

ACME CORPORATION

PROCUREMENT PROPOSAL

Proposal for: AI Development Services Date: July 11, 2025 Vendor: ACME Corporation Contact: John Smith, Sales Director Email: john.smith@acmecorp.com Phone: (555) 123-4567

EXECUTIVE SUMMARY

ACME Corporation is pleased to submit this proposal for AI development services. Our team of 15 certified AI engineers and data scientists has delivered over 200 successful AI projects across various industries including healthcare, finance, and retail.

SCOPE OF WORK

We propose to deliver the following services:

1. AI Model Development - Custom machine learning model design and implementation - Model training on client-provided datasets - Performance optimization and validation - Integration with existing systems
2. Data Processing Pipeline - Data ingestion and preprocessing - Feature engineering and selection - Data quality assurance - Automated data pipeline setup
3. Deployment and Monitoring - Cloud deployment on AWS/Azure/GCP - Real-time monitoring dashboard - Performance tracking and alerting - Documentation and training materials

PRICING STRUCTURE

Our pricing is structured as follows:

Phase 1 - Discovery and Planning: \$25,000 - Requirements analysis (2 weeks) - Technical architecture design - Project roadmap creation

Phase 2 - Development: \$85,000 - AI model development (8 weeks) - Data pipeline implementation - Testing and validation

Phase 3 - Deployment: \$15,000 - Production deployment (1 week) - Performance monitoring setup - Knowledge transfer

Total Project Cost: \$125,000

Payment Terms: - 30% upon contract signing - 40% upon Phase 1 completion - 30% upon final delivery

DELIVERY TIMELINE

The project will be completed in 12 weeks from contract signing:

Week 1-2: Discovery and Requirements Analysis Week 3-4: Architecture Design and Planning Week 5-10: AI Model Development and Testing Week 11: System Integration and Deployment Week 12: Final Testing and Knowledge Transfer

Key Milestones: - Week 2: Requirements document delivery - Week 4: Technical architecture approval - Week 8: Alpha model completion - Week 10: Beta model with full features - Week 12: Production deployment

TEAM QUALIFICATIONS

Our project team includes: - 1 Senior AI Architect (PhD in Computer Science) - 2 Senior Machine Learning Engineers - 1 Data Engineer - 1 DevOps Engineer - 1 Project Manager

Combined experience: 45+ years in AI/ML development

RISKS AND MITIGATION

We have identified the following potential risks:

1. Data Quality Issues Risk: Poor quality or insufficient training data Mitigation: Comprehensive data audit in Week 1, data augmentation strategies
2. Model Performance Risk: AI model not meeting accuracy requirements Mitigation: Multiple model architectures testing, ensemble methods
3. Integration Challenges Risk: Difficulties integrating with legacy systems Mitigation: Early system analysis, API-first approach
4. Timeline Delays Risk: Project delays due to scope changes Mitigation: Agile methodology, weekly progress reviews
5. Resource Availability Risk: Key team members unavailable Mitigation: Cross-trained team members, backup resources identified

TECHNICAL REQUIREMENTS

Minimum system requirements: - Cloud infrastructure with 32GB RAM - GPU-enabled instances for model training - 500GB storage for data processing - API endpoints for integration

SUPPORT AND MAINTENANCE

Post-delivery support includes: - 90 days free support and bug fixes - Monthly performance reports for 6 months - Optional maintenance contract at \$2,000/month

TERMS AND CONDITIONS

- Payment terms: Net 30 days - Intellectual property rights transfer upon final payment - Confidentiality agreement required - Change requests subject to additional costs

We appreciate the opportunity to submit this proposal and look forward to partnering with you on this exciting AI project.

Best regards, John Smith Sales Director ACME Corporation