	Estimated Duration	Advantages	Disadvantages
1. Pre-built Software	ANANDSYSTEM (India)	USD 2,000	USD 300/month	3-4 months	Professional hotel management system, quick deployment, attractive pricing	Lacks key features such as purchasing management, long-term tenant management, task management, debit note handling, Linnen Control; limited customization
2. Outsourced Development Team	EZ Tek (Vietnam)	None (labor-based pricing)	First Month : 290,000,000 VND From second Month : 390,000,000 VND/month	No fixed completion timeline	Professional team, customizable solution, scalable resources	High cost, uncertain delivery time, dependent on vendor
3. Directly Hire Developers	Freelance Developers	None	~20,000,000 VND/month (not include personal income tax) per developer (6 hours/day, USD 10/hour)	Approx. 1.5 years	Low cost, flexible, full control over development direction	Requires internal management (SA, PM, BA), slower progress if lacking experience

Option	Provider	Initial Cost	Monthly Cost	Estimated Duration	Advantages	Disadvantages
4. Fully In-house Development	Internal Team			Approx. 2.5 years	Cost-saving, full control, secure data handling	Long development time, high workload, requires strong technical expertise

Summary

- **Option 1:** Best for quick deployment with limited customization needs. Some modules are missing.
- **Option 2:** Suitable for organizations with sufficient budget seeking a tailored solution.
- **Option 3:** Balanced approach with moderate cost but requires internal management capability.
- **Option 4:** Most cost-effective but time-consuming, suitable only if time is not a constraint.