

Customer Logo



Project Icon (Symbolic)

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Version X.X
00-Jan-0000

**Technical & Commercial Proposal
Project Title**

Submitted by - Integra Micro Software Services (P) Ltd.

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Revision History

Version	Date	Description	Author(s)	Reviewed by	Approved by
0.0	00-Jan-0000				

Introduction



- About Customer

Integra Micro



Integra is a leading provider of software services specializing in FinTech, BPM, Enterprise Mobility, Telecom & Mobile based Learning. With a strong track record across these domains, proven expertise and knowledge, we are an ideal partner for technology and solutions development.

a pioneer on many fronts

is FIRST TO

create WAP stack/Gateway in Asia
deliver fully indigenous solutions for Financial Inclusion in India
develop TCP/IP stack on MS DOS, imaging tool-kits

400+

Employees

50+

Copyrights
& Products

10+

million
man-hours
delivered

5

Continents
- Customer
Footprint

Integra Micro Software Services

Service Offerings

Application
Development
Product Engineering
Life Cycle Maintenance

Verification and Validation
24x7 Support
Consulting

Domains

Telecom
Enterprise
FinTech
Mobile based Learning
Business Process
Management

Competencies

K2
Mobile App Development
KYC & Authentication
IoT

Application Services (ADMM)

App Development
Product Engineering
Life Cycle Maintenance
Porting & Migration



Telecom

Mobile App Development
VAS
IoT



FinTech

Payment Solutions
KYC & Authentication
(Biometric, IRIS, AML/IBL)



Enterprise Mobility

Enterprise Software
Systems Integration
Mobile Enablement
mLearning Solutions



BPM

BPM & Automation
K2

Deployment & Support

System Integration
L2 & L3 Support
Program Management
Product Deployment

Verification & Validation

Test Automation
Development of Test Tools
Device Testing
Test Case Generation

Consulting

Augment / Build Engineering Teams
Onsite Consultancy
Deployment Services

Prologue



- Background

Requirements Overview



- About Project

Scope of Work



- Scope of the project

Receivables & Deliverables



- **Receivables**
- **Deliverables as per timelines**

Assumptions & Dependencies



Assumptions:

Dependencies:

Engagement Model



- Project Model

Team Composition



- Team Structure

Commercials



Sl. No.	Description	Effort (Person Months)	Amount (INR)
1.			
2.			

Payment Milestones

Sl. No.	Milestones	Percentage	Amount (INR)
1.			
2.			

Domestic Travel Charges

Sl. No.	Description	Cost
1	Fixed Charges	Actual airfare from Bangalore to the designated location and back, local conveyance, lodging and other travel related charges
2	Per diem	INR 1500 per person

- In case any Integra resource is expected to travel during the course of the project, Customer would bear all expenses related to the travel as below.
- To and fro air tickets need to be provided by Customer.
- Expenses towards hotel and local conveyance at actuals to be provided by Customer. Integra will invoice Customer for the number of days spent by the engineer during the travel period.
- Daily allowance (Per Diem) towards food and miscellaneous expenses for the number of days spent by the resource during the travel period would be billed to Customer.
- All travel related invoices would be raised once in FIFTEEN (15) days while the resource is on travel.

Terms & Conditions

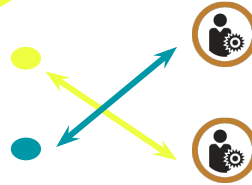


- Integra's contractual relationship & obligations are only with Customer.
- Integra will commence work ONE (1) week after the receipt of a formal purchase order.
- Prices quoted are exclusive of all taxes & local levies. These would be charged at actuals wherever applicable.
- Invoices will be raised monthly, as indicated.
- All payments to be made immediately on receipt of invoice.
- Customer undertakes that neither Customer nor any of its affiliates or subsidiaries will hire/engage any current Integra employee who is or was involved in the project until TWELVE (12) months after the cessation of employment of such employee with Integra.
- Integra agrees that it is not the owner of the software/solution developed for this engagement. Integra assures best protection to Customer in relation to copyrights and non-disclosure.
- Customer and all its affiliates & subsidiaries acknowledge and confirm that Integra will continue to work in this domain & technologies as part of its services to other customers.
- All disputes will be settled by an arbitrator who is mutually acceptable to both the parties. If the dispute is not settled by the mutually acceptable arbitrator, then the dispute can be referred to the courts. The jurisdiction shall be the courts at Bangalore, Karnataka State, in India.
- This proposal is valid for a period of THIRTY (30) days from the date of submission
- The terms and conditions in this document supersedes all prior written or oral communications.

Benefits of partnership with Integra



Faster Turn Around



Skill Mix and Match



Trained pool to carry out specific assignment types



Dynamic Team Sizing



Cost Optimization

Integra Value Advantage

Experience & Expertise

Experienced and skilled in chosen domains and technologies

Tried and tested processes for application development on various platforms and technologies

Experience in **running Offshore R&D and Testing Centres** for large companies successfully

Competency centres for skill development on new technologies

Long business associations and repeat work with large companies

Integra Value Advantage

Ability to **envisage real life scenarios**, value added development and testing services

Willingness to **deploy & maintain products** and infrastructure for specific business requirements

Ability to take total ownership from development to launch, **improved ROI**

Competent resources, ability **to scale teams up and down** based on business needs

Trusted partner who takes on responsibility and delivers

Domain Expertise

Processes

Project Management

Learning & Agility

Trusted Partner

Cost Optimization

Trained Pool of Engineers

Dynamic Team Sizing

Skill Mix and Match

Faster Turnaround Time

CUSTOMERS PARTIAL LIST



onmobile™

JUNIPER
NETWORKS

sonim.

Mahindra
COMVIVA

SAMSUNG

rediff

nearex

eserv
GLOBAL

slings
MEDIA

Contact

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To learn more about us, please visit:
www.integramicroservices.com