Biztechnosys Infotech Pvt Ltd.

Address: #26, 16th Cross, 18th Main,

Outer Ring Rd, 5th Phase, J.P. Nagar,

Bengaluru - 560078, Karnataka

**June 17, 2021**

Dear **Basil,**

Thanks for taking the time to meet with me and share your vision for **Furniture manufacturing Business.** I enjoy the company of passionate entrepreneurs and would be enthused to partner with you.

In my proposals, I try to ensure that I address each of your needs with a solution. From your mail,

these are some points seem to have emerged and are the most important to solve for you:

**Objectives**

1. Develop a Odoo ERP for Sales.

2. Implement Sales modules and CRM for betterment of growth of your company.

3. Create a platform, which will help you Product details, generating Quotation Templates and keep track of Sales by location.

4. Train you and your staff how to manage.

5. Timely turnaround and reasonable budget.

Basil, please let me know if these issues are in alignment with your concerns. After you

go through the proposal, let me know where you would like to go from here.

Warmest Regards,

Aishwarya Bidri

Biztechnosys Infotech | Business Development Manager

aishwaryabidri@biztechnosys.com | +91 9284050433

PROJECT SCOPE OF WORK & DELIVERABLES

|  |  |  |  |
| --- | --- | --- | --- |
| **BRD ID #** | **Component/Heading** | **Rules/Exceptions** | **Availability** |
| BTS 21.1.1 | CRM | * Leads * Opportunities * Customer Details * Communication * Reports | Yes |
| BTS 21.1.6 | Calendar | * Resolution of Conflicts * Better Decision Making * Better Participation of Team Members with location * Track of Delivery orders * Saving Time, Efforts and Money | Yes |
| BTS 21.1.2 | Sales | •   Sales Quotation  Quotation Templates   * Header & Footer * With discount amount and % in the table * Product image on column * Additional Terms (According to requirements) * Amount in words * Summary of Subtotal for subcategory products * Store and retrieve the Quotation Revision * Option to print quote n sales order separately * Sales order process   •   Communication (Email)  •   Products management and Pricing  •   Reports | Yes |
| BTS 21.1.3 | Purchase | * Multiple Vendors/Suppliers Details * Request Quotation * Manage orders from different suppliers * Reports | Yes |
| BTS 21.1.4 | Inventory | * Product Category * Product details * Product Variants (Size, Design, Colours, Features, Shape, etc.) | Yes |
| BTS 21.1.5 | Account Management | * Accounts Payable * Invoices * Products & Revenue * Reports | Yes |
| BTS 21.1.7 | Implementation & support services | * Full support and warranty (as discussed) will be given. | Yes |

**Note:**

The above Components are required and are suitable according to your Business. The Customizations will be done with the help of Studio App in the Odoo, it helps to design the ERP modules as per the requirements. Your requirement is related to the Quotation, which comes under Sales Module, the customization will be done in Sales Module with Quotation Template Setting.

|  |  |  |
| --- | --- | --- |
| **Project Investment** |  |  |
| **Deliverable** | **Timeframe** | **Cost** |
| Discovery | 1 Week |  |
| Architect- DB and application | 2 Weeks |  |
| CRM | 2 Days |  |
| Calendar | 1 Week |  |
| Sales | 3 Weeks |  |
| Purchase | 4 Days |  |
| Inventory | 1 Week |  |
| Account management | 1 Week |  |
| Configuration | 1 Week |  |
| **Total** | **10 Weeks 6 Days** |  |

**ADDITIONAL BILLABLE**

Unplanned components, ideas, revisions, and project scope happen - when there is an unexpected event that will incur a cost, we will notify you ahead of time and will not produce unless we receive clear approval for increased budget and timeline.

**OUR TEAM & ABOUT US**

Biztechnosys Infotech is a global digital solution provider specializing in **Odoo**, Sitecore, Vtiger, etc. Biztechnosys is a business Leader in the field of IT Services and Enterprise Business Structures around the globe. Being IT specialists, we have built, upgraded, migrated, and maintained well over 100+ projects for industries like,Education, E Commerce, Finance, Marketing, Automotive, etc. with 99.2% success rate.

**METHODOLOGY**

**How it Works**

Let’s start off by looking at the steps we'll be taking to get your project from start to finish.

1. **Discovery** - through a process of surveys and meetings we'll gather all the information we need to have the best understanding of your business and goals.

1. **Architecture** - just like a building, Odoo ERP needs a solid blueprint. Together we'll determine the best way to organize your ERP and sketch out a rough outline.

1. **Content** - with a solid blueprint in place it will be your job to collect, organize, edit, and deliver to

us content for each page.

1. **Design** - at the same time you are working on content our team will be creating non-functioning

comprehensive layouts showing possible design directions.

1. **Development** - with all the necessary architecture, content, and design elements in hand we'll

create the first working version of your website.

1. **Test & Trial** - Trial and error is a method of solving the problem, recorrecting, fine - tuning, or obtaining knowledge to give ourselves an opportunity to analyse that failure, make those changes, and then try again to provide the appropriate solution.

1. **Launch** - To get your Sales ERP “going live" ready will inevitably require several rounds of revisions and polish. Once it is ready, we'll go through the final launch checklist.

1. **Warranty** - Once your Odoo ERP is now live! Over the next several weeks our team will be training you on how to manage and use the solution and also help you to solve any issues coming across during the usage. Thereafter as per the Support Package our team will help you over remotely through the emails, calls or any other feasible mode of communication.

**Communicating Effectively**

During your project communication will be non-stop with emails, phone calls, and online meetings. Here

is how we make it happen?

* Email - [kalpesh@biztechnosys.com] is the only email you need to remember. Everyone here regularly checks this account and the person best suited to reply will always do so quickly.
* Phone - +91 7760097778 is the direct line of your project manager, [Kalpesh Vasa].

Your calls are always welcome between 10am and 7pm IST, Monday through Friday.

* Meetings - we use Google Meeting for online meetings to review milestones and deliverables. Make

sure, you have the software installed before our first meeting.

[TECHNOLOGY & HOSTING PLATFORM]

When you are paying monthly fees for web hosting, email marketing, ERP and a web developer to build it

all, you're spending a lot of money. With Odoo you can spend much less, while getting

much more. We offer an integrated system that runs all of your Online Business in one place while

growing your database automatically.

|  |  |
| --- | --- |
| PACKAGE | Pro |
| Version | 14 |
| MANAGEMENT TOOLS | Odoo |
| Language | Python |
| Data base | PostgreSQL |
| Cloud | AWS |

HELPDESK & EDUCATION

We want you to get the most out of your website. For this to happen, you must be asking questions and

continually learning. We offer an assortment of different training, education, support, & helpdesk

products and agreements.

[OPTIONAL] PHONE HELPDESK

|  |  |
| --- | --- |
| TERMS | We will provide one (1) user with unlimited helpdesk support. Helpdesk  allows for direct email and phone support for our Platform. Helpdesk does not include design or development labour.  Helpdesk services are offered Monday through Friday from 10AM to 7PM  Mountain Standard Time. |
| RETAINER | One hundred dollars ($100) is the ongoing monthly fee for unlimited  helpdesk support. |

PROJECT AGREEMENT

|  |  |
| --- | --- |
| We,  Biztechnosys Infotect Pvt Ltd  Address: #26, 16th Cross, 18th Main,  Outer Ring Rd, 5th Phase, J.P. Nagar,  Bengaluru - 560078, Karnataka  Phone: +91 7760097778  Email: kalpesh@biztechnosys.com | You,  Basil |

INVOICES

Payment is due upon receipt of invoice. You may not withhold any amounts due and we reserve the

right to cease work without prejudice if amounts are not paid when due.

PAYMENT

Payments are due upon completion of deliverables. If you delayed the execution or performance of a

deliverable we reserve the right to make payments due upon the estimated due date.

|  |  |  |
| --- | --- | --- |
| Deliverable | Amount ($) | Estimated Due Date |
| Agreement Signing |  |  |
| Design Approval |  |  |
| Sign Off |  |  |

TERMS & CONDITIONS

This website proposal incorporates the website proposal terms and conditions provided online at

http://www.hotpressweb.com/website-proposal-terms-and-conditions and form a binding part of this

agreement. You acknowledge you read, understood and agree to the terms and conditions.

ENTIRE AGREEMENT

This document together with any attachments, as well as any new, different or additional terms,

conditions or policies which we may establish from time to time, and any agreement that we are

currently bound by or will be bound by in the future, constitutes the complete and exclusive agreement

between you and us concerning your engagement of us on this project, and supersede and govern all

prior written and verbal communications.

SIGNATURE

By signing this document, you represent to us that you are a duly authorized representative of your

organization and upon its behalf agree to be legally bound by its terms and conditions. You hereby

accept and authorize the commencement and payment for the project described above.

BY: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ TITLE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

NAME: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ DATE: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_