

Cover Page

Business Proposal for QIB Campus

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Enterprise Business Proposal

2025-05-15

QIB Campus

Dear Sir/Madam,

Business Proposal for QIB Campus

We understand that every organisation needs to create an edge to succeed in the current complex business environment and how technology could help to achieve this. That is why we at SLT-MOBITEL, have created a suite of customisable and scalable intelligent enterprise solutions designed to help you make that crucial leap to take your business beyond where it can be to where it should be.

As we combine the strength of fixed and mobile, we pride ourselves on our unmatched enterprise capabilities and expert experience spanning for decades. Moreover, we have dedicated Account Managers at your service, ensuring we are not only your provider but also your partner in progress.

We are pleased to submit the attached proposal for. Our proposal briefs on

The Solution For the proposed project, a comprehensive CRM system will be customized

We look forward to discussing the proposal in detail. Do not hesitate to reach out to on should you require any assistance.

We are committed to partnering with you in your journey to success and look forward to empowering your business with our intelligent business solutions.

Thank you

Yours sincerely,

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Company Overview

SLT-MOBITEL, has been instrumental in inspiring the vision and growth of Sri Lanka's economy and technological advancement as the national Information and Communications Technology (ICT) solutions provider. With the power of fixed and mobile, we provide a range of comprehensive tech driven products, services, and solutions to complement evolving digital lifestyles. We take pride in serving over nine million customers across the island through our high-speed network of fibre, copper, and mobile access. Furthermore, through the international submarine cable system, SLT-MOBITEL has connected Sri Lanka to the world there by creating numerous global opportunities.

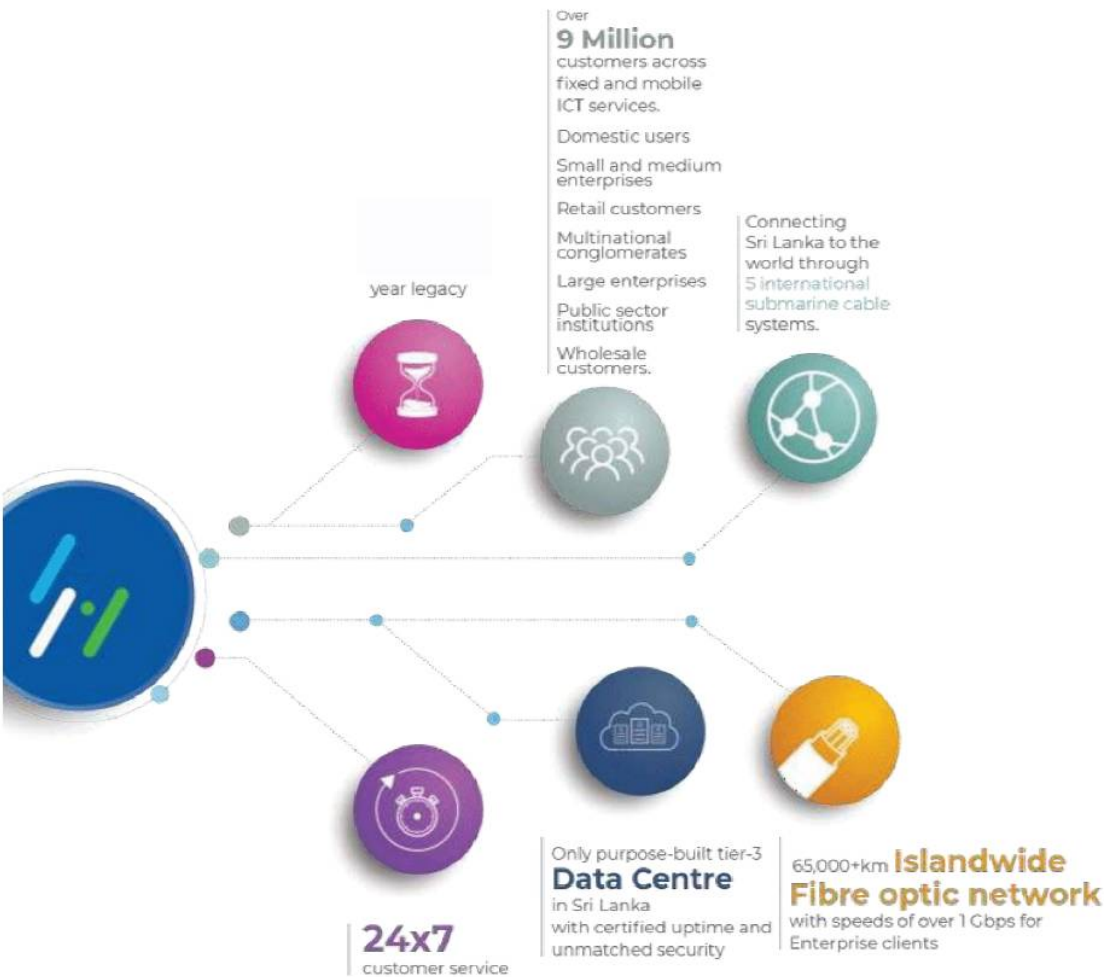
Apart from fixed and mobile telephony, broadband, data services and Internet Protocol Television (IPTV), SLT-MOBITEL is at the forefront of integrating the latest technologies to deliver diversified ICT solutions for the enterprise segment such as cloud computing, hosting services, and advanced networking solutions enabling local enterprises and small and medium- sized enterprises (SMEs) to access growth potential in both local and global markets.

The company's widespread presence across the island, with regional telecommunication offices, Teleshops, and an extensive dealer and reseller network, ensures that customers, irrespective of their location, can easily access its services. This extensive reach benefits a vast array of customers ranging from domestic users, SMEs, and retail customers to multinational corporations, enterprises and public sector institutions.

Drawing upon its legacy of 165+ years, SLT-MOBITEL is ready to meet the challenges of the Nation's digitalisation process and the emerging digital economy head-on. It has strengthened its commitment to providing lifestyle services to customers and delivering world-class platforms and solutions to enterprises. By leveraging this wealth of experience, SLT-MOBITEL continues to offer unparalleled solutions, perfectly poised to revolutionise the SME sector and drive its participation in the global digital economy.

Our Strengths

Highlights of SLT-MOBITEL's experience, technical expertise, reliable infrastructure, and financial viability.



Why with Us



Requirements Section

Please provide your requirements below. You can either type them manually or select from the options provided.

Requirements:

Solution Diagram

Detailed explanation and visual representation of the network architecture specific to the client's needs.

Your Investment

Document 1

ITEM	QTY	UNIT PRICE	TOTAL COST (RS.)	TOTAL TAX (RS.): NBT	TOTAL COST SOCIAL SECURITY CONTRIBUTION LEVY (RS.)	TOTAL TAX (RS.): 18%VAT	TOTAL COST WITH TAXES (RS.)
Cust		380,00	380,00				380,00
Chatl		13,000	13,000				13,000
What		200,00	200,00				200,00
Cher		USD \$	USD \$				USD \$
Oper		Pay as	Pay as				Pay as
Gooç		Pay as	Pay as				Pay as
What		USD €	USD 6				USD 6
What		Pay as	Pay as				Pay as

Document 2

ITEM	QTY	UNIT PRICE	TOTAL COST (RS.)	TOTAL TAX (RS.): NBT	TOTAL COST SOCIAL SECURITY CONTRIBUTION LEVY (RS.)	TOTAL TAX (RS.): 18%VAT	TOTAL COST WITH TAXES (RS.)
Cust		380,00	380,00				380,00
Chatl		15,000	15,000				15,000
What		280,00	280,00				280,00
Cher		USD \$	USD \$				USD \$
Oper		Pay as	Pay as				Pay as

Optional items

ITEM	QTY	TOTAL COST (RS.)	TOTAL TAX (RS.): NBT	TOTAL TAX (RS.): VAT	TOTAL COST WITH TAXES (RS.)
Charges for	1LOT	18500		3330	21830
NEC 24 Bt	1	29000		5220	29000
NEC 12 Bt	1	28500		5130	28500
NEC AT 40	1	5700		1026	5700
Computer	1				
Mobile phone	3				

Terms & Conditions

Delivery Period: The Project will be completed within 28 working days

Terms of Payment: Advance Payment: a. A 50% advance payment is required at the commencement of the project. This advance payment confirms the project initiation and our commitment to its successful execution. After the completion of the project and the signed-off user acceptance test, the remainder of the 50% payment needs to be paid within 5 working days. Exclusions: The following are not included in the project cost: a. Domain Registration b. Server costs c. API integrations (Mentioned otherwise) d. Gateway integrations (Mentioned otherwise) e. CRM system maintenance (Mentioned otherwise) f. Any third-party service payments (Mentioned otherwise) g. The client is responsible for managing and covering the expenses associated with the above-mentioned exclusions. 3. Payment details for project invoices will be provided upon the client's request. 4. The project will officially commence once the 50% advance payment is received, and the client has formally accepted the project proposal. 5. All prices quoted are Sri Lankan Rupees (LKR) unless specified in another currency. 6. We will not take responsibility for hardware and software that is not provided by us and expect recommendations to be in place. 7. Please note that images would be obtained from copyright-free sites but if specific images are required they would be purchased. This would have an additional image purchase cost. 8. For any additional development/change beyond the agreed scope required, an amount of LKR 4000.00 per hour will be charged. 9. There will be an additional charge if there is a scope change after the design phase of the project.

Validity of the offer: This proposal is valid for 30 days from the date of submission.

Warranty: Bug fixing will be provided on all the mutually agreed features for a period of (2) two months commencing from the public launch.

Comprehensive Maintenance Scheme (Extended Warranty, Preventive & Corrective Maintenance Services): Annual technical maintenance: Cost (LKR) 144,000.00

Additional development (Per hour): Cost (LKR) 4,000.00

Maintenance Window: Project Maintenance - Terms and Conditions What is included in this agreement: 1. Consultation, and guidance on the use of the CRM system. 2. Protection against hackers from gaining access to your system. This doesn't guarantee that the web application can't be hacked. 3. Weekly backups of your system on the server so that it may be fully restored in case of loss. 4. We're here should you need us for consultation and advice. 5. Monitoring your web application functionality to ensure that everything is working as it should and upgrade where necessary. 6. Downtime is highly inconvenient for any CRM system owner and when it happens it is important to have someone on hand to help. We can assist you by liaising with the hosting company to sort out the situation as quickly as possible. What is NOT included in this agreement and requires a separate design agreement: 1. CRM system redesign, re-alignment, or re-development. 2. CRM system design or integration including, but not limited to: shopping carts and web forums. 3. Search engine optimization services

Facilities required from Customer for installation: The client is to provide all the necessary information before the commencement of the project in the forms of API access, Hosting Server Access, images, videos, content, etc. This will ensure the project will finish within the agreed timeline

Customer Acknowledgements

Regional Enterprise Business Manager
Sri Lanka Telecom PLC

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Dear Sir/Madam,
We hereby confirmed our acceptance of the proposal submitted on 2025-05-15under Proposal
reference number,

Company Name:

Address:

Solution:

Initial & Monthly Charges:

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2025-05-15
Date

SME Solutions

COMMUNICATION Ability to stay connected with your customers and provide prompt responses are key aspects of customer service to ensure no business opportunity is missed. It is important that both internal and external communication channels are organised to achieve this, and we offer a range of communication solutions from voice to messaging over fixed and mobile to help streamline communication.

DATA HOSTING, STORAGE & SECURITY Fuel your business growth with SLT-MOBITEL's bespoke services from our purpose-built Tier III data centre, recognized by the Uptime Institute. Our "Gold Rated" facility, certified by the Green Building Council of Sri Lanka, aligns with your diverse business requirements, while championing environmental sustainability.

NETWORKING SOLUTIONS A wide range of networking solutions to connect your business to the highest levels of security and reliability at the fastest speeds. With multiple access modes, we can provide you with multiple high-bandwidth solutions for both internet access and Private Network Connections. A wide range of networking solutions to connect your business to the highest levels of security and reliability at the fastest speeds. With multiple access modes, we can provide you with multiple high- bandwidth solutions for both internet access and Private Network Connections.

IoT SOLUTIONS Unleash the power of connectivity with our IoT solutions. Transform your business operations with real-time data, enhanced efficiency, and smart automation. From device integration to data analytics, we bridge the gap between your business and the digital world. Experience the future of intelligent business today with our IoT solutions.

SOFTWARE DEVELOPMENT Stay up to date with new tech solutions in today's competitive market with SLT-MOBITEL'S affordable, dependable, and tailor made Software Solutions. Propel your business to new heights in your niche, leveraging our unmatched technological expertise.

MARKETING SOLUTIONS Maximise your brand's reach engaging your target audience through marketing efforts that deliver impactful results. Leverage our comprehensive targeting capabilities and data-driven insights. Drive brand awareness, increase conversions, and stay ahead in the digital marketing landscape with SLT-MOBITEL.

Awards and Accolades

This section should showcase SLT-MOBITEL's achievements and recognitions in the industry.



International ARC Awards 2022 Grand Award Best of Sri Lanka

International ARC Awards 2022 Honours

Traditional Annual Report Telecommunication category

Best Corporate Citizen Sustainability Award 2022 Winner Sector Award

Best Innovation in Telecommunication by the World Innovation Congress 2022

Bureau Veritas ISO 22301:2019

Bureau Veritas ISO 27001:2013

TAGS Awards 2022 Gold award for the Telecommunication Sector

Best Corporate Citizen Sustainability Award 2022 Winner Sector Award

Best presented Annual report, Integrated Reporting Awards and

SAARC Awards for Corporate Governance Disclosure 2021

Gold Communication and Information Technology

UiPath Automation Excellence Awards 2022

Jury recognition, Excellence in Automation – Sri Lanka

Contact Us

Primary and secondary contact details, along with general company contact information:

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