**Effort Estimation & Techno Commercial Proposal**

**Digitization of ASPL/User Manual**

# DEVELOPMENT AND ON-PREMISE IMPLEMENTATION

Submitted to:

Kirloskar Oil Engines Ltd (KOEL)

12th OCT 2020

# Submitted By:



Version 1.0

 **ABOUT KLOUDQ TECHNOLOGIES LIMITED (KTL)**

Kloudq Technologies Limited (KTL) is an ISO 27001 certified IT Product Company having IT products focused on solving critical business problems, increasing productivity which in turn increases profits of the organization. Our key product offerings include:

1. KloudRMS – Remote Monitoring System for Industrial equipment
2. KloudBeat – Secondary Sales Management
3. KloudPrime – Primary Sales Management
4. KloudEFSR – Digitization of Field servicing process of equipment
5. KloudSFA - Shop Floor Automation to increase Overall Equipment Efficiency
6. KloudEMS – Energy Management Solutions
7. KloudSPC – Smart Pump Controllers
8. KloudGRC – Tracking of statutory compliances applicable to the organization

Our clients span across the manufacturing, banking, logistics, education and various other industry segments. Our collaborative approach has led to customers entering long term commitments with us for provision of innovative solutions & uninterrupted services.

**Background**

Kirloskar Oil Engines Ltd. (KOEL) is one of India's elite Automotive Engines and Genset Manufacturing company.

KOEL currently deliver hard Copy/ CD form of ASPL/Use Manual to their customer. This leads to managing of supply chain for getting the CD/ hard copies of ASPL/Use Manual with respect to each type of variant of equipment’s. This involves alignment manpower, material, manufacturing and transport affecting the yearly huge cost of operation and BOM. Expense incurred in CD is approx..30 lacs/annum.

KOEL wants to develop the application where they can create the central repository for all ASPL/Use Manuals will placed and updated through integrate systems and the online download access of the same can be given to end customers. This will help KOEL to reduce cost by huge margin and may affect in reduction of BOM cost also.

## Purpose

#### KTL is pleased to submit the scope for development/implementation of KOEL ASPL/Use Manual digitization suite. Based on our preliminary understanding achieve the following objective.

* Removal of hard copies/ CD
* Paperless transaction
* Ensuring availability to end customer
* Reduction in cost.
* Reduction in manpower efforts.
* Realtime update to customer

## SCOPE OF WORK

Kloudq is pleased to submit its proposal, for development and implementation of Digitization KOEL ASPL/Use Manual.

**The scope of Custom development, integration, Implementation and support is as follows:**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Item** | **Application/System** | **Web app** | **Andro id App** | **iOS App** | **Configuration** |
| **Development** | igreen and Other gensets |  |  |  | Configured for the use of KOEL stakeholders & customers |
| KOEL RDSO |  | - | - |
| KOEL IBG |  |  |  |
| Industrial |  | - | - |
| **Integration** | Oracle |  | | | Integration with IOT KRMS platform |
| PLM |  | | |
| Siebel |  | | |
| **Support** | - | | | | helpdesk Support-shared -8X5 |

**The scope of work for project phase is illustrated as below:**

* + Development and implementation Web application with respect to instances mentioned above
  + App (android,ios) development as per scope division mentioned above.
  + Integration of systems with respect to the above-mentioned scope.
  + KRMS User will have the access to view/retrieve the files uploaded in the KRMS applications.
  + Non KRMS i.e. industrial users will have access for system with web app. Users access will be done through one-time registration.
  + For KRMS user’s registration will happen through the Pulse system integration.
  + Design, Development and implementation applications. Provisioning of utility, application for use by stakeholders of KOEL and customers.
  + Application to view /retrieve uploaded files with role-based access control.
  + Provisioning of server hardware involved.
  + Installation, Deployment, Provisioning of application On-Premise.
  + Providing Software Maintenance and Bug Fixes if CR/SR Raised.
  + Making the software available for use to user accounts of KOEL hosted on KOEL server.
  + Training of the stakeholders of KOEL for a period of two days during the Product deployment period. This training is limited to the identified stakeholders in this exercise. This would cover super-users and key users using the train the trainer approach.
  + Providing KOEL with the templates of master data required for configuring and loading the instance.
  + Loading of the master templates into KOEL instance and making the instance ready to use.
  + Handholding of KOEL stakeholders during the Product deployment time and correcting any bugs identified in the system during this period.

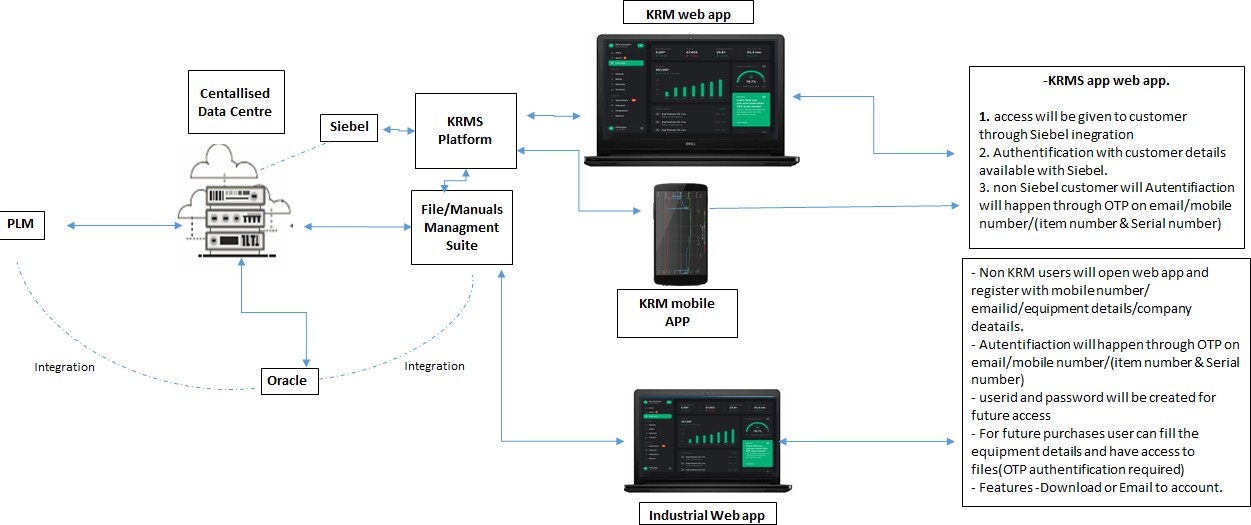
 **SOLUTION PERSPECTIVE**

**Integration: -**

File management system/ Digi ASPL/Use Manual will be integrated with 4 system (scope as above) to pull the required data for display of ASPL/Use Manual to customer.

**ASPL/Use Manual System/file management system.**

* Currently ASPL/Use Manual data is available with PLM DB. PLM ASPL/Use Manual files will be dumped to File management DB through oracle with BOM. This will be as per the batch schedule decided. Changes as the PLM in manuals to be updated in file management/ ASPL/Use Manual system.
* file management/ ASPL/Use Manual system will be integrated with KRMS IOT platform apps and separate web app for industrial BU.
* The existing KRM application and mobile app for divisions will be developed and updated files of apps will be release to KOEL stakeholders and end customer.
* Separate web app to be developed for industrial KOEL stakeholders and customers. They will not be using the KRMS apps.
* For KRMS users “user authentication will happen through Siebel integration”. For industrial users’ authentication can happen through master’s upload or OTP on email/mobile number/ (item number & Serial number, customer details.)
* KRMS users will gate the registration details with user id, password through email/SMS on registered details with Siebel.
* Non KRM users/industrial will open web app and register with mobile number/ email id/equipment details/company details.
* Non KRM users/industrial - Authentication will happen through OTP on email/mobile number/ (item number & Serial number)
* Non KRM users/industrial - user ID and password will be created for future access
* Non KRM users/industrial - For future purchases user can fill the equipment details and have access to files (OTP authentication required)
* Feature of file download with email to account access will be provides.
* For the KRMS users, if the data is logged to siebel. Monbile app and Web applciaiton will give the access based on the OTP registration process.



NOTE: The scope illustrated above is of high level, and it is based on the discussions facilitated by KOEL.

However, KTL would submit detailed project plan and wireframe based on the final requirement gathering session done. After final BRD draft if there is a deviation of development scope between 0 to 10%, KOEL shall accept the updated proposal. Any new scope development more that 10% will attract separate project proposal which will need separate approval from KOEL.



**PRICING & ESTIMETED EFFORTS**

### DEVELOPMENT (ONE TIME):

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Sr. No** | **Particulars** | **Effort Type** | **Qty** | **Efforts (Man-Days)** | **Amount (INR)** |
| A.1 | File management /ASPL/Use Manual system Development | Onetime | 1 | 167 |  |
| A.2 | KRMS Web application development (upgrade) | Onetime | 3 |
| A.3 | Web application development- Industrial | Onetime | 1 |
| A.4 | Android Mobile app Development (upgrade) | Onetime | 2 |
| A.5 | iOS Mobile app Development (upgrade) | Onetime | 2 |
| A.5 | Deployment, provisioning, testing | Onetime | 1 |
| A.6 | Integration with Oracle | Onetime | 1 | 20 | As per KOEL agreement with KTL |
| A.7 | Integration with Siebel | Onetime | 1 | No Effort as it is already considered in other project | |
| A.8 | Integration with PLM | Onetime | 1 | 22 | As per KOEL agreement with KTL |

* 1. **SERVER HARDWARE AND LICENSING:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Sr. No** | **Particulars** | **QTY** | **Effort Type** | **Amount (INR)** |
| B.1 | hard disk, RAM, | 1 | Onetime | NA as hardware and software is already available  with KOEL DC |
| B.2 | Windows Server 2016 R2-IIS | 1 | Onetime |
| B.3 | SMS pack |  | Onetime |  |
| B.4 | SQL server licensing Standard |  | Yearly |  |

-above prices are approx. pricing, exact price will be as per the KTL agreement with KOEL. SMS pack charges will be at actuals above mentioned price is approx.

### IMPLEMNTATION ON-PREMISE

|  |  |  |  |
| --- | --- | --- | --- |
| **Sr. No** | **Particulars** | **Effort Type** | **Effort** |
| C.1 | Complete Implementation | Onetime | 3 days |
| C.2 | Hyper-care | Onetime |
| C.3 | Training & rollout | Onetime |

Training will be done using Train the Trainer approach.

### SECURITY AND CIRTIFICATES

|  |  |  |  |
| --- | --- | --- | --- |
| **Sr. No** | **Particulars** | **Type** | **Amount** |
| D.1 | VAPT (KTL internal) | One-Time |  |

If third party VAPT is required, charges would be of min \*\* lakhs.

### EFFORT ESTIMATION FOR THE SCOPE\*

|  |  |
| --- | --- |
| **Particulars** | **Efforts in Man-days** |
| Requirement Gathering | 2 |
| Application Wireframe & Signoff | 2 |
| Development web app | 64 |
| Development mobile app | 50 |
| Creating database | 15 |
| Integration | 42 |
| Master creation and upload | 5 |
| Creating users and aligning with employees | 1 |
| Testing | 15 |
| Gap Corrections | 5 |
| Making the platform ready for KOEL environment | 2 |
| Implementation & training | 3 |
| Infant care | 3 |
|  |  |
| **Total-Man-Days** | **209** |

-Any Change in scope of requirement would attract separate proposal.

-Post successful implementation service/support query raised by KOEL will be treated as CR/SR and it would be charged at based on Man-Day effort.

* On-Premise solution would attract AMC charges as per agreed terms with KOEL. The AMC will include Support/helpdesk/maintenance during active AMC.

**PAYMENT TERMS**

* + The prices mentioned above does not include Taxes, Duties and Statutory Expenses which shall be payable additional at actuals by KOEL.
  + One Time Charges for Development Implementation and Integration, shall be payable as per the milestones enclosed as in below table-

|  |  |
| --- | --- |
| **Milestone** | **% Payment** |
| Wireframe Sign-off | 40% |
| Advance Along with PO | 30% |
| Deployment and Implementation | 30% |

* + 1. Taxes and duties extra are actual applicable at the time of billing.
    2. Payment shall be done in **INR** through NEFT/RTGS in the below given bank details of KTL.

Beneficiary Name: **Kloudq Technologies Limited**

Beneficiary Bank Address: **885, Bhandarkar Road, Opp. Sane Dairy, Pune 411 004.**

Beneficiary Banker: **HDFC Bank Ltd.** Beneficiary Bank A/c No.: **00070310005272** Beneficiary IFSC Code No.: **HDFC0000007**

## ACCEPTANCE

We, at KTL, take this opportunity to appreciate and thank you for your time, and support provided by your team to understand your requirements. Please feel free to contact us in case of any queries on proposal. Look forward to a long-term mutual beneficial relationship.

ACCEPTED AND AGREED by Kirloskar Oil Engines Ltd.

By: Date:

Title:

Comments:

For Kirloskar Oil Engines Ltd.

### ASSUMPTIONS:

Below is the list of assumption for full rollout that are considered for drafting this proposal:

* + The testing, configuration of the Project will be carried out within India at the KTL Pune Office.
  + To start with the development KTL will need prior sign-off from KOEL on BRD (functionality, scope, reports, Wireframe, formulas) submitted.
  + Change requests related to customized requirements, enhancements which are approved by KOEL for future agreed development the of estimated efforts (man-days/man-hours and commercials) will shared separately.
  + Any new feature development or major change to the existing architecture (schema, table, SP, business logic) will be treated as Change Request and would attract separate effort estimate/commercial.
  + KOEL stakeholders/Ecosystem Partners/Associates will be suitably computer savvy and capable of operating and running the web and mobile application.
  + KOEL would provide the required hardware, software, space for the Kloudq Consultants when on site.
  + It is important that KOEL will nominate a Project Manager with good understanding of KOEL business process to ensure that the deployment is carried out smoothly. He / She would be the Single Point of Contact for Kloudq consultants from the KOEL side.
  + The Project Manager is expected to coordinate with various Users, arrange meetings/reviews, communicate with Kloudq, get necessary approvals, review intermediate deliverables, and give timely feedback and confirmations to all concerned parties as well as Kloudq.
  + KOEL will depute one full time Key / Super User for each business area. This person would be responsible for those modules/business areas. This Super User will be part of implementation team and will work as full-time team member with Kloudq implementation team.
  + Server sizing recommendation is as follows: 2 Core, 64GB, Windows Server 2012 R2
  + OS: Android (Should have forward and backward compatibility to OS versions)
  + Server requirements are as follows: Database: SQL server: C# or Java, HTTP,
  + Application related development will be done by KTL. KTL will be involved in requirement gathering of design and development of application based on signed off wireframe, by KOEL.
  + The web application will be installed and provisioned on an existing SQL server and IIS environment.
  + one shared resource will be allocated with loading factor. This is not a dedicated resource, its combined efforts of the team involved in maintaining and enhancing the application. Estimated efforts/commercial done for the support and maintenance will be shared separately for the post deployment period.
  + Only 1 location is considered for scope for this project.
  + For software, mutually accepted faults, by KTL and KOEL will be fixed.
  + Official email account with credential details is require for sending emails if any to KOEL stakeholders.
  + The web application will be installed and provisioned on an existing SQL server and IIS environment.
  + Hardware required for the implementation will be procured by KOEL and delivered to KTL address.
  + The provisioning of the solution will be carried out within India at the KTL Pune Office.
  + Detailed project plan with wireframe would be submitted separately and signoff for the same would be taken from KOEL.
  + KOEL will make provision for the required infrastructure and remote VPN access for KTL Team for responding to CR/ SR raised.
  + CR/SR related to customized requirements, enhancements which are approved by KOEL and KTL. The agreed development estimated efforts/commercials with man-days/man-hours will be shared by KTL separately as and when required/asked.
  + KOEL to provide required master and info as and when required to complete the project.
  + White labeled products and application comes with Kloudq tag in the footer and on the application.
  + Change requests related to customized requirements, enhancements which are approved by KOEL. Separate Man-days effort estimation will be done and shared to KOEL.

### NOT INCLUDED IN SCOPE (EXCLUSIONS)

**KTL will NOT be responsible for the following:**

1. Any impact due to the changes, modifications, defects in the third-party systems. Other than mentioned scope.
2. Internet connectivity to use the mobile application on a web application basis by KOEL Stakeholder.
3. Hardware including computers and hand-held devices to run the web and mobile application and mobiles, printers and scanners.
4. Third party side effort for integration will be under KOEL.
5. Any training beyond the 3 Man-days specified in above.