



General/ 2021/Official Letter/12

09-Nov-2021

**Letter of Intent**

To,

**Mr. Kalpesh Vaza**

Biztechnosys Infotech Pvt Ltd.

#26, 16th Cross, 18th Main, Outer Ring Rd,

5th Phase, J.P. Nagar, Bengaluru - 560078, Karnataka.

The LOI summarizes the parties understanding regarding CRM implementation.

We are accepting your proposal and issuing LOI for further process.

The full scope of work as per the requirements document "Posiflex CRM BRD V4.zip" dated 17-Sep-2021.

| Sl. No. | Milestone   | Estimates (days) | Cost - Final (INR) |
|---------|---|------------------|--------------------|
| 1       | <b>Milestone - 1:</b> <ul style="list-style-type: none"> <li>Project Discovery</li> <li>Environment set up</li> </ul>   | 15               | Rs. 1,11,100       |
| 2       | <b>Milestone - 2:</b> <ul style="list-style-type: none"> <li>Sales</li> <li>CRM</li> <li>Inventory Management</li> <li>Warehouse &amp; Location</li> <li>Vendor Management</li> <li>Finance</li> <li>Help Desk</li> </ul>       | 17               | Rs. 1,61,600       |
| 3       | <b>Milestone – 3:</b> <ul style="list-style-type: none"> <li>IT Asset Management</li> <li>Employee Asset management</li> <li>Partner Portal</li> <li>Testing</li> <li>Implementation &amp; Go Live</li> <li>Training</li> </ul> | 61               | Rs. 5,43,600       |
| 4       | <b>Milestone – 4:</b> <ul style="list-style-type: none"> <li>Sales Integration with MS Business central</li> <li>CRM changes</li> <li>Inventory Management with MS Business central</li> </ul>                                  | 17               | Rs. 1,61,600       |
| 5       | <b>Milestone – 5:</b> <ul style="list-style-type: none"> <li>Warehouse &amp; Location changes</li> <li>Vendor Management changes</li> </ul>   | 14               | Rs. 1,41,600       |



| Sl. No. | Milestone   | Estimates (days) | Cost - Final (INR)   |
|---------|---|------------------|----------------------|
|         | <ul style="list-style-type: none"> <li>Finance with MS Business central</li> </ul>  |                  |                      |
| 6       | <b>Milestone – 6:</b> <ul style="list-style-type: none"> <li>Help Desk changes</li> <li>IT Asset Management changes</li> <li>Employee Asset management changes</li> <li>Partner Portal changes</li> </ul> | 8                | Rs. 80,800           |
| 7       | <b>Milestone – 7:</b> <ul style="list-style-type: none"> <li>Testing</li> <li>Implementation &amp; Go Live</li> <li>Training</li> </ul>   | 14               | Rs. 1,01,000         |
|         | <b>Total</b>  |                  | <b>Rs. 13,00,500</b> |

**Terms & Conditions:**

- Development & Staging infra to be provided by Biztechnosys. Posiflex will provide the infra for Production instance.
- Code deployments should happen through GIT repository. Direct modification of application files on the server to be avoided.
- Project Support:
  - Phase 1 Go Live Warranty Period (3 Months)
  - Phase 2 Go Live Warranty Period (3 Months)
  - After completion of Phase 2 warranty period a single person is available to support bug fixes and enhancement. - Monday to Saturday - 9 am to 7 PM @ Rs. 50,000 per month. New developments/requests will be covered during this support period.

**Proposed timeline: 146 days****Payment Structure:**

- Posiflex will release the payment in 15 days after the signoff of every milestone
- GST & TDS as applicable

In the foregoing reflects our mutual intention, then please sign in acceptance and return a signed copy of this letter.

Thanking You,  
For Posiflex Technology Pvt Ltd.,

Dinesh  
Rao Ullal

Digitally signed  
by Dinesh Rao  
Ullal  
Date: 2021.11.10  
19:23:07 +05'30'

Thanking You,  
For Biztechnosys Infotech Pvt Ltd.

DocuSigned by:  
Mr. Kalpesh Vaza  
03DF07C95AE8468...

**Authorized Signatory****Authorizes Signatory**