

Wilco Project Management System - Comprehensive Implementation Proposal

Prepared by: Luminous Consulting Hong Kong Limited

Prepared for: Wilco Engineering Limited

Proposal Reference: LC-WE-2024-PMS

Executive Summary

Luminous Consulting Hong Kong Limited is pleased to present this comprehensive proposal for the implementation of Wilco Engineering Limited's enhanced Project Management System using the Odoo platform. Our proposal encompasses complete business requirement analysis, system design and development, testing, deployment, and training services delivered over a 6-month engagement period.

Project Overview:

- Client:** Wilco Engineering Limited
- Service Provider:** Luminous Consulting Hong Kong Limited
- Engagement Duration:** 6 months (30 December 2024 - 29 June 2025)
- Total Investment:** HK\$850,000
- Total Effort:** 170 Man-Days (65 consulting + 105 development)

Our solution specifically addresses Wilco's unique requirements as an engineering company operating on a project-based business model. We will deliver advanced project accounting capabilities that extend beyond Odoo's standard offerings, providing comprehensive financial integration and project visibility that your organization requires.

The enhanced Wilco Project Management System represents a strategic digital transformation initiative that will elevate Odoo's standard project management capabilities to align perfectly with Wilco's specific business processes. Our integrated solution combines project lifecycle management with advanced financial tracking, automated reporting, and sophisticated analytics to provide executive-level visibility into project performance and profitability.

Proposed Timeline Overview

Phase	Weeks	Start Date	End Date	Luminous Activities	Man-Days
Phase 1: Requirements	1-4	30 Dec 2024	26 Jan 2025		
Requirement Gathering	1-2	30 Dec 2024	12 Jan 2025	Business needs evaluation, stakeholder interviews	8
Requirement Analysis	3-4	13 Jan 2025	26 Jan 2025	Gap analysis, FRD preparation	10
Phase 2: Development	3-22	13 Jan 2025	25 May 2025		
Core Infrastructure	3-9	13 Jan 2025	2 Mar 2025	Sales Order & Project Management Framework	55
Financial Systems	10-16	3 Mar 2025	13 Apr 2025	Invoice Summary & Accounting Customizations	25
Integration & Reporting	17-22	14 Apr 2025	25 May 2025	Purchase Integration, Reports & Wizards	25
Phase 3: Deployment	23-24	26 May 2025	8 Jun 2025		
UAT & System Deployment	23-24	26 May 2025	8 Jun 2025	Testing, data migration, production setup	15
Phase 4: Go-Live	25-26	9 Jun 2025	29 Jun 2025		
Training & Support	25-26	9 Jun 2025	29 Jun 2025	User training, go-live support	10
Project Management	1-26	30 Dec 2024	29 Jun 2025	Continuous oversight and coordination	22
Total	26 weeks				170

Investment Summary

Service Category	Man-Days	Investment (HK\$)	Percentage
Project Management	22	110,000	12.9%
Requirements & Analysis	18	90,000	10.6%
System Development	105	525,000	61.8%
Testing & Deployment	15	75,000	8.8%
Training & Support	10	50,000	5.9%
Total	170	HK\$850,000	100%

Strategic Value Proposition

Business Benefits We Will Deliver:

- **Enhanced Project Visibility:** Real-time tracking of project status, financials, and profitability
- **Improved Cash Flow Management:** Advanced invoice tracking and settlement monitoring
- **Automated Financial Reporting:** Significant reduction in manual reporting effort
- **Standardized Document Management:** Professional, branded documentation across all project communications
- **Data-Driven Decision Making:** Executive dashboards for project portfolio analysis

Expected Return on Investment:

- **Operational Efficiency:** Measurable reduction in project administration time
- **Financial Accuracy:** Substantial improvement in project cost tracking accuracy
- **Customer Satisfaction:** Enhanced professional documentation and faster response times

- **Management Insights:** Real-time project performance analytics enabling proactive decision-making
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PART I: CONSULTING SERVICES OVERVIEW

Our Comprehensive Service Offering

1. Project Management Services

Effort: 22 Man-Days | **Investment:** HK\$110,000

What Luminous Will Deliver:

- Conduct regular project meetings and provide comprehensive status reports to Wilco management
- Develop detailed project plan in collaboration with Wilco's key stakeholders
- Provide continuous resource allocation and project progress monitoring
- Ensure project milestones are met within agreed timeline and budget constraints
- Coordinate seamlessly between Wilco's business stakeholders and our technical development team

Strategic Value:

Critical for ensuring successful project delivery and maintaining alignment with Wilco's business objectives throughout the 6-month implementation period.

2. Business Requirement Gathering

Effort: 8 Man-Days | **Investment:** HK\$40,000

Luminous Consulting Approach:

- Comprehensive evaluation of Wilco's current business needs and operational pain points
- Organization of stakeholder interviews and collaborative workshops
- Facilitation of project kickoff meeting with all key Wilco stakeholders
- Documentation of current business processes and existing workflows
- Identification of integration requirements with Wilco's existing systems

Strategic Value:

Foundation phase ensuring that all of Wilco's unique business requirements are properly captured to guide our system design and development approach.

3. Business Requirement Analysis

Effort: 10 Man-Days | **Investment:** HK\$50,000

Our Analytical Process:

- Detailed evaluation and analysis of collected Wilco requirements
- Comprehensive assessment of existing business processes and system gaps
- Gap analysis between current state and Wilco's desired future state
- Preparation of comprehensive Functional Requirements Document (FRD) tailored to Wilco
- Technical feasibility assessment and solution architecture design specifically for Wilco's needs

Strategic Value:

Translates Wilco's business needs into precise technical specifications that will guide our development of the enhanced project management system.

4. User Acceptance Testing & System Deployment

Effort: 15 Man-Days | **Investment:** HK\$75,000

User Acceptance Testing (UAT) Services:

- Provide detailed UAT specifications and comprehensive test cases
- Review and prepare UAT scenarios covering all Wilco business processes
- Develop UAT plan and timeline with clear success criteria aligned with Wilco's requirements
- Facilitate UAT execution with Wilco's business users and provide technical support

System Deployment Services:

- Develop and execute master data migration plan and timeline for Wilco's existing data
- Production system implementation, installation, setup and configuration
- Perform comprehensive data migration from Wilco's existing systems
- Production environment optimization and performance tuning for Wilco's usage patterns

Strategic Value:

Ensures system functionality perfectly meets Wilco's business requirements and provides seamless transition from existing systems to the new integrated solution.

5. User Training Services

Effort: 5 Man-Days | **Investment:** HK\$25,000

Comprehensive Training Program:

- Development of training documentation including real Wilco business scenarios
- Two days of intensive key user training sessions conducted at Wilco's premises
- Hands-on training covering all major system functions relevant to Wilco's operations
- Review and resolution of training issues and user feedback
- Best practices sharing for system optimization specific to Wilco's business model

Strategic Value:

Ensures successful user adoption across Wilco's organization and maximizes return on investment through proper system utilization and user competency.

6. Additional Support Services

Effort: 5 Man-Days | **Investment:** HK\$25,000

Ongoing Support Framework:

- End user training on database administration and system maintenance tailored to Wilco
- Knowledge transfer on role center configuration and customization for Wilco's requirements
- Final verification of system setup and user permissions aligned with Wilco's organizational structure
- Go-live support and immediate post-implementation assistance
- Documentation of system administration procedures specific to Wilco's environment

Strategic Value:

Provides Wilco with ongoing support capabilities and comprehensive knowledge transfer to ensure sustainable system operation and long-term success.

PART II: TECHNICAL SOLUTION ARCHITECTURE

Custom Development Overview

Effort: 105 Man-Days | **Investment:** HK\$525,000
Module ID: wilco_project

Proposed System Scope for Wilco:

Core ERP & CRM Modules We Will Enhance:

- **Sales Management:** Automated quotations and order processing with seamless project integration
- **Purchase Management:** Supplier management and approval workflows with comprehensive project cost tracking
- **Inventory Management:** Real-time inventory tracking and intelligent alerts
- **Project Management:** Advanced milestone tracking and budget control with complete financial integration
- **Financial Accounting:** Automated reporting and approval processes with sophisticated project-based analytics

Major Customizations Luminous Will Develop:

- **Advanced Project Accounting Framework:** Complete project-based financial integration addressing Odoo's standard limitations
 - **ISO Compliance Features:** Document version control and revision tracking systems for Wilco's quality requirements
 - **Multi-language Support Functions:** Supporting Wilco's international operations and client base
 - **Enhanced Security Framework:** Permission management and data backup systems tailored to Wilco
 - **Professional Reporting Suite:** Executive dashboards and project profitability analysis designed for Wilco's management
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Detailed Technical Development Plan

1. Enhanced Sales Order Management System

Modification ID: WP-SOM-001 | **Development Effort:** 20 Man-Days
Business Purpose: Streamline Wilco's sales-to-project conversion process and provide comprehensive financial tracking throughout the project lifecycle.

Luminous Will Deliver:

- **Project Integration Framework** (6 man-days)
 - Seamless linking of sales orders to project records for Wilco's workflow
 - Automatic project status synchronization tailored to Wilco's project stages
 - Real-time project stage visibility within Wilco's sales process
- **Advanced Document Management** (6 man-days)
 - Automated revision control and versioning for Wilco's documentation standards
 - Professional document numbering system aligned with Wilco's requirements
 - Customizable quotation headers and branding featuring Wilco's corporate identity

- Centralized contact information management for Wilco's client database
- **Financial Performance Tracking** (8 man-days)
 - Real-time invoice amount calculations for Wilco's project accounting
 - Down payment tracking and management specific to Wilco's billing practices
 - Settlement monitoring and outstanding balance alerts customized for Wilco
 - Gross profit percentage calculations with budget variance analysis for Wilco's projects

Business Impact for Wilco:

- Eliminates manual project-sales coordination efforts currently requiring significant time
 - Provides real-time financial visibility to Wilco's project managers
 - Ensures consistent professional documentation standards across all Wilco communications
 - Enables proactive cash flow management aligned with Wilco's business model
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2. Advanced Project Management Framework

Modification ID: WP-PMF-002 | **Development Effort:** 35 Man-Days

Business Purpose: Enable comprehensive project accounting capabilities in Odoo specifically designed for Wilco's engineering operations, with advanced finance system integration and project traceability improvements. This addresses Odoo's lack of out-of-the-box project accounting functionality through extensive customization tailored to Wilco's requirements.

Core Project Accounting Features Luminous Will Develop:

- **Project Financial Integration** (12 man-days)
 - Full project-based general ledger integration designed for Wilco's financial structure
 - Automatic analytic account creation and management aligned with Wilco's chart of accounts
 - Project-specific chart of accounts mapping for Wilco's accounting requirements
 - Real-time project cost center tracking for Wilco's operational needs
 - Advanced budget vs actual variance analysis customized for Wilco's project types
- **Finance System Integration Enhancement** (10 man-days)
 - Multi-currency project accounting support for Wilco's international projects
 - Automated journal entry creation for project transactions following Wilco's accounting policies
 - Project-based invoice and payment allocation specific to Wilco's billing structure
 - Integration capabilities with Wilco's existing accounting systems via APIs
 - Financial consolidation and reporting across projects tailored to Wilco's management requirements
- **Project Traceability Improvement** (8 man-days)
 - Complete audit trail for all project financial transactions meeting Wilco's compliance needs
 - Document version control and approval workflows aligned with Wilco's quality processes
 - Time and material tracking with cost allocation for Wilco's project costing methodology
 - Resource utilization monitoring and reporting for Wilco's capacity planning
 - Project milestone and deliverable tracking with financial impact analysis for Wilco
- **Intelligent Project Numbering System** (5 man-days)
 - Enforced unique project number validation following Wilco's numbering conventions
 - Space-free numbering for system integration compatibility with Wilco's existing systems
 - Dual naming convention (Number + Descriptive Name) as preferred by Wilco
 - Cross-reference search capabilities for Wilco's project management needs

Business Impact for Wilco:

- Transforms Odoo into a comprehensive project accounting platform specifically for Wilco's engineering business
 - Enables accurate project profitability analysis critical to Wilco's business model
 - Provides complete financial transparency at project level as required by Wilco's management
 - Supports complex multi-project financial reporting essential for Wilco's operations
 - Facilitates compliance with project accounting standards relevant to Wilco's industry
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3. Customer Invoice Summary & Analytics System

Modification ID: WP-CIS-003 | **Development Effort:** 15 Man-Days

Business Purpose: Deliver comprehensive invoice analytics and period-based financial reporting to support Wilco's executive decision-making and cash flow forecasting requirements.

Core Functionality Luminous Will Build:

- **Period-Based Financial Analysis** (6 man-days)
 - Monthly and yearly invoice grouping aligned with Wilco's reporting periods
 - Opening balance calculations and historical data consolidation for Wilco's financial records
 - Running balance computations for cash flow analysis supporting Wilco's financial planning
 - Trend analysis and forecasting capabilities tailored to Wilco's business patterns
- **Advanced Invoice Breakdown System** (5 man-days)
 - Individual invoice performance tracking for Wilco's client management
 - Settlement pattern analysis specific to Wilco's customer base
 - Down payment management and tracking according to Wilco's billing practices
 - Customer payment behavior analytics to support Wilco's credit management
- **Executive Dashboard & Reporting** (4 man-days)
 - Real-time financial performance indicators relevant to Wilco's KPIs
 - Project-based profitability analysis essential for Wilco's project evaluation
 - Customer creditworthiness assessment to support Wilco's business development
 - Automated aging reports with risk indicators customized for Wilco's risk management

Business Impact for Wilco:

- Provides executive-level financial visibility across all Wilco projects
 - Enables proactive cash flow management and forecasting critical to Wilco's operations
 - Supports data-driven customer relationship management aligned with Wilco's business strategy
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4. Purchase Order Integration System

Modification ID: WP-POI-004 | **Development Effort:** 10 Man-Days

Business Purpose: Integrate purchase order management with project tracking to provide complete project cost visibility and vendor performance analysis supporting Wilco's procurement processes.

What Luminous Will Implement:

- **Project-Purchase Linkage** (4 man-days)
 - Automatic project assignment for purchase orders following Wilco's project structure
 - Real-time project cost accumulation for Wilco's cost management
 - Vendor performance tracking by project to support Wilco's supplier management

- **Cost Analysis Integration** (3 man-days)
 - Budget vs. actual cost comparisons for Wilco's project control
 - Vendor cost analysis and optimization supporting Wilco's procurement strategy
 - Purchase order approval workflows aligned with Wilco's authorization matrix
- **Reporting & Analytics** (3 man-days)
 - Project-based purchase analysis for Wilco's cost center management
 - Vendor performance scorecards to support Wilco's supplier evaluation
 - Cost variance reporting for Wilco's project management

Business Impact for Wilco:

- Complete project cost visibility including vendor expenses for Wilco's comprehensive project accounting
 - Improved vendor management and negotiation capabilities enhancing Wilco's procurement effectiveness
 - Enhanced project profitability analysis supporting Wilco's business decisions
 - Streamlined purchase approval processes reducing administrative burden for Wilco
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5. Comprehensive Accounting Customizations

Modification ID: WP-ACC-005 | **Development Effort:** 10 Man-Days

Business Purpose: Enhance the accounting system to provide project-centric financial management with advanced analytics and automated settlement tracking specifically designed for Wilco's financial requirements.

Enhanced Modules Luminous Will Deliver:

- **Advanced Invoice Processing** (4 man-days)
 - Project-based invoice categorization aligned with Wilco's accounting structure
 - Automated analytic distribution following Wilco's cost allocation methodology
 - Enhanced settlement tracking and reporting for Wilco's cash flow management
- **Payment Management System** (3 man-days)
 - Intelligent payment allocation supporting Wilco's payment processing
 - Settlement date tracking and analysis for Wilco's financial reporting
 - Multi-invoice payment processing accommodating Wilco's billing practices
- **Analytic Account Enhancement** (3 man-days)
 - Project-based cost center management tailored to Wilco's organizational structure
 - Advanced budget tracking and variance analysis for Wilco's project control
 - Time and material cost allocation supporting Wilco's project costing
 - Profitability analysis by project phase essential for Wilco's project evaluation

Business Impact for Wilco:

- Accurate project-based financial reporting meeting Wilco's management requirements
 - Automated payment processing and tracking reducing administrative effort for Wilco
 - Enhanced cost allocation and profitability analysis supporting Wilco's business decisions
 - Improved financial audit trails and compliance addressing Wilco's quality standards
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6. Professional Reporting Suite

Modification ID: WP-REP-006 | **Development Effort:** 10 Man-Days

Business Purpose: Deliver professional, branded documentation and comprehensive business intelligence reporting to enhance Wilco's corporate image and provide executive insights.

Report Categories Luminous Will Develop:

- **Sales Documentation** (3 man-days)
 - Professional quotation templates featuring Wilco's branding and corporate identity
 - Enhanced order confirmation layouts aligned with Wilco's documentation standards
 - Customer-specific document customization supporting Wilco's client relationships
- **Purchase & Vendor Reports** (2 man-days)
 - Standardized purchase order formats following Wilco's procurement procedures
 - Vendor performance analysis reports supporting Wilco's supplier management
 - Cost analysis and budget variance reports for Wilco's financial control
- **Financial & Executive Reports** (3 man-days)
 - Executive dashboard with KPIs relevant to Wilco's business metrics
 - Project profitability analysis essential for Wilco's project evaluation
 - Cash flow and aging reports supporting Wilco's financial management
 - Customer creditworthiness assessments to support Wilco's business development
- **Professional Templates** (2 man-days)
 - Signature and approval workflows aligned with Wilco's authorization processes
 - Document reference standards following Wilco's quality procedures
 - Multi-currency support and formatting for Wilco's international operations

Business Impact for Wilco:

- Professional corporate image with consistent branding enhancing Wilco's market presence
 - Automated report generation reducing manual effort and improving efficiency for Wilco
 - Executive-level business intelligence and KPIs supporting Wilco's strategic decisions
 - Enhanced customer and vendor communication improving Wilco's business relationships
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7. Interactive Wizard Components

Modification ID: WP-WIZ-007 | **Development Effort:** 5 Man-Days

Business Purpose: Provide user-friendly interfaces for complex business processes, reducing training requirements and improving user adoption across Wilco's organization.

Wizard Applications Luminous Will Create:

- **Invoice Summary Generator** (2 man-days)
 - Guided period-based analysis for Wilco's financial reporting
 - Customer and project filtering aligned with Wilco's reporting requirements
 - Export capabilities for external analysis supporting Wilco's management processes
 - Automated email distribution for Wilco's stakeholder communication
- **Aged Analytics Wizard** (2 man-days)
 - Interactive aging report generation for Wilco's credit management
 - Customer risk assessment tools supporting Wilco's business development
 - Outstanding balance management for Wilco's cash flow control
- **Enhanced Payment Processing** (1 man-days)
 - Streamlined payment registration for Wilco's accounting efficiency
 - Multi-invoice settlement processing accommodating Wilco's payment practices
 - Automated payment allocation reducing manual effort for Wilco

Business Impact for Wilco:

- Reduced user training requirements minimizing implementation time for Wilco
 - Minimized data entry errors improving data quality for Wilco
 - Improved process efficiency and user satisfaction across Wilco's organization
 - Standardized business process execution supporting Wilco's quality objectives
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PART III: IMPLEMENTATION METHODOLOGY

Luminous Consulting Implementation Approach

Pre-Development Phase (Weeks 1-2)

- **Requirement Study & Analysis:** 2 weeks
 - Comprehensive business process documentation and analysis of Wilco's operations
 - Technical requirement gathering specific to Wilco's system environment
 - System architecture planning tailored to Wilco's infrastructure
 - Development environment setup and configuration for Wilco's requirements
 - Project team onboarding and training on Wilco's business processes

Phase 1: Core Infrastructure Development (Weeks 3-9)

- **Sales Order Management System:** 20 man-days
 - Project Integration Framework: Week 3-4
 - Document Management: Week 5-6
 - Financial Performance Tracking: Week 7-8
 - Testing and validation with Wilco stakeholders: Week 9
- **Advanced Project Management Framework:** 35 man-days
 - Project Financial Integration: Week 3-6
 - Finance System Integration Enhancement: Week 5-8
 - Project Traceability Improvement: Week 7-9
 - Project Numbering System: Week 8-9
- **Subtotal:** 55 man-days

Phase 2: Financial Systems Development (Weeks 10-16)

- **Customer Invoice Summary System:** 15 man-days
 - Period-based analysis development: Week 10-12
 - Invoice breakdown system: Week 13-14
 - Dashboard and reporting: Week 15-16
- **Accounting Customizations:** 10 man-days
 - Invoice processing enhancement: Week 10-12
 - Payment management system: Week 13-15
 - Analytics integration: Week 15-16
- **Subtotal:** 25 man-days

Phase 3: Integration & Reporting Development (Weeks 17-22)

- **Purchase Order Integration:** 10 man-days
 - Project-purchase linkage: Week 17-18
 - Cost analysis integration: Week 19-20
 - Reporting and analytics: Week 21-22
- **Professional Reporting Suite:** 10 man-days
 - Sales and purchase reports: Week 17-19
 - Financial and executive reports: Week 20-21
 - Professional templates: Week 21-22
- **Interactive Wizards:** 5 man-days
 - Wizard development and testing: Week 21-22

- **Subtotal:** 25 man-days

Total Customization Development Effort: 105 man-days over 20 weeks

Phase 4: Testing & Deployment (Weeks 23-24)

- **Week 23-24:** User Acceptance Testing (UAT) and System Deployment (15 man-days)

Phase 5: Training & Go-Live Support (Weeks 25-26)

- **Week 25-26:** User Training and Additional Support (10 man-days total)

Total Project Duration: 26 weeks

Advanced Project Management Framework - Our Strategic Focus for Wilco

Understanding that Wilco operates as an engineering company with all operations being project-based, Luminous Consulting recognizes that the Advanced Project Management Framework represents the most critical component of this implementation for your organization:

Our Week-by-Week Development Approach:

Week 3-4: Project Financial Foundation

- Database schema modifications specifically designed for Wilco's project accounting requirements
- Core analytic account integration setup aligned with Wilco's financial structure
- Initial project-to-GL mapping configuration tailored to Wilco's chart of accounts

Week 5-6: Integration Development

- Finance system API development and testing for Wilco's integration requirements
- Multi-currency support implementation for Wilco's international project operations
- Automated journal entry creation following Wilco's accounting policies

Week 7-8: Traceability & Workflows

- Document workflow implementation aligned with Wilco's quality processes
- Audit trail configuration meeting Wilco's compliance requirements
- Time and material tracking setup for Wilco's project costing methodology

Week 9: Testing & Validation

- User acceptance testing preparation with Wilco's business users
- Integration testing with Wilco's existing systems
- Performance optimization for Wilco's operational requirements

Luminous Consulting Resource Commitment:

- **Senior Developer:** 1 full-time resources and 2 part-time resources dedicated to advanced project management development and complex financial integrations
- **Database Specialist:** 1 part-time resource for schema optimization
- **QA Engineer:** 1 part-time resource for comprehensive testing
- **Business Analyst:** 1 part-time resource for requirement validation with Wilco stakeholders

Our Risk Mitigation Strategy:

- Daily stand-ups during critical financial integration phases with Wilco project team
- Parallel development environments for comprehensive testing
- Staged deployment approach with rollback capabilities
- Comprehensive backup strategies during database modifications

Success Metrics for Advanced Project Management Implementation:

- **Project Cost Accuracy:** Real-time tracking with minimal variance for Wilco's projects
 - **Financial Reporting Speed:** Automated generation in under 5 minutes for Wilco's management
 - **Audit Compliance:** Complete transaction traceability meeting Wilco's quality standards
 - **User Adoption:** Majority of Wilco's project managers actively using new features within 30 days
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Our Quality Assurance & Risk Management Framework

Project Management Controls Luminous Will Implement:

- Monthly progress meetings and comprehensive status reporting to Wilco management
- Milestone-based delivery and payment schedule aligned with Wilco's requirements
- Change management process for scope modifications with Wilco approval
- Quality gates at each phase completion ensuring Wilco's satisfaction

Technical Risk Mitigation by Luminous:

- Comprehensive UAT before production deployment on Wilco's systems
- Parallel system operation during transition period to minimize disruption to Wilco
- Complete data backup and rollback procedures protecting Wilco's data
- Performance testing and optimization ensuring optimal operation for Wilco

Business Continuity Assurance for Wilco:

- Phased implementation approach to minimize business disruption to Wilco's operations
- Comprehensive user training and documentation tailored to Wilco's needs
- Post-go-live support and troubleshooting ensuring Wilco's smooth transition
- Knowledge transfer for ongoing system maintenance empowering Wilco's team

Success Criteria & Project Deliverables

Key Deliverables Luminous Will Provide:

1. **Functional Requirements Document (FRD)** tailored specifically to Wilco's business processes
2. **Fully Customized Odoo System** with all specified modules configured for Wilco
3. **Comprehensive Test Documentation** and UAT results validated by Wilco
4. **Production System Deployment** with Wilco's data successfully migrated
5. **User Training Materials** and documentation specific to Wilco's operations
6. **System Administration Guide** and procedures for Wilco's IT management

Success Metrics for Wilco:

- **On-Time Delivery:** Project completion within 6-month timeline as committed to Wilco
- **Budget Adherence:** Delivery within HK\$850,000 investment for Wilco
- **User Satisfaction:** Positive feedback from Wilco's trained users
- **System Performance:** Stable operation with minimal downtime for Wilco's operations
- **Business Impact:** Measurable improvement in operational efficiency for Wilco

Operational Metrics We Will Achieve for Wilco:

- **Project Administration Time:** Significant reduction in administrative overhead for Wilco
- **Report Generation Time:** Substantial improvement in automated reporting for Wilco
- **Data Accuracy:** Enhanced precision in project cost tracking for Wilco
- **User Satisfaction:** High positive feedback from Wilco's system users

Ongoing Support & Maintenance Framework

Luminous Consulting's Ongoing Commitment to Wilco:

- **Monthly System Health Checks:** Performance and data integrity validation for Wilco
- **Quarterly Business Review:** KPI assessment and optimization opportunities with Wilco
- **Annual System Updates:** Feature enhancements and Odoo version compatibility for Wilco
- **User Training Program:** Continuous education and best practices sharing for Wilco's team

Conclusion

Luminous Consulting Hong Kong Limited is committed to ensuring the successful implementation of Wilco Engineering Limited's enhanced Project Management System through our structured, comprehensive approach encompassing all aspects from requirements gathering to go-live support. Our proposed investment of HK\$850,000 over 6 months will deliver a fully integrated solution that transforms Wilco's project-based operations through advanced automation, improved financial visibility, and enhanced operational efficiency.

The Wilco Project Management System represents a strategic investment in digital transformation that will provide Wilco with significant competitive advantages in project execution, financial management, and customer satisfaction. Our comprehensive 105 man-day development effort will deliver measurable ROI through operational efficiency gains, improved financial visibility, and enhanced professional capabilities specifically tailored to Wilco's engineering business model.

This system implementation will position Wilco as a technology-forward organization capable of delivering superior project outcomes while maintaining the highest standards of financial management and customer service. Luminous Consulting is proud to partner with Wilco in this transformative journey.

Proposal Prepared By: Luminous Consulting Hong Kong Limited

Proposed Project Start Date: 30 December 2024

Expected Completion Date: 29 June 2025