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**
- **Production Process Control**

Proposed Solution :

Authentication :

- Username , Password Based Authentication
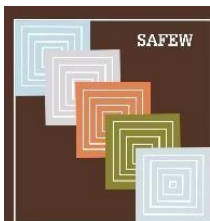- Comes with a 128 bit anti-hacking encryption of user credentials

Accessibility

- All the Data is Accessible through Desktop, Laptop , Mobile and Tablets
- Can be exported to specific formats – Excel, csv,pdf
- Web Based System Installed on the server, accessible via Web Browser.

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

– Create and Track Campaigns

– Create Budget for Campaigns

– Calculate Profitability of Campaigs , Track Number of Leads and Opportunities Generated

– Create and Manage Accounts

– Calculate Opportunity Costs

Customer Data Management :

– Customer Contact Details

– Buying History of the customer

– AMC Type

– Comments and Payment History of the customer

– 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

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
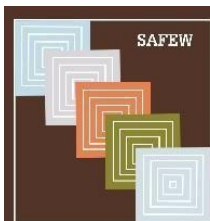
Production Control:
- – Production Schedule
- – Production – BOM matching
- – Record Consumption / Discard of Materials
- – Calculate Profitability
- – Transfer Inventory
- – Stagewise Consumtion
- – Relate Inventory / Production / Purchase

Inventory Control Module :

Product Inventory:
- – Warehousing
- – Product Serial Numbers
- – Manage Shelves

Product Management :

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

Document Management

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

Time Involved :

Requirement Collection and SignOff : 3 Days

Development and Customization : 20 Working Days

Deployment : 2 Days

User Testing and Feedback : 5 Days

End User Training and Documentation : 2 Days

Working Methodology :

Onsite Work :
- **Requirement Collection**
- **Deployment**
- **User Ineteraction and Feedback**

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

S A F E W T E C H N O L O G Y L A B S
P E R F E C T E L E M E N T S P O W E R F U L S O L U T I O N S

Cost Involved :

Item	Cost
Development, Customization ,Deployment, Testing and Feedback Support	₹ 55000
Total:	₹ 55,000

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**
- **3 Month Free Support Provided**
- **Life long Free Bug fixes**
- **Does Not include any Hardware Cost.**
- **Anything Extra Other than this will cost extra.**