**Pricing & Payment Structure**

**Option 1: Single-Tenant Solution**

* **Minimum Price:** 10,000,000 TZS (one-time development & deployment fee).
* **Support:** Standard (bug fixes, updates, and 3 months included).
* **Revenue Share:** Not applicable.

**Payment Phases (10M TZS)**

| **Phase** | **Deliverable** | **% Payment** | **Amount (TZS)** |
| --- | --- | --- | --- |
| Phase 1 | Requirement validation & system setup | 25% | 2,500,000 |
| Phase 2 | Core modules (Sales, Payments, Expenses, HR Attendance, Inventory) | 25% | 2,500,000 |
| Phase 3 | Advanced modules (Finance, Closing Sales, Reports) | 25% | 2,500,000 |
| Phase 4 | Final testing, training, deployment & 3-month support | 25% | 2,500,000 |
| **Total** |  | **100%** | **10,000,000** |

**Option 2: Multi-Tenant Solution**

* **Minimum Price:** 15,000,000 TZS (system setup & deployment).
* **Revenue Share:** 20% of client subscriptions/transactions.

**Payment Phases (15M TZS)**

| **Phase** | **Deliverable** | **% Payment** | **Amount (TZS)** |
| --- | --- | --- | --- |
| Phase 1 | Requirement validation & multi-tenant architecture setup | 25% | 3,750,000 |
| Phase 2 | Core modules (Sales, Payments, Expenses, HR Attendance, Inventory) with tenant separation | 25% | 3,750,000 |
| Phase 3 | Advanced modules (Finance, Closing Sales, Reports, Tenant Billing) | 25% | 3,750,000 |
| Phase 4 | Final testing, training, deployment & 6-month premium support | 25% | 3,750,000 |
| **Total** |  | **100%** | **15,000,000** |

**Key Notes**

* **Support Renewal (after included period):**
  + Single-Tenant: 500,000/= TZS per month.
  + Multi-Tenant: 750,000/= TZS per month.
* **Revenue Share (multi-tenant only):** 20% of subscription/transaction revenue goes to Pamoja Inc.
* **Customization Requests (future):** Billed separately depending on scope.