Statement of Work :

To Develop an ERP System that covers the following Processes for the company :

- **Sales and Inquiry**
- **Customer Relationship**
- **Inventory Control**
- **Purchase Process**
- **Accounting Process**
- **Material Management**
- **Reminder**
- **After Sales Module**

Proposed Solution :

Authentication :

- Username , Password Based Authentication
- Comes with a 128 bit anti-hacking encryption of user credentials
- Integrates with Microsoft ActiveDirectory , LDAP Services (Optional)

Accessibility

- All the Data is Accessible through Desktop, Laptop , Mobile and Tablets
- Can be exported to specific formats – Excel, csv,pdf

CRM Module

Inquiry (With status)

- Unique Number
- Create Inquiry
- Status of Inquiry
- Associate with the User
- Emailing

Sales :

– Create Opportunities

– Track Opportunity Status

– Create Leads

– Manage Leads

– Track Lead Status

– Create Campaigns

– Create Tasks Under Campaigs and Track Task Status

– Order Conversion : Mark leads Opportunities as a closed, won, lost and make notes

Customer Data Management :

– Customer Contact Details

– Buying History of the customer

– Comments and Payment History of the customer

– Invoices

Inventory Control Module :

Raw Material Inventory / Materials Management

– Create New Material

– Manage Quantity , Price , Quality Rating

– Sales Forcasting

– Production Scheduling

– Residual Inventory

– Inventory Accounting

– Locations and Sites

– Manage Transportation

– Storage

– Create BOMs

– Material Delivery

– Material Receipts

Product Inventory

- Warehousing
- Product Serial Numbers
- Manage Shelves

Product Management

- Product Coding
- Maintain Serials
- Product Specifications
- Multiple Product Images

Purchase Order :

- Automatic Inventory Altert
- Inventory Comparison
- Generate Purchase Requisition
- Create Vendors
- Generate BOM
- Create RFP based on BOM
- Online Quotation Filling Area for vendors
- Compare quotations from multiple vendors
- Generate PO
- Generate Invoices

Accounts :

- Daily Ledger
- Journals and Accounts
- Transactions and Double Entry Book Keeping
- Inventory LIFO and FIFO Accounting
- Calculation of Depreciation
- Tax Management – Sales Tax , Service Tax, Income Tax , Professional Tax, VAT
- Cash Flow Statements

- – Accountwise T – Ledgers
- – Trial Balance
- – Balance Sheet Generation
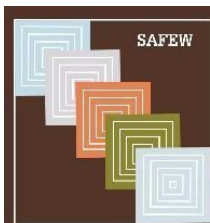- – Profit – Loss Statement

Document Management

- – Create Folders
- – Upload Documents – pdf , doc ,xls,jpeg ,png , ppt ,pps Supported
- – Share it with group
- – Share it with all

After Sales Service Module :

- – Create Calls
- – Assign to Support Staff
- – Create Complaints
- – Track the Status of Complaints
- – Call Based Option ORAMC
- – Customer Specific records for Call Based Support
- – Billing Based on Support Plan – Invoice Generation with Itemised Bill

Payroll Management :

- – Attendance – In time , Out Time
- – New Users to the company
- – Employee ID Generation
- – Configuration of Organisation
- – Configuration of Groups
- – Configuration of Salary Structure According to Designation
- – Monthly Payslip Generation
- – Setup of Paid Leaves
- – Yearly Leave Calendar Setup
- – Leave Management for Individual Employees
- – Disable Id of Employees Left

Data Migration :

Data Migration from Tally

Time Involved :

Requirement Collection and SignOff : 3 Days

Development and Customization : 30 Working Days

Data Migration From Tally : 5 Days

Deployment : 2 Days

User Testing and Feedback : 5 Days

End User Training and Documentation : 2 Days

Working Methodology :

Onsite Work :
  – **Requirement Collection**
  – **Weekly Demo and Feedback – Every Friday**
  – **Data Migration**
  – **Deployment**
  – **User Ineteraction and Feedback**

Offshore Work
  – **Development and Customzation**
  – **Software Testing**

Cost Involved :

Item	Cost
Development, Customization ,Deployment, Testing and Feedback Support	₹ 55,000
Data Migration :	₹ 10,000
Sales Tax (10.3%)	₹ 7210
Total:	₹ 71695

Terms and Conditions

- **Time Line Does Not include Public Holidays and Calendar Holidays**
- **Impact of Holidays on timelines will be discussed upfront**
- **50 % Advance Payment**
- **Remaining Milestone Based Payments**
- **6 Month Free Support Provided**
- **Life long Free Bug fixes**
- **Does Not include any Hardware Cost.**
- **Anything Extra Other than this will cost extra.**