

Saral PayPack Price List with effect from 1.4.2009 & Change in Dealer Margin

SL. No.	Product Name	New Sales		Financial Year Updation Sales		AMC – Support Handling	
		Single User	Multi User	Single User	Multi User	Single User	Multi User
	SPP-Premium	45,500	65,000	3,500	5,000	Relyon Employee/ Partner Can decide based on distance and support requirement	
2	SPP-Standard	26,000	39,000	2,000	3,000		
3	SPP-Professional	13,000	19,500	1,000	1,500		
4	Web Add on Module	50,000	50,000	5,000	5,000		
5	Attendance Integration	9,750					
6	Payslip Customisation	6,500					
7	Report-General Customisation	3,250 Per Man Day					
8	Implementation Charges	20 Per Employee subjected to Minimum of 3000					

1. Above Prices are excluding Tax. Currently Service Tax is applicable at the Rate of 10.30%
2. Relyon employee / Relyon Partners are permitted to reduce while negotiating price with prospects up to 30% on the price mentioned above. In case if there is need of giving further discount, it is necessary to obtain permission from Bangalore office.
3. Relyon Partners will be getting 35% margin on total invoice value (including Implementation + Customisation+ Attendance Integration) which is excluding tax. However if Relyon Partners takes help of any Relyon employees either for Marketing or for implementation then for such partners Relyon will be giving 25% Margin with effect from 1.4.2009. Henceforth before we raise invoice to partner, it is necessary to provide the scanned copy of the end user purchase order.
4. Although on the face it looks that there is reduction in Relyon Partner Margin, Indirectly we have increased the margin of partners as mentioned below

- ✓ With in next 1 month we are introducing state wise support no's, which will have call forwarding facility to Bangalore support Team directly. This decision we are forced take as we have failed to empower most of our dealer to provide support on their own as product is more complicated and comprehensive. Hence now our partners are not required to handle end user support for Saral PayPack which will reduce At least 10% cost on our turnover which is indirectly an additional margin to partner.
 - ✓ Till 31.03.2009, we were not giving any margin to Partners on Attendance Integration, Customisation and Implementation. However from 1st April, we are sharing revenue on these products too.
5. On updation charges, Relyon will share only 10% margin with dealer as this can be obtained by existing users through our website. However AMC can be directly taken by Relyon Partner and he can charge according to the requirement. On AMC charges, Relyon may not deserve any margin from partner. However if customer takes AMC with Partner, in any circumstances such customer will not be entertained by Relyon for availing support directly as he has to come through partner only.
 6. Saral PayPack 2008 (Version 3.56) is a life time version, which user can use for any no of years with out obtaining any updation from Relyon. In such case, User can continue to use Saral PayPack with out Income Tax, PF, ESI and other statutory changes updation. The existing users those who are not happy with our revised updation price, can always continue to use with out taking updation as we are not forcing the same this time.

Major Changes in Saral TDS as per 25th March 2009 Notification of CBDT.

1. Challan Payment and Filing:

- a. Earlier ITNS 281 has been removed with following updates.
- b. New Form 17 introduced.
- c. **Challan is Section independent.** It can contain multiple section related deductions.
- d. E-Payment of this challan mandatory to all.
- e. This new challan also contains the brief deduction details, like, PAN, Name and TDS amount. All the deductions w.r.t that challan ahs to be provided.
- f. Every transaction will be provided with an UTN (Unique Transaction number) for future references.
- g. Due dates are same as earlier challan payments.

2. TDS Certificates:

- a. New Formats of Form 16 and 16A
- b. Form 16A is section independent. It can contain multiple section related deductions.
- c. UTN has to be mentioned, along with Gross amount paid and TDS amount. Date of Payment is not required.

3. Quarterly Returns:

- a. Earlier quarterly returns namely, Form 24Q, 26Q, 27Q and 27EQ are made annual.
- b. New Quarterly return, Form 24C introduced with following contents.

- c. With the **information of Deductor**, Form 24C should contain **Details of TDS Compliances for 3 months** separately and the **Challan Identification Numbers/Amounts** in that quarter.
 - d. Details of TDS Compliances should contain the section wise (all) information of Total Payment, Total amount eligible for deduction, Total amount considered for TDS at full rate, Amount of TDS at full rate, Total amount considered for TDS at lesser rate, Amount of TDS at lesser rate, Total TDS.
 - e. The due dates are same as earlier quarterly returns.
- 4. Annual Returns:**
- a. Earlier quarterly returns namely, Form 24Q, 26Q, 27Q and 27EQ are made annual.
 - b. The format of all these remains same, except a new field added for Deduction Details, namely, UTN.
 - c. Should be filed before June 15th of Subsequent year.
- 5. File Validation Utility:**
- a. Form 2008-09 financial year, there is a new validation utility 2.126 [probably releasing by 15/04/2009]. This has nothing to do with these changes. It has got some validations of BSR codes.
 - b. FVU and other systems for 2009-10 is expected by another month's time. Further, if a person intends to file 2008-09 earlier quarter return any time in future, he probably has to use the last FVU pertaining to this Quarterly return. So only for return on or after 2009-10, the File structure/system changes may effect [as it had happened during Annual to Quarterly]"
- 6. Applicability of new changes:**
- a. It is clear that Form 16/16 has to be issued in earlier formats for 2008-09. Even the 4th Quarter Return.
 - b. Further, if a person intends to file 2008-09 earlier quarter return any time in future, he has to use the last FVU pertaining to this Quarterly return. So only for return on or after 2009-10, the File structure/system changes will effect [as it had happened during Annual to Quarterly]
 - c. Challan payments for earlier years may be allowed in ITNS 281 format. But Challan payments being faded from 01st April pertaining to FY 2009-10, should undergo the Form 17 structure.

The above changes are attracting major change in the existing software and it will create a huge market opportunity as work of the TDS Deductor has increased by 3 times.

1. We can continue to update the existing Saral TDS users, as we have an auto update facility to upgrade whenever development process gets over
2. As current users are used to existing interface, we will not change in the front end to the major extent. We will be achieving the changes without causing existing users to have feel of change.
3. Even change in ITR forms are also expected in this week. However we can continue to upgrade the existing users.

Change in Price and Change in Dealer Margin with effect from 15.5.2009 (15th May).

Taxation Product End User Price List									
SL N o	Product Name	Single User				Multi User			
		New Sale Upto 15.5.09	New Sale After 16.05.09	Updatio n up to 15.5.09	Updatio n After 16.05.09	New Sale Upto 15.5.09	New Sale After 16.05.09	Updation up to 15.5.09	Updation After 16.05.09
1	Saral TaxOffice	4000.00	5200.00	2000.00	2600.00	5500.00	7150.00	2500.00	3250.00
2	Saral Income Tax	2500.00	3250.00	1500.00	2000.00	4000.00	5200.00	2000.00	2600.00
3	Saral TDS – Professional	2000.00	2600.00	1000.00	1500.00	4000.00	5200.00	2000.00	2600.00
4	Saral TDS – Corporate	3500.00	4550.00	1500.00	2000.00	7000.00	9100.00	3000.00	4000.00
5	Saral TDS – Institutional	6500.00	8450.00	2000.00	2500.00	13000.00	16900.00	4000.00	5000.00

- The existing users will be given a privilege to upgrade to the new version till 15.5.2009 at the same old rate, although there is massive change in the product.
- Dealer will also continue to enjoy the same margin till 15.5.2009 on both new sales and updation sales. However with effect from 16.05.2009, there will be reduction only in updation sales margin up to 20% from the existing margin. The decision on reduction in updation product margin has been taken based on two things.
 - There will be increase in amount of Margin although there is reduction in % of margin due to Increase in Price.
 - From 16.5.2009, Relyon will be providing state wise support no's, where clients can avail support also from Bangalore, hence cost and effort for providing support from dealer place will get reduced.
 - Margin on new sales remains same.
- From 16.5.2009, those who are having credit/debit card can also buy updation directly from our website through online purchase system. However this is only for the updation and same facility will not be given for new sales.
- Keeping all scenarios in view, we request you to update all existing users before the end of April.

Clarification of Re-Registration policy

Relyon will not be charging for Re-Registration in any circumstances to end users. However on below cases it will be chargeable.

1. In case if client don't send confirmation of change of system or formatting the Hard disk in his/its letter head, Company will be charging Rs 500 for the same.
2. In case if client expect us to visit for providing the re-registration, in such cases we will be charging or visiting the client

Other than these two cases, we will not be charging for re-registration. However Re-registration can be obtained by sending email to markcom@relyonsoft.com as we will not be providing Re-registration over the phone.

Clarification on updation on Dongle users

As we have planned to introduce online registration program where existing customer can

1. Obtain Re-registration through online
2. Surrender license from one computer and shift to another computer.

We have planned to discontinue the updation to existing dongle users. Existing dongle user will be getting this time soft key instead of updation to exiting dongle. Relyon will not take back the dongle s also from the existing users. Keeping above advantage in view, although it hurts lot of existing dongle users, thing overall mileage, we have taken this decision.

Hope you will support the decision and help us to achieve better in long run. If you have any queries please feel free to contact vijay@relyonsoft.com.

With Thanks

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