Kachow Tech Services

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Monday, 25 March 2024

Nancy Polychronopoulou

Dear *Nancy*,

Thanks for discussing your business with us. We’ve compiled 3 options that we believe will help achieve the business goals we’ve discussed.

Please review our proposal and let us know if you have any questions or comments. We will follow up if this method does not meet your expectations for the current project.

Regards,

*David Loder  
Daniel Gillespie*

*Dewan Tasneem*

*Jonathan Isley*

**PROJECT OVERVIEW**

We would like to create a database for vehicles and parts for your auto parts distribution company.

We can recognize that selling auto parts can be difficult depending on many makes and models However most vehicle manufacturers use similar, if not the same chassis models among themselves to share parts from different models of vehicles.

With thousands of different makes and models of vehicles, those who share a chassis model can potentially share similar parts and thus can help create potential sales for customers.

Your current database only keeps track of parts to one make, model and year of vehicle for parts. This can limit your sales and thus have higher inventory and depreciation of unsold parts.

By having this database implementation configured, we can estimate that sales will increase by 10% to 15% and clear more of unused stock.

The goal is to have vehicles with same chassis models to share the same parts as other vehicles with the same chassis model. We are confident that with making this implement, we can improve your efficiency and better help your customers in purchasing the correct parts.

We look forward to helping you do better.

David Loder

Project Coordinator at Kachow Tech Services LLC

davidloder@kachowts.com

Page 1 of 3

**Business Rules**

As discussed through our initial meeting, we have defined the following business rules for your database. We took the liberty of making a bulleted list for you.

* A vehicle has a make, model, year, and chassis number. Any vehicle that has the same chassis number has parts that are compatible with that model.
* A part has a part number, category, and price. A part can have many subparts. Parts also have a manufacturer and has the chassis numbers that it is compatible to. A part can have multiple chassis numbers that it is compatible to. Parts can have warranties which have a length of time measured in years. Warranties start upon time of purchase and are associated to the customer by order number, part number, and order date.
* Customers have a customer id, address, and phone number. Customers can place many orders for parts, and order can have multiple parts to it. Orders have an order id, order date, shipping cost, and total cost which is calculated for all parts on the order.
* Parts are stored in warehouse locations for distribution. Many different parts can be at many warehouses and where the part is stored dictates the shipping cost for orders.

If there are any questions or further details we should add to the business rules, please reach out to us to further assist you.

**PROJECT OPTIONS**

We’ve listed 3 possible options below for the project. You will notice that option 3 has a monthly retainer service included. This provides you with on-going access to our expertise in this area as well as the tasks outlined below.

We would estimate and recommend that you will benefit from retainer services for a minimum of 3 – 6 months.

**Option 1:**

We will redesign your database, focusing on creating relations between parts and vehicles using a chassis model number.

Additional services under this option include:

* Deployment of SQL Server using Oracle.
* Providing SQL Database instructions on how to utilize table functions.

**Option 2:**

This option includes everything from option 1, but also includes the following additional services:

* One-on-one training on how to maintain and alter SQL Server
* Create tables and relations to incorporate customer sales and shipping information.
* 3 database updates and restructures based on business needs

**Option 3:**

This option includes everything from options 1 and 2, but also includes the following additional services:

Page 2 of 3

* Database support and consultation for duration of retainer
* Unlimited database updates based on request of services
* Dedicated server hosting and backups for SQL Server.

**TERMS OF AGREEMENT**

Page 3 of 3

You will notice that we do not provide an hourly billing cost. This is harmful to you in the sense that it discourages efficiency and creativity from our part and in the end, we are both focused on the outcome and not inefficient hours worked.

The prices provided below are fixed, which means there are no hidden fees and we absorb all the risk in completing the project within these boundaries.

The pricing for each option is as follows:

* Option 1 is $3,500 once-off
* Option 2 is $4,500 once-off
* Option 3 is $5,950 once-off + $500 /month retainer

Once-off fees are to be paid in full upfront and the retainer amounts are due at the beginning of each month.

We guarantee our work. If at any point, you feel that we have failed in delivering what is described in this proposal, please contact us and we will either make necessary changes or refund you.

Please select the option you prefer with an “X” and sign below:

Option 1

Option 2

Option 3

*Upon receipt of this agreement, I will send through an invoice for payment.*



Note: This proposal is only valid until 20 March, 2024