DZONE INDIA IT SOLUTIONS &

JBC Corporation|MOU

## Meeting date | time05:50-7:30 PM| Time | Meeting location Civil Lines

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| |  |  | | --- | --- | | Meeting called by | JBC Corporation | | Type of meeting | Website development | | Facilitator | Dzone India  +91-7014319191  110/42, Pratap Nagar, Jaipur  302033 | | Jitendra Kumawat  +91-8042985767  No. 21- A, Jai Ambay Colony, Ajmer Road, Near Metro Piller 75, Civil Lines, Jaipur-302006, Rajasthan, India |

# Agenda topics

1. Full development of Website using React and Node Js development
2. React Native Based Mobile Application

| **Action items** | | **Person responsible** | | | **Deadline** | | |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Website Development | | Dzone India | | | 25 Aug 2021 | | |
| **Website Development Phase detail** | | | | | | | |
| Mobile-friendly design (responsive design) | Month 1 | Month 2 | Month 3 | Month 4 | | Month 5 |
| Speed of website (critical to conversion rates as the two metrics are directly linked) |  |  |  |  | |  |
| Security and ability to gain user trust, especially as orders may be for large dollar amounts |  |  |  |  | |  |
| Password protected areas of site, or even the entire site |  |  |  |  | |  |
| Password protected specific aspects of the site, such as price and add-to-cart |  |  |  |  | |  |
| Multiple currency support |  |  |  |  | |  |
| Multiple language support |  |  |  |  | |  |
| Landing page functionality for PPC & online marketing efforts |  |  |  |  | |  |
|  |  |  |  |  | |  |
| **Product Listings** |  |  |  |  | |  |
| Quickly search for products by name, product code, serial number, upc, etc. |  |  |  |  | |  |
| Filter product listing based on ANY attribute (color, material, type, etc.) |  |  |  |  | |  |
| Sort product listing based on ANY attribute (price, newest, popular, etc.) |  |  |  |  | |  |
| See various color options and alternate images from listing |  |  |  |  | |  |
| View products in a single-row per product table, similar to PO sheets, in addition to the more traditional retail product grid of image |  |  |  |  | |  |
| Customize product table columns so that key attributes used for comparison can be lined up top to bottom, along with price |  |  |  |  | |  |
| Display quantity boxes and bulk “add-to-cart” options directly from a product listing page, recreating the traditional paper-based PO generation feel |  |  |  |  | |  |
| See different “Vendor” based on account logged in |  |  |  |  | |  |
| See availability/inventory levels with expected delivery dates |  |  |  |  | |  |
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|  |  |  |  |  | |  |
| **Product Details** |  |  |  |  | |  |
| Purchase multiple variants of a product (size, color, etc.) |  |  |  |  | |  |
| View detailed inventory details such as warehouse location, etc. |  |  |  |  | |  |
| View the MSRP and potentially a calculated margin |  |  |  |  | |  |
| Display special sale/clearance pricing |  |  |  |  | |  |
| Display quantity-based pricing |  |  |  |  | |  |
| Display product name, description, advanced specifications, and other attributes |  |  |  |  | |  |
| Download product files such as spec sheets, user manuals, warranty documents, etc. |  |  |  |  | |  |
| View compatibility information with other products |  |  |  |  | |  |
| View estimated delivery dates based on addresses an account has on file |  |  |  |  | |  |
| Add secure member or customer-only support content for post-sale support, such as downloads, warranty cards, etc. |  |  |  |  | |  |
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|  |  |  |  |  | |  |
| **Shopping facility** |  |  |  |  | |  |
| Add promotion codes for various promotion examples (%Off, Amount Off, BOGO, etc.) |  |  |  |  | |  |
| Create promotions like “Free Shipping” or “Discounted Shipping” |  |  |  |  | |  |
| Create promotions based on the items in the cart (buy 5 item x, get y) |  |  |  |  | |  |
| Create promotions for backordered items |  |  |  |  | |  |
| Add marketing messages and more information on the cart |  |  |  |  | |  |
| Push marketing “upsell” offers based on the item(s) in the shopping cart, in which an item is replaced with more expensive item |  |  |  |  | |  |
| Push marketing “Cross-Sell” offers based on the item(s) in the shopping cart, where additional items are promoted to be added to the cart |  |  |  |  | |  |
| Specify multiple “Ship-To” locations within the same order |  |  |  |  | |  |
| Add and remove items from cart |  |  |  |  | |  |
| Save shopping cart for later purchase |  |  |  |  | |  |
| Share shopping cart with other people in the organization |  |  |  |  | |  |
| Print shopping cart as a quote, or to mail/fax in as an order |  |  |  |  | |  |
| Send out multiple abandoned cart emails to increase conversion |  |  |  |  | |  |
| Generate unique promotional codes for abandoned cart email discounts |  |  |  |  | |  |
| Output the shopping cart in a data format that can be imported as a PO into an ERP or account system for the customer |  |  |  |  | |  |
|  |  |  |  |  | |  |
|  |  |  |  |  | |  |
| **User Checkout** |  |  |  |  | |  |
| Submit an application for a new organization account |  |  |  |  | |  |
| Create a new account under an existing organization account, possibly by having a matching @xyz.(com|gov|org) that can then be verified |  |  |  |  | |  |
| Require an approval process for new account creation |  |  |  |  | |  |
| Upload reseller certificates or enter reseller numbers to allow for tax exemption |  |  |  |  | |  |
| Ability to save shipping and payment defaults when logged into an existing account |  |  |  |  | |  |
| Ability to create child accounts that belong to multiple parent accounts, and determine which parent account a purchase is for |  |  |  |  | |  |
| Allow for custom data fields, instructions or notes on the orders from customers |  |  |  |  | |  |
| Enter shipping information to designate where the item(s) should be delivered |  |  |  |  | |  |
| Enter multiple shipping addresses for different products and/or for a given quantity of products in the shopping cart |  |  |  |  | |  |
| Take credit card information and store that card information in a PCI secure way for use on automatic subscription renewal, when it makes sense |  |  |  |  | |  |
| Accept PO # and payment terms instead of credit card |  |  |  |  | |  |
| Use account credits as payment (typically issued for returned merchandise) |  |  |  |  | |  |
| Ability to split payment across multiple payment methods |  |  |  |  | |  |
| Create a customizable checkout flow: single-page checkout or multi-page checkout |  |  |  |  | |  |
| See shipping rate quotes across multiple fulfillments |  |  |  |  | |  |
|  |  |  |  |  | |  |
| **Confirmation Page** |  |  |  |  | |  |
|  |  |  |  |  | |  |
| Customize the confirmation page with potential “next order” items |  |  |  |  | |  |
| Show how close purchasers are to reaching a better price tier |  |  |  |  | |  |
| Automated email(s) to purchaser for personal records |  |  |  |  | |  |
| Automated email(s) to an organization’s finance department or other related accounts |  |  |  |  | |  |
| Ability for employees to push the transaction they just completed into their account |  |  |  |  | |  |
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| **Online Account Request Page** |  |  |  |  | |  |
| Take new applications for account creation requests |  |  |  |  | |  |
| Accept specific approval documents, like certification files |  |  |  |  | |  |
| Take specific inputs, such as license numbers |  |  |  |  | |  |
| Input expected transactional volume, company size and other qualifying characters |  |  |  |  | |  |
| Input existing offline account ID to match an online account with an existing offline account |  |  |  |  | |  |
|  |  |  |  |  | |  |
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| **My Account** |  |  |  |  | |  |
| View stored shopping carts and quotes |  |  |  |  | |  |
| View previous transaction and order history |  |  |  |  | |  |
| View shipping/tracking numbers from orders |  |  |  |  | |  |
| View and edit preferred payment methods |  |  |  |  | |  |
| Manage “sub-account” acceptable payment methods |  |  |  |  | |  |
| Manage “sub-account” purchase limits |  |  |  |  | |  |
| Manage “sub-account” shipping addresses |  |  |  |  | |  |
| Manage “sub-account” permissions to control what they can see and manage (such as shipping address, payment method, etc.) |  |  |  |  | |  |
| View invoice payment history |  |  |  |  | |  |
| View outstanding account balance |  |  |  |  | |  |
| Update general account information, such as addresses, email and phone numbers |  |  |  |  | |  |
| Order Confirmation |  |  |  |  | |  |
| Shipment Confirmation |  |  |  |  | |  |
| Account Statements and Credit Account Balances |  |  |  |  | |  |
| Forgot Password |  |  |  |  | |  |
| Device Activation Confirmation |  |  |  |  | |  |
| Transaction Approval Confirmation to Parent Accounts |  |  |  |  | |  |
| Abandoned Cart Emails |  |  |  |  | |  |
| Upsell Offers |  |  |  |  | |  |
| Promotion Emails |  |  |  |  | |  |
| Customer-Segment Targeted Emails |  |  |  |  | |  |
| **Transaction Manager Manager** |  |  |  |  | |  |
|  |  |  |  |  | |  |
| PCI Compliant & Secure |  |  |  |  | |  |
| Robust APIs preferably using modern technologies such as REST & JSON |  |  |  |  | |  |
| Ability to upgrade |  |  |  |  | |  |
| Ability to be customized when necessary |  |  |  |  | |  |
| Set various permission groups for access control (admin, customer service, etc.) |  |  |  |  | |  |
| Ability to log different changes to data (products, accounts, orders) |  |  |  |  | |  |
| Secure traceability into who has logged in and made changes |  |  |  |  | |  |
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| **Wallet Manaer** |  |  |  |  | |  |
|  |  |  |  |  | |  |
| View list of orders in the various states (new, processing, closed, etc.) |  |  |  |  | |  |
| Edit any details of existing orders |  |  |  |  | |  |
| Ability to cancel orders |  |  |  |  | |  |
| View payment transaction information about orders |  |  |  |  | |  |
| Place telephone or in-person orders via the administrator |  |  |  |  | |  |
| Place wholesale orders at different price points |  |  |  |  | |  |
| Fulfill orders including packing slips, invoices and shipping labels |  |  |  |  | |  |
| Ability to do partial fulfillment |  |  |  |  | |  |
| Manage backorders |  |  |  |  | |  |
| Manage preorders |  |  |  |  | |  |
| Ability for customer service to make comments on orders |  |  |  |  | |  |
| Trigger status emails to customers |  |  |  |  | |  |
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| **Product Management** |  |  |  |  | |  |
| Add merchandising information to products that may not have come from an integrated product catalog system, such as ERP |  |  |  |  | |  |
| Upload and automatically resize product photography |  |  |  |  | |  |
| View inventory levels across multiple warehouse locations |  |  |  |  | |  |
| View pricing information broken out by price tiers and quantity-based pricing |  |  |  |  | |  |
| Upload necessary supporting information such as files, etc. |  |  |  |  | |  |
| Merchandise where products appear on the website |  |  |  |  | |  |
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| **Customer Management** |  |  |  |  | |  |
| Search customer database |  |  |  |  | |  |
| View related accounts, specifically those in a parent/child relationship |  |  |  |  | |  |
| Ability for child accounts to belong to multiple parent organizations |  |  |  |  | |  |
| Generate lists of customers that purchased specific products, which is specifically important for issuing recalls |  |  |  |  | |  |
| Create data segments of customers for follow-up marketing |  |  |  |  | |  |
| Update customer payment information manually |  |  |  |  | |  |
| Store custom data with the customer |  |  |  |  | |  |
| View and edit pricing tiers for customers |  |  |  |  | |  |
| Create Sales Reports |  |  |  |  | |  |
| Report on top-performing products, pricing and promotions |  |  |  |  | |  |
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| ***Reporting Tools*** |  |  |  |  | |  |
| Report on gross margins |  |  |  |  | |  |
| Ability to do date-range comparisons on reports |  |  |  |  | |  |
| Filtering and sorting on reports |  |  |  |  | |  |
| Save report customization to be shared internally |  |  |  |  | |  |
| export report in PDf or excel |  |  |  |  | |  |
| user level report generation |  |  |  |  | |  |
| vendor level report generation |  |  |  |  | |  |
| Admin report generation |  |  |  |  | |  |
|  |  |  |  |  | |  |
| **Content Management** |  |  |  |  | |  |
|  |  |  |  |  | |  |
| Search content |  |  |  |  | |  |
| Stage content changes with drafts |  |  |  |  | |  |
| Schedule publish date and times |  |  |  |  | |  |
| Create new pages and edit existing |  |  |  |  | |  |
| Create custom data associated with content |  |  |  |  | |  |
|  |  |  |  |  | |  |
| **Payment Processor Integration** |  |  |  |  | |  |
| Store customer credit card information, typically called tokenization |  |  |  |  | |  |
| Use payment processor account updater functionality for expired cards |  |  |  |  | |  |
| Process authorization, charge and credit transactions |  |  |  |  | |  |
| Swap payment processors for best transactional rates |  |  |  |  | |  |
| **Shipping facility avialability Integration** |  |  |  |  | |  |
| Calculate shipping rates from providers (FedEx, UPS, USPS, DHL) |  |  |  |  | |  |
| Integrate with various freight providers, including land, ship and air |  |  |  |  | |  |
| Look up multiple rates and give customers the best rate |  |  |  |  | |  |
| Print shipping labels, and schedule pickups |  |  |  |  | |  |
| Integrate with fulfillment software and send tracking numbers to customers |  |  |  |  | |  |
| Generate return orders |  |  |  |  | |  |
| **Manufacturing Integration** |  |  |  |  | |  |
| Integrate with third party fulfillment providers or manufacturers |  |  |  |  | |  |
| Pull order shipment statuses from fulfillment providers to update customers |  |  |  |  | |  |
| Add fulfillment-provider charges on top of shipping fees |  |  |  |  | |  |
| Authentication Systems (LDAP, OpenID, OAuth, etc.) |  |  |  |  | |  |
| Integrate with existing enterprise authentication systems like LDAP |  |  |  |  | |  |
| Support existing custom authentication systems |  |  |  |  | |  |
|  |  |  |  |  | |  |
| **POST Your Requirement** |  |  |  |  | |  |
| Requirement Form |  |  |  |  | |  |
| Form Validataion |  |  |  |  | |  |
| Data validation |  |  |  |  | |  |
| Supplier Pages Send Request |  |  |  |  | |  |
| Admin Request Approval |  |  |  |  | |  |
| Admin Data Updataion |  |  |  |  | |  |
| **Filter Management** |  |  |  |  | |  |
|  |  |  |  |  | |  |
| 2 categories Search |  |  |  |  | |  |
| Search with Filter |  |  |  |  | |  |
| Vendor Wise Search |  |  |  |  | |  |
| Search with Different Attribute( Product, Color, Shape, Material) |  |  |  |  | |  |
| Search with Rate/ Discount |  |  |  |  | |  |
| **Feedback Magament** |  |  |  |  | |  |
| Supplier Feedback |  |  |  |  | |  |
| Vendor Feedback |  |  |  |  | |  |
| Feedback Form |  |  |  |  | |  |
| Rating Management |  |  |  |  | |  |
| Chat Management |  |  |  |  | |  |
| Chat Ingeration |  |  |  |  | |  |
| Social Media Integration |  |  |  |  | |  |
| Review management for admin and user side |  |  |  |  | |  |
| **Login Managger** |  |  |  |  | |  |
| vendor login |  |  |  |  | |  |
| customer login |  |  |  |  | |  |
| login with otp mobile/password/email otp |  |  |  |  | |  |
| login withemail id |  |  |  |  | |  |
| login with social page |  |  |  |  | |  |
|  |  |  |  |  | |  |
| **Vendor Manager** |  |  |  |  | |  |
| Vendor login with permission |  |  |  |  | |  |
| vendor can search lead/enquiry/product/services/buy leads |  |  |  |  | |  |
| faq manger |  |  |  |  | |  |
| product creation |  |  |  |  | |  |
| form creation |  |  |  |  | |  |
| Select package manager |  |  |  |  | |  |
| Buy lead manager |  |  |  |  | |  |
| bills manager |  |  |  |  | |  |
| report manager |  |  |  |  | |  |
| setting |  |  |  |  | |  |
| listing manager |  |  |  |  | |  |
| contact form manager |  |  |  |  | |  |
| enquiry mnanager |  |  |  |  | |  |
| Page Manager |  |  |  |  | |  |
| document manager |  |  |  |  | |  |
| gallery manager |  |  |  |  | |  |
| video manager |  |  |  |  | |  |
| product slider with video thumbnail automation |  |  |  |  | |  |
| manage prodict setting |  |  |  |  | |  |
| **Catlog Management** |  |  |  |  | |  |
| My activity Management |  |  |  |  | |  |
| Send an instant message to vendor |  |  |  |  | |  |
| My Activities Tracker |  |  |  |  | |  |
|  |  |  |  |  | |  |

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| **Resource Details** | **No. 0f Resources** | **Man Hours** | **Charge per hours** | **Total Efforts** |
| Total Development Cost | 8 | 4032 | 266 | 1142400 |
| UI Developer | 1 | 672 | 200 | 134400 |
| Data Base developer | 1 | 672 | 300 | 201600 |
| Node Developer | 2 | 1344 | 300 | 403200 |
| React/Angular developer | 2 | 1344 | 250 | 336000 |
| Project Manager/ Lead | 1 | 400 | 0 | 0 |
| Tester/ Researcher | 1 | 672 | 100 | 67200 |
|  | | Total | | 1142400 |

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| --- | --- | --- | --- |
| **Payment Mode** | | | |
| Total Final Cost | 1075200 | | |
| **Payment Breakup** | **Amount to be released** | **Expected** | Amount to be paid |
| UI Layout Finalization (up to 30%) | 25-30% of Final Amount | 300000 | 300000 |
| Data Base Schema (up to 20%) |
| Backend Development (up to 25%) |
|  |  |  |  |
|  |  |  |  |
| UI Layout Finalization (up to 90%) | 25-30% of Final Amount | 300000 | 300000 |
| Data Base Schema (up to 80%) |
| Backend Development (up to 60%) |
|  |  |  |  |
|  |  |  |  |
| UI Layout Finalization (up to 100%) | 25-30% of Final Amount | 300000 | 300000 |
| Data Base Schema (up to 100%) |
| Backend Development (up to 100%) |
|  |  |  |  |
|  |  |  |  |
| UI Layout Testing & Bug Fixing | 10% of Final Amount | 242400 | 242400 |
| Data Base Schema Testing & Bug Fixing |
| Backend Development Testing & Bug Fixing |
| **\* Total Fee quoted is exclusive of GST** |  |  |  |

**Signature Signature**

**Dzone India IT Solutions JBC Coperation**