



HQSOFT COMPANY LIMITED

Address: 2nd Floor, Building No. 72/24 Phan Dang Luu, Phu Nhuan, HCMC

Tel: +84.08.7300-6878 Website: www.hqsoft.com.vn

DMS QUOTE (ON PREMISE)

To: Good Food

Receiver:

Address:

Tel / Mobile:

Fax:

Created Date: Mar-31-2017

Created By: Han, Nguyen

Position: Director

Mobile: 0908.317.381

Email: hanntd@hqsoft.com.vn

[Exchange Rate](#)

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Description	Qty	Unit	Price (USD)	Amount	Notes
A. Software license				\$43,000	
eSales Cloud for distributor	0	Distributor	600	0	Unlimited HO Users
eSales Cloud for HO users	1	Server	12,000	12,000	
BI Report	1	Module	5,000	5,000	
eSales App (SFA) for salesman	100	Salesman	80	8,000	
eSales App (SFA) for SUP/ASM (Coaching)	10	SUP	100	1,000	
eSales App (SFA) for PG	100	PG	50	5,000	
eSales App (SFA) for Deliveryman	20	Deliveryman	50	1,000	
Advanced Solutions					
AutoPO module (VMI - đặt hàng tự động)	1	Module	5,000	5,000	
Display (Trưng bày)	1	Module	3,000	3,000	
POSM Management	0	Module	3,000	0	
Advanced MPC & GPS Tracking	1	Module	3,000	3,000	
B. Software service				\$35,134	
B1. Pilot				25,234	
Survey, mapping & blue print document	10	Man-day	260	2,600	3 dev in one month and one tester
Minor customize for report and ERP					
Integration	88	Man-day	180	15,840	
Pilot training at HCM	1	Batch	4,500	4,500	
Project Management (10%)				2,294	
B2. Mass rollout				9,900	
Training (such as Mekong, Central and North)	3	Batch	3,000	9,000	
Project Management (10%)				900	
C. Annual support				\$15,520	
Support distributor	0	Distributor	200	0	Salesman, Sup, PG...
Support user using App	230	App User	24	5,520	
Support HO User	1	Head Office	10,000	10,000	Free for VN Market
Annual license maintenance (15%)				0	
Total cost for the first year				\$93,654	
D. Others cost					
Tablet/Smartphone	230	Cái	160	36,800	
Server system and firewall, license for windows server, sql server...	1	Set	15,000	15,000	
Monthly 3G fee	0	Sim/Tháng	3.5	0	
Hosting and datacenter	0	Tháng	200	0	

CEO

NGUYỄN TÂN DIỄN
HÂN



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DMS QUOTE (Cloud Service)

To: Good Food

Receiver:

Address:

Tel / Mobile:

Fax:

Created Date: Mar-31-2017

Created By: Han, Nguyen

Position: Director

Mobile: 0908.317.381

Email: hanntd@hqsoft.com.vn

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Description	Qty	Unit	Price (USD)	Amount	Notes
A. One time cost (setup cost)				\$37,334	
Setup cost of the server	1	System	2,000	2,000	
Initial cost for distributor	0	Distributor	100	0	
Survey, mapping & blue print document	10	Man-day	260	2,600	
Minor customize for report and ERP Integration	88	Man-day	180	15,840	3 dev in one month and one tester
Pilot training at HCM	1	Batch	4,500	4,500	
					Based on number of batch that customer would like to arrange the training such as one batch for Mekong, one for the Central and one for the North..
Mass roll-out training	3	Batch	3,000	9,000	
Project Management (10%)				3,394	
B. Monthly cost				\$2,005	
Monthly fee of eSales Cloud users (HO users and Distributor users)	7	User	15	105	BOD: 5, IT: 2
Monthly fee of using eSales App for salesman	100	Salesman	10	1,000	
Monthly fee of using eSales App for Sales SUP	10	SUP	10	100	
Monthly fee of using eSales App for PG	100	PG	8	800	
Monthly fee of using eSales App for Deliveryman	20	Deliveryman	8	160	
C. Others Cost					
Tablet/Smartphone	230	PC	160	36,800	
Monthly 3G fee	0	Sim/Month	3.5	0	

CEO

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