

MOBILE APP BUNDLE PRESENTATION GUIDE

- Save \$4,550 vs buying web and mobile separately
 - One integrated system - same database, seamless experience
 - Prepared for: GXA Assurances | Date: November 02, 2025
 - Launch together - coordinated timeline
 - Lower total cost with early adopter discount
- PRIMARY OFFER: WEB + MOBILE BUNDLE**

Since client previously requested mobile apps, present bundle as primary option:

PRICING COMPARISON:			
BUNDLE PRICING:	Total	Net Payment	Savings
Option			
Web Application:			\$12,500.00
Web + Mobile Bundle			Save \$4,550
Mobile Apps (iOS + Android):	\$20,500	\$15,950	\$8,000.00 (early adopter discount)
Web + Mobile Separate	\$25,000	\$23,000	Baseline
Subtotal:			\$20,500.00
Web Only	\$15,000	\$10,000	Save \$5k (no mobile)
Less Prototype Credit:			-\$2,500.00
Less Bundle Discount (10%):			-\$2,050.00
HANDLING COMMON QUESTIONS:			
NET PAYMENT:			\$15,950.00
Q: Why both web and mobile?			\$20,500.00
A: Web for staff doing detailed work on computers. Mobile for customers sub			
Savings vs Separate			\$4,550.00
A: Staff need computers for paperwork and reports. Web is essential. Mobile			
is for customer convenience			
Payment 1 (40%): \$4,000.00 - At contract signing			
Payment 2 (30%): \$3,000.00 - Web Phase 2 completion			
A: Absolutely fine. Web works great on phones. Add mobile later for \$8,000			
Payment 3 (20%): \$2,000.00 - Web Phase 3 completion			
if ordered within 90 days.			
Payment 4 (10%): \$1,000.00 - Web app launch			
Payment 5 (Mobile 50%): \$4,000.00 - Mobile contract signing			
Payment 6 (Mobile 50%): \$4,000.00 - Mobile app launch			
TOTAL: \$15,950.00			

TIMELINE:

- Web Application: 3-4 months
- Mobile Apps: Launch 4-6 weeks after web
- Total: 4-5 months for complete system

PRESENTATION FLOW:

1. Show Web App
 - Demo the web application - works on computers and phones
2. Address Mobile Request
 - Mention: 'You wanted native mobile apps - here's the bundle option'
3. Present Bundle
 - Lead with bundle pricing: \$15,950 net, saves \$4,550
4. Emphasize Value
 - Complete solution: Web for staff, mobile for customers
5. Offer Backup
 - Web-only option available if budget is tight (\$10,000 net)

KEY MESSAGES TO USE:

- Gaboodal Solutions | ibrahimr@me.com | +971 52 799 8111
- "Since you wanted mobile apps, I prepared the bundle - saves you \$4,550."
- "Bundle: Web for staff on computers, mobile for customers on phones."