- A Commercial Proposal for -

Highrise – Web Lite Suite

Submitted to

"Pramukh Omkar"
Gandhi Nagar

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Table of Content

1. Company Profile

Kanix is a fast growing software product development and marketing company with focus on Construction Industry Vertical. Kanix's product line for Construction Business successfully integrates high-end e-commerce and ERP for large, mid-sized and small businesses. Thousands of Construction Houses worldwide are adding value to their businesses using state-of-art software products of Kanix. We possess very strong domain knowledge in Construction Industry and we are pioneer in business-process-reengineering (BPR) and management consultancy.

Kanix was formed in 1998 as Custom Software Development Company by its four Directors. In year 2001 the company took a courageous decision and capped its 32 different product and decided focus and specializes in Construction Industry vertical. After about four years of difficult time the flag ship product of Company Highrise – India's First Construction ERP Software started showing results of the efforts put in. Today Highrise is the market leader in its segment.

Kanix has its head office and development center in Pune and has branch offices in Mumbai, Delhi, Kolkata, Chennai, Bangalore and Ahmedabad. Kanix has 120 channel partners who help promote Kanix products & help in Implementation & Support.

The Seven ATC (Authorized Training Centers) of Kanix teaches students usage of Kanix products and offer them placement. Due to these ATC's and huge installation base trained manpower to use Kanix products is amply available.

Kanix has also strong bench strength of consultants who are trained in using Kanix Products and are available on Billing to its clients.

With the experience of 22+ years in ERP Development & Implementation Kanix realized that in addition to having a good product it is equally important to have proper implementation. Kanix invented innovative means of ERP implementation and now have grown in confidence to offer its Highrise ERP with "IMPLEMENTATION GAURANTEE" making it the first software company to it.

2. Scope of the Proposal

This proposal includes product features, solution & pricing for:

1) **Highrise License –Web Lite Suite**

3. Product Details - Highrise

3.1 Product Introduction

Highrise is India's first Construction ERP; a specialized Internet Ready software solution popularly known as ERP for Construction, Contracting & Real Estate industries. In simple words an ERP is the integrated software solution encompassing all the functional departments of the enterprise. Highrise consists of integrated functions of Accounts & Finance management, Sales, Marketing & CRM Management, Project Estimation, Planning, & Project Management, Purchase, Store & Inventory Control, Labour Contract Management, Human Resource Management, Quality Control, Lease & Mall Management, Tender & Billing Management and Fixed Asset Management. All the above functions share common data thus makes the organization homogenous.

Kanix has invested 17 long years in developing proprietary business process by doing R & D and inculcating all best practices in the software. Highrise enjoys installation base in excess of 2500 spread across India and abroad. The success of Highrise as a product can be gauged from the fact that a number of engineering colleges are teaching Highrise in their curriculum.

With the induction of RERA and GST by Government of India automation in one way has become mandatory for Construction Industry. Highrise fits best between your manual process and proposed Automation. Being a home grown product it caters to practical difficulties faced by the Industry in automation. The Implementation of Highrise is completed in 90 days with a very smooth transit.

Kanix very soon will be GSP/ASP for the GST related operation. Currently GST integration with GST Portal is handled using third party service providers.

Technology is changing at a very fast pace in today's era. Kanix has kept itself abreast with the pace of technology. Highrise which initially was developed as a client server application is ported on latest .Net Platform with MVC. Mobile Apps are developed for relevant functions like site operations, Customer interface, Approvals. Functions such as Cloud Telephony and call center are built-in to Highrise. Soon we are launching VTC (Vehicle Tracking System) in Highrise.

In technical or software term UI/UX is getting importance these days. Software Companies are doing investments on UI/UX. UI stands for User Interface and UX stands for User Experience in using the software. Kanix has a dedicated team looking after these aspects.

Once we talk about technology user would want to use software from any OS and any Device. Keep this in consideration Highrise Architecture is designed in such a way that it works on any OS like Windows. IOS, Android and supports devices like Laptop, Tablets and smart phones in a responsive nature.

3.2 Why Highrise?

- ✓ Serving construction industry since 1997.
- ✓ Matured product - Ready to use ERP (for more than 22 years)
- ✓ Successful Installation across India.
- ✓ Secured, Scalable, Flexible & Easy to use
- ✓ Strong domain knowledge in construction
- ✓ Assuring implementation in maximum 3 months
- ✓ Built in industry standard business processes / practices
- ✓ Configurable alerts, workflows - Management checks & Damage Control
- ✓ Data Security & Confidentiality
- ✓ Multi level security – Role Based Access Control (RBAC)
- ✓ Real time data availability
- ✓ Centralized repository - Knowledge bank - Any time Any Where access via Internet

4 Product Functionalities in detail

| Product Module Name	Detail Product Functionalities
Engineering Module [PCACC7017]	Budgeting, Estimation, Estimate Versioning, Planning, Project Management, RERA, Document & Drawing Management
Purchase Module [PCACC7018]	Supplier registration, Material Requisitions, Enquiry, Quotation, Quotation Comparative, Rate Management, Purchase Order, Purchase Bills, Taxation, Posting to Accounts
Contracts Module [PCACC7019]	Contractor Registration, Labour Rates, Work Order & Revisions, RA Bills, Taxation, Advances, Debit / Credit Notes Posting to Accounts
Site Module [PCACC7020]	Material Requisitions, Material GRN, Material Issue, Inventory Control, Material Transfers, Work Completions, Quality Checks, Departmental Labour
Marketing [PCACC7072]	Marketing Budgeting, Campaign Management, Lead generation & Tracking, Follow-ups, Site visits, Digital Marketing, Call Centre Functions
Sales [PCACC7021]	Sale unit Definitions, Sale Booking, Payment Schedule, Extra Work, Other Charges, Demand & Reminder Letters, Payment Receipts, Interest Calculations, Bank NOC, Agreement Printing, Broker Management, Possessions, Transfers & Cancellations, Taxation, Posting to Accounts
Accounts [PCACC7022]	Double Entry Bookkeeping, BS. PL, TB, Cash-flow, Branch & Division, Cost Centre, Schedule II BS, Multi-Company Consolidation, Depreciation, Interest Calculation, Integrated to all other Modules, VAT, Service Tax, WCT, GST till portal Integration
Work Flow [PCACC7071]	Configurable work flow, multilevel document & item approvals, SLA & Alerts
Dashboard & MIS	MIS Reports & User Configurable Dashboard
Admin tool	User, Security & General Administration of Highrise

5. Flow Process for Hosting

5.1 Flow process for Hosting - On Campus
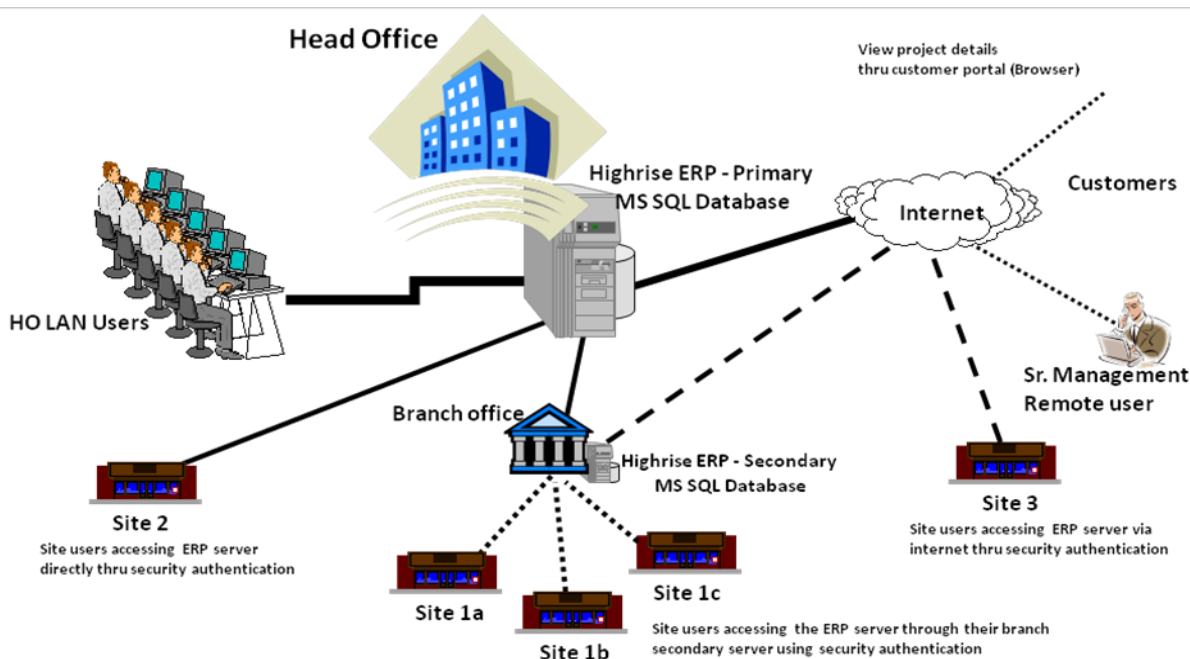
Remote/ Site/ Branch Users can access directly or via internet via VPN, MS remote Desktop Terminal Client or Browser

5.2 Flow process of Hosting - Cloud Hosted
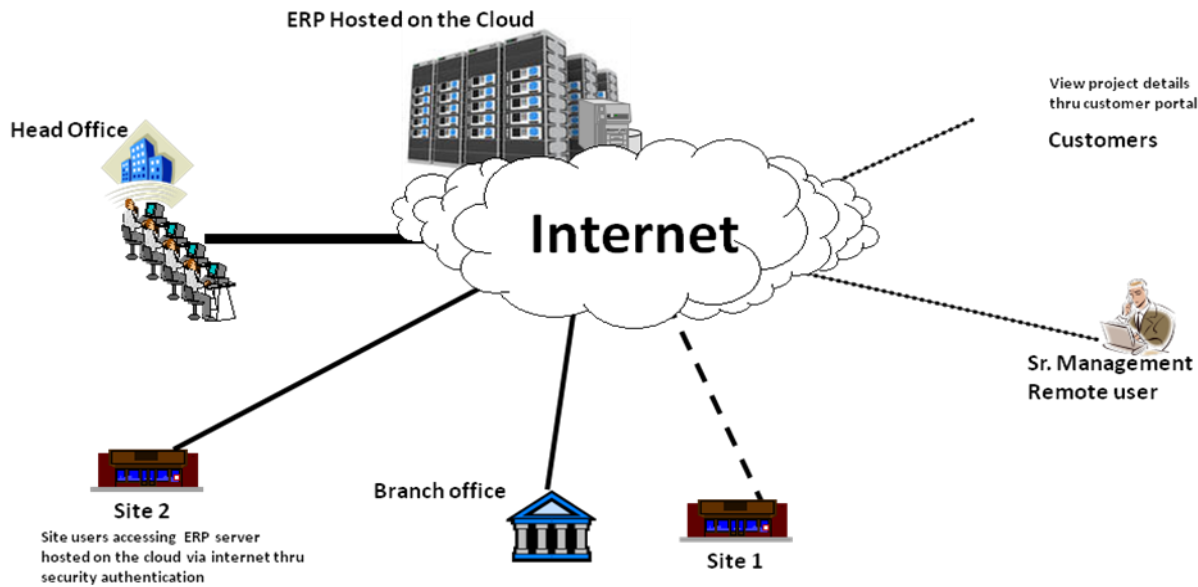
Remote/ Site/ Branch Users can access ERP Server hosted on the cloud at Hosting Service Provider

6. Add on Integrations

6.1 Call Centre Function in Highrise

Technology & Background –

The Highrise Call Centre has been designed using internet telephony. When promoting a product using multitude of Campaign and media it becomes difficult to find out the source of Information which lead to this enquiry. In absence of this information it becomes difficult to find out the ROI of various marketing campaigns that we have undertaken and we need to blindly keep on investing money on even non-product campaigns.

To resolve this Highrise call center gives a provision of having number of virtual numbers which can be separately assigned to each campaign. When a prospect calls the number (say looking at a Hoarding or a newspaper advertise), Highrise will pick the call with a prerecorded welcome message and forward the call to the configured physical number. Call routing protocols are configurable to suite the need of individual user. By doing this Highrise comes to know that the enquiry has been generated in response to which marketing campaign. This helps in calculating cost per enquiry for a given campaign by dividing the cost by number of enquiries generated. While forwarding the call Highrise also records the call for future reference and training needs.

Additionally, Highrise also has a provision to assign any number of channels behind each virtual number. This helps in handling spike load of calls and we do not miss any opportunity. To understand this better let's assume that I have PRI Line with 30 channels and one Virtual Number which I have displayed in the newspaper. I also have five agents attending these calls. One the enquiry call comes in it is routed to these physical numbers in round robin fashion. If the physical number if busy it forwarded to the next physical number, if all the physical numbers are busy the call kept on hold with a prerecorded message saying "Your Call is important to us. All our executives are busy handling other clients. Please hold the line….." If the prospect disconnects the phone even then you get a record of all the missed calls that you can contact thereby ensuring that you do not miss on any opportunity.

Salient Features of Call Centre Function -

- ➢ Provision of multiple virtual numbers
- ➢ Provision assigning multiple channels to virtual numbers
- ➢ Configurable routing protocol for forwarding calls to physical numbers.
- ➢ Call recording for incoming and outgoing calls
- ➢ Sticky agent – If the prospect calls again Highrise will know that it has data for this number and forwards the call to the same agent who had earlier attended the prospect and automatically opens the prospect case history on his screen.
- ➢ Provision for click to call to the call centre agents
- ➢ Mobile app to do the calling even on the move but still record it.
- ➢ Provision for site visit feedback
- ➢ Provision for Payment follow-up with pre-recorded messages.
- ➢ Easy way to playback the recorded messages.
- ➢ Integrated with Highrise Marketing & Sales Modules

6.2 Pricing for Call Centre Function-

Parameters	Unit	Amount (INR)	Payment Schedule
Virtual Number with 4 Channels	Per Month	900/-	One Time
PRI Line	Per Month	8,000/-	One Time
Incoming Call (Leg A Only)	60 Sec Pulse	0.60/-	As per usage
Outgoing Call (Leg A & Leg B)	60 Sec Pulse	1.20/-	As per usage
Silver & Gold Premium No.	Per No	At actual	At actual
One Time Setup Charges	Per Installation	35,000/-	One Time

6.3 Facebook & Property Portal Integration for Highrise

Highrise can connect to Facebook using the Interio App and collect the lead geneated on Facebook & Instagram in a live environment. These leads can then be forwarded to the marketing executives as per the set "Lead Distribution Mechanism" in Highrise. The Marketing Executive will immediately get a SMS & Email upon this assignment. Above procedure will help you reach the prospect within a hour of generation of the lead thereby increasing probability of qualification.

The leads generated through other sources such as property portals & other social media also can be given a similar treatment.

6.4 Pricing for Facebook & Property Portal Integration-

Plan	Task per Month*	Amount (INR)	Payment Schedule
Free	100	NA	NA
Starter	750	1500/-	Per Month
Professional	2000	3500/-	Per Month
Team	50000	21000/-	Per Month
Company	100000	42000/-	Per Month
One Time Setup Charges	Per Installation	10,000/-	One Time

* Unused Tasks of previous month will not be carried ahead to the next month.

7. Implementation Methodology

Delivery Process
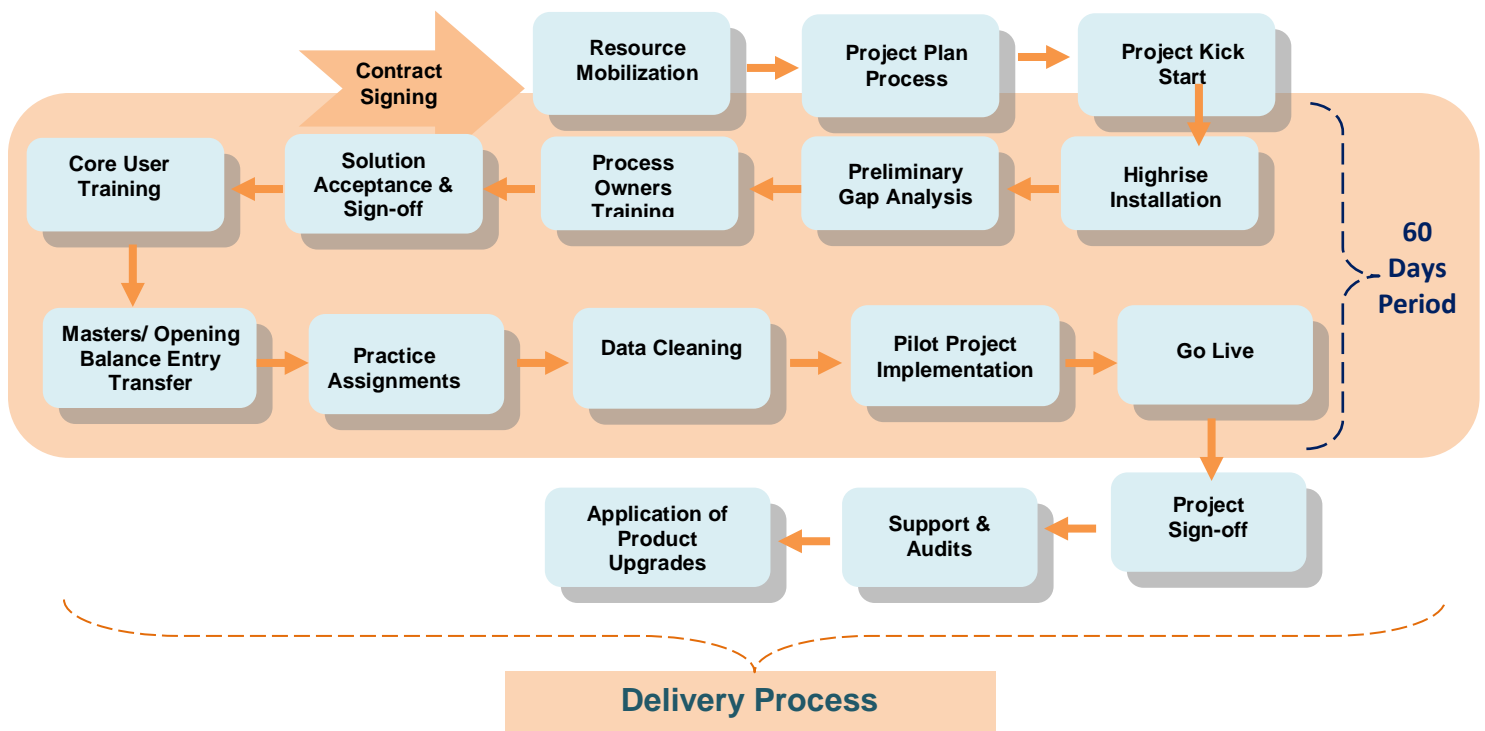
7.1 Implementation Options

Option 1

"AS IS" & "TO BE" Approach

Mid & Small size Client Companies with first time ERP usage should adapt to this approach.

In this Approach the processes of client company are taken as "AS IS" and the processes in ERP are considered "TO BE". The Implementation is aimed at adapting the processes in the ERP and nominal GAP Analysis is done.

This is the most recommended approach as the ERP has all the good practices & processes built-in in addition it fast & economical and has very high success ratio if industry map with the ERP is good.

Actual implementation is done by user training and making the pilot project GO-Live.

Option 2

Blue Print Approach

Large & Mid-size Client Companies should prefer this approach.

In this Approach the processes at the client are studied by the team of professional by taking user & management interviews and a business process document or sometimes called as SOP (Standard operating processes) is created. The process mapping is then done between the SOP designed for the client and the processes present in the software. This exercise is called Gap-Analysis. Identified Gaps are closed by undertaking customisation in the ERP.

Actual implementation is then done by user training and making the pilot project GO-Live.

Option 3

Self-Learning & Billed Resource Approach

Client Companies with strong IT background or companies with less complicated working environment can adapt this approach.

In this Approach the users in Client Company will be self-learning the ERP using the training videos. They can also avail the service of hiring a billed trained ERP consultant on monthly basis.

8 Investment for HIGHRISE

8.1 Investment for Highrise License – Web – Lite Suite

Product Code	Product / Module Name	Quantity	Amount (NR)	Investment Amt (INR)
PCACL7017	Engineering Module	1	2,50,000/-	2,50,000/-
PCACL7018	Purchase Module	1	2,50,000/-	2,50,000/-
PCACL7019	Contracts Module	1	2,50,000/-	2,50,000/-
PCACL7020	Site Module	1	2,50,000/-	2,50,000/-
PCACL7072	Marketing Module	1	2,50,000/-	2,50,000/-
PCACL7021	Sales Module	1	2,50,000/-	2,50,000/-
PCACL7022	Accounts Module	0	2,50,000/-	NA
PCACL7071	Work Flow Module for approvals, alerts & notifications	0	2,50,000/-	NA
PCACL8001	HR Module	0	2,50,000/-	NA
	Dashboard & MIS	1	2,50,000/-	Complimentary
	Admin tool Module	1	2,50,000/-	Complimentary
Total Investment for Highrise Licenses – Web Lite Suite				**15,00,000/-**
Less Discount @ 30%				**4,50,000/-**
Total Investment for Highrise Licenses – Web Lite Suite [A]				**10,50,000/-**

8.2 Investment for Highrise – Client Access License (Users)

Product Code	Product / Module Name	Users	Amount (INR)	Investment Amt (INR)
PCCLE3122	Client Access Licenses	10	25,000/-	2,50,000/-
PCCLE3122	Client Access Licenses (Buy 1 Get 1 Free + additional consideration)	15	25,000/-	Complimentary
Total Investment for Highrise Licenses – Web Corporate Lite [B]				**2,50,000/-**

8.3 Investment for Highrise License – Desktop Version

Product Code	Product / Module Name	Quantity	Amount (INR)	Investment Amt (INR)
PCSTO2023	Plant and Machinery Management	0	2,50,000/-	NA
PCACC3007	AutoCAD Interface	0	2,50,000/-	NA
PCCLS4002	Tender Module	0	2,50,000/-	NA
PCACC7109	Property Management System	0	2,50,000/-	NA
PCACC7026	Leasing Module	0	2,50,000/-	NA
PCACC7053	Land & Legal Module	0	2,50,000/-	NA
	Tally Interface Tool	0	2,50,000/-	NA
Total Investment for Highrise Licenses – Desktop Modules				NA
Less Discount @ %				NA
Total Investment for Highrise Licenses – Desktop Modules (C)				NA

8.4 Investment for Mobile Apps

Mobile App Modules	Quantity	Amount (INR)	Investment Amount (INR)
Quality Check App	0	2,50,000/-	NA
Site App	0	2,50,000/-	NA
Employee (HR) App	0	2,50,000/-	NA
Workflow App	0	2,50,000/-	NA
Total Investment for Mobile App [D]			NA

8.5 Investment for HIGHRSIE Portals

Product Code	Product / Module Name	Quantity	Amount (INR)	Investment Amount (INR)
PCACC8051	Supplier Portal	0	3,00,000/-	NA
PCACC8052	Employee Portal	0	3,00,000/-	NA
PCACC8053	Customer Portal	0	3,00,000/-	NA
Total Investment for HIGHRISE Portals (E)				NA

8.6 Investment for Professional Services

Professional Services	Requirement	Amount (INR)	Investment Amount (INR)
"AS IS" "TO BE" Approach Implementation Charges	Classroom Trainings, Practice Assignments, Existing project Go-Live (Project Management.)	3,00,000/-	3,00,000/-
On-site Highrise Consultant (*Minimum three month contract required)		85,000/- Per Month	NA/-
Online full time Highrise Consultant (*Minimum two months contract required)		65,000/- Per Month	NA/-
Total Investment for Professional Services [F]			3,00,000/-

8.7 Hosting on Kanix Cloud

Cloud Hosting – Kanix Cloud	Unit	Amount (INR)	Investment Amount (INR)
Hosting on Licences on co-located Server of Kanix	Annual	3,60,000/-	NA
Hosting on Licences on co-located Server of Kanix	Monthly	45,000/-	NA
One-time Setup Charges	One-time	50,000/-	NA
Total Investment for Kanix Cloud Hosting [G]			NA

8.8 Total Investment for HIGRISE

Total Investment	Investment Amount (INR)
Total Investment for Highrise Licenses – Web Lite Suite [A]	10,50,000/-
Total Investment for Highrise Licenses – Client Access Licenses[B]	2,50,000/-
Total Investment for Highrise Licenses – Desktop Modules [C]	NA
Total Investment for Highrise Licenses – Mobile Apps [D]	NA
Investment for HIGHRSIE Portals [E]	NA
Total Investment for Professional Services [F]	3,00,000/-
Total Investment for Kanix Cloud Hosting [G]	NA
Net Total Investment on HIGHRISE Web Lite Suite	**16,00,000/-**
Additional Bargaining discount	**--**

8.9 Payment Schedule

Payment Schedule	Percentage
Along with Purchase Order	80%
One month after the date of PO	20%

8.10 Annual Maintenance Charges

Service Name	Charges	Description
Annual Maintenance Charges	20%	Telephonic & Web support, online Refresh Training and Online Audits, Statuary Updates + Functional Updates

*Above AMC charges of 20% are applicable from second year onwards

8.11 Terms and Conditions

1. Supplied Product shall be covered under warranty against programming bugs and non-Compliance with the specifications for a period of one year from date of Installation of the base Product.

2. DATA PORTING: The data that can be mapped can be ported to HIGHRISE ERP at extra cost. The cost of data porting can be correctly estimated only after the data analysis is done by the Kanix Technical Team.

3. Product Updates & Support is Included in the price for the first year from date of Installation of base product.

4. Taxes Extra as applicable. Currently 18% GST will be applicable under SAC Code 997331

5. Client is expected to have IT Infrastructure ready in place before start of Implementation

6. Costs of hardware & infrastructure software licenses are not included; Requirements are MS WIN OS, MS SQL Standard, and Crystal Report Server License.

7. Implementation will be the joint responsibility of Kanix team & team of Client

8. For SMS Alerts client has to purchase the Transactional SMS packs based on their requirement. Package range from 20 Thousand to 1 Lakh SMS messages at 20 paisa per SMS message.

9. All required customization will be charged extra.

10. Temporary Licenses shall be issued upon receipt of Purchase Order and Initial Payment with a validity of 90 days. Permanent shall be issued upon receipt of complete license fees.

11. This order nullifies and supersedes all and every other oral and written agreements or commitments of any nature that the parties may have reached prior to the date of this order and shall be final & binding to all in all respect.

12. All costs such as Lodging, Food, Daily allowance, Domestic Travel of Onsite Highrise consultant shall be extra.

13. The offered product mix includes only those modules for which either their respective price has been considered or they're offered 'complimentary' in the pricing tables. Any other modules/ apps/ portals (Mentioned NA) are not part of this contract and the client will need to buy them separately in case they wish to in the future.

14. For AutoCAD and Tally Interface Tools, Kanix team will inform the customer separately about the Version Compatibility of these tools to be able to integrate with HIGHRISE ERP.

9. Infrastructure & Hardware Requirement

9.1 IT Infrastructure Requirement Specification

Highrise ERP hosted on Campus -Dedicated server with specification (incl. Microsoft licenses) as indicated	
Server Speed	Quad / Octa Core CPU 2.8 G Hz. & above, Intel Processor Server
RAM	64 GB with scalability option - (more users would mean to increase the RAM)
Hard Disk	1 TB with scalability option
OS	Microsoft Win server 2012 & above (either 32 or 64 bit) licenses
Database	Microsoft SQL - Standard 2012 & above licenses
IIS	Internet Information Services

9.2 Hardware specification and Internet connectivity requirement at the users end

➤ Any machine or laptop running: Windows XP, Win 7, Win 10 OS, Android, IOS with browser (Home edition OS will not be supported for desktop modules.)
➤ All the users should have good access to the ERP server hosted on campus or cloud thru a dedicated good bandwidth internet line

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STATEMENT OF UNDERSTANDING   Between

Pramukh Omkar- Gandhi Nagar

and

Kanix Infotech Pvt. Ltd.- Pune

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This proposal has been prepared in accordance with Kanix's understanding of as per the given requirements by you. All information contained in this proposal represents Kanix's best estimates. However, since the actual results in your particular operations may vary from those indicated in the proposal due to variations in software programs, volume environment, personnel, and other factors, the final determination that the proposed products and services meet your requirements must be yours.

This proposal contains confidential information of Kanix Infotech Pvt. Ltd. In consideration of receipt of this response document, you agree not to reproduce or make this information available in any manner to persons outside the group directly responsible for the evaluation of its contents, except as is required by applicable public access regulations or law.

We are keen to partner with your esteemed organization and look forward to a long term mutually beneficial engagement as your preferred technology partner.

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