



SUCCESS INNOVATIVE TECHNOLOGIES PRIVATE LIMITED

Avadh Car Mela

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1. Proposal of Management Software

We appreciate the opportunity to collaborate with you on enhancing your dealership operations and optimizing your customer relationship processes. As discussed, we have prepared a comprehensive proposal outlining the implementation of a robust **Car Dealer Management System (CDMS)** tailored to meet your specific business needs and objectives

1. Purpose :

The primary objective of this proposal is to streamline your vehicle sales and service processes while concurrently boosting your online visibility and lead conversion through effective digital engagement strategies. By implementing a customized Car Dealer Management System, we aim to enhance your overall operational efficiency and customer experience.

2. Scope :

- * Development and customization of a Car Dealer Management System to handle:
- * Vehicle inventory management
- * Customer data and sales tracking
- * Service scheduling and reminders
- * Lead management and follow-ups
- * Analytics and reporting dashboard

3. Target Audience :

Your target audience includes walk-in customers, online leads, returning clients, and potential buyers exploring your inventory via digital channels. Our system and strategies will be designed to effectively capture, engage, and nurture these key audience segments at various touchpoints.

4. Constraints :

While we strive to deliver high-quality results within your specified budget and timeframe, several factors such as third-party integration challenges, market fluctuations, or availability of accurate data may impact delivery and performance outcomes.

5. Benefits :

- * Streamlined inventory and customer management resulting in faster sales cycles.
- * Increased customer retention through automated follow-ups and service reminders.
- * Real-time insights into dealership performance through integrated analytics.
- * Enhanced digital engagement, driving more footfall and online inquiries.

6. Implementation Plan:

*Phase 1**: Requirement gathering specific to dealership operations (3 Days)

*Phase 2**: Design of Web Portal / Android Mobile Application (4 Days)

*Phase 3**: Client Approval (2 Days)

*Phase 4**: Development (7 Days)

*Phase 5**: Implementation (2 Days)

*Phase 6**: Testing (2 Days)

> ***Note:** Only working days will be considered in the timeline.*

7. **Resources:**

Our team of experienced developers, automotive system consultants, and digital marketers will be dedicated to the successful execution of this project. We may also require access to existing inventory records, past customer databases, and online sales platforms to ensure seamless integration and transition.

We are confident that this Car Dealer Management System will not only simplify your dealership processes but also significantly enhance your customer satisfaction and business growth. We are committed to delivering measurable outcomes and building a long-term partnership for continued success.

Please feel free to reach out with any questions or for further clarification regarding this proposal. We look forward to working closely with you on this transformative journey.

For Any Query Contact To

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2. Car Dealer Management

2.1 General Overview

In today's competitive business landscape, maintaining strong and lasting relationships with customers is essential for sustainable growth and success. Our Software solution is designed to empower businesses across various industries to optimize customer engagement, improve operational efficiency, and achieve their strategic objectives.

2.2 Modules

2.2.1 Vehicle Inventory Management

- Vehicle Intake (with inspection checklist)
- Vehicle details (make, model, year, variant, VIN, registration no., fuel type, mileage, etc.)
- Ownership history tracking
- Photo upload & documentation
- Vehicle status (available, reserved, sold, under service)
- Aging report (stock aging alerts)
- Parking location tracking

2.2.2 Purchase Management

- Seller onboarding (individual/company)
- Purchase offer negotiation tracking
- Purchase agreements & KYC upload
- Vehicle inspection & valuation logs
- RTO document collection
- Vehicle inward entry with pricing

2.2.3 Sales Management

- Quotation generation
- Booking management
- Sales agreements
- Test drive scheduling & feedback
- Vehicle delivery checklist
- Transfer of ownership tracking
- Pending documents reminder
- Invoice generation

2.2.4 Account Module (No GST)

- Purchase Ledger (car purchases)
- Sales Ledger (vehicle sales)
- Expense tracking (repair, service, refurbish)
- Commission & incentives tracking
- Payment tracking (receivables/payables)
- Cash/Bank Book
- Journal entries
- Profit/Loss per vehicle
- Financial reports: Balance Sheet, Trial Balance

2.2.5 Document Management

- Upload and manage: RC, Insurance, Loan NOC, Pollution Certificate, KYC
- Expiry/reminder alerts for important documents

2.2.6 HRMS (Human Resource Management System)

- Employee database
- Attendance tracking (manual/biometric integration)
- Leave management
- Salary processing (without TDS/GST)
- Incentive/commission module
- Role-based access control
- Employee performance tracking

2.2.7 Service and Repair Management

- Internal servicing job cards
- Outside repair tracking (with vendor)
- Repair cost estimation
- Vehicle reconditioning tracking
- Pre-delivery inspection checklist
- Service history per vehicle

2.2.8 User Management & Roles

- Admin, Sales, Accounts, HR, Store, Mechanic roles
- Permissions & access control
- Audit logs

2.2.9 Reporting & Analytics

- Vehicle profit report
- Inventory turnover report
- Employee performance
- Daily sales & purchase summary
- Vehicle aging analysis
- Document expiry reports

2.3 Benefits

- Enhanced Customer Relationships
- Increase Sales Efficiency
- Improved Customer Services
- Actionable Insights

3. Server Configuration

3.1 Server Configuration

- 1 Domain
- 20 GB Space
- 10 GB Bandwidth
- 1 GB Dedicated RAM
- Imunify 360 Antivirus
- Cloud Linux Based Server
- 10 Email ID
- 1 Database
- 1 GB RAM
- UI Interface Panel
- SSL Certificate
- 24 * 7 On Call Support

4. Annual Maintenance

Server and AMC will be Optional If Customer required so Costing list given below

4.1 Annual Maintenance

1. If site will Crashes or Shutdown. It will have repaired byour End free of cost.
2. Annual Maintenance Charges will be 22% of total Bill Amount
3. Annual Maintenance Charges will not include in Development Cost
4. Server Costing will be Rs. 18,000 + GST Per Year
5. Server Costing will change as per Dollar Price

5. Payment Condition

5.1 Payment Condition

1. First 50% of Amount will be payable Advance Payment.
2. Remaining 25% of Amount will be payable at the time of Design finalization
3. Remaining 25% of Amount will be payable at the Time Of Project Delivery.

6. API Integration (if Required)

In this Module we List out Third Party API which will Purchased by Customer.If any Other Third Party API will required that will Purchased by Customer at time Company Consider Integration Charges Separately.

6.1 Required API

1. API for SMS

Appendix A: Costing

Serial Number	Modules	Type	Costing	GST (18%)	Total
1	ERP (Second hand Car Dealer Management)	1) Web App Panel	Rs.1,45,000	Rs.26,100	Rs. 1,71,100
2	Server	1 Year	Rs.18,000	Rs. 3,240	Rs. 21,240

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