



- A Commercial Proposal for -
Highrise – Web Lite Suite

Submitted to
“TRG International”

Pune

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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.

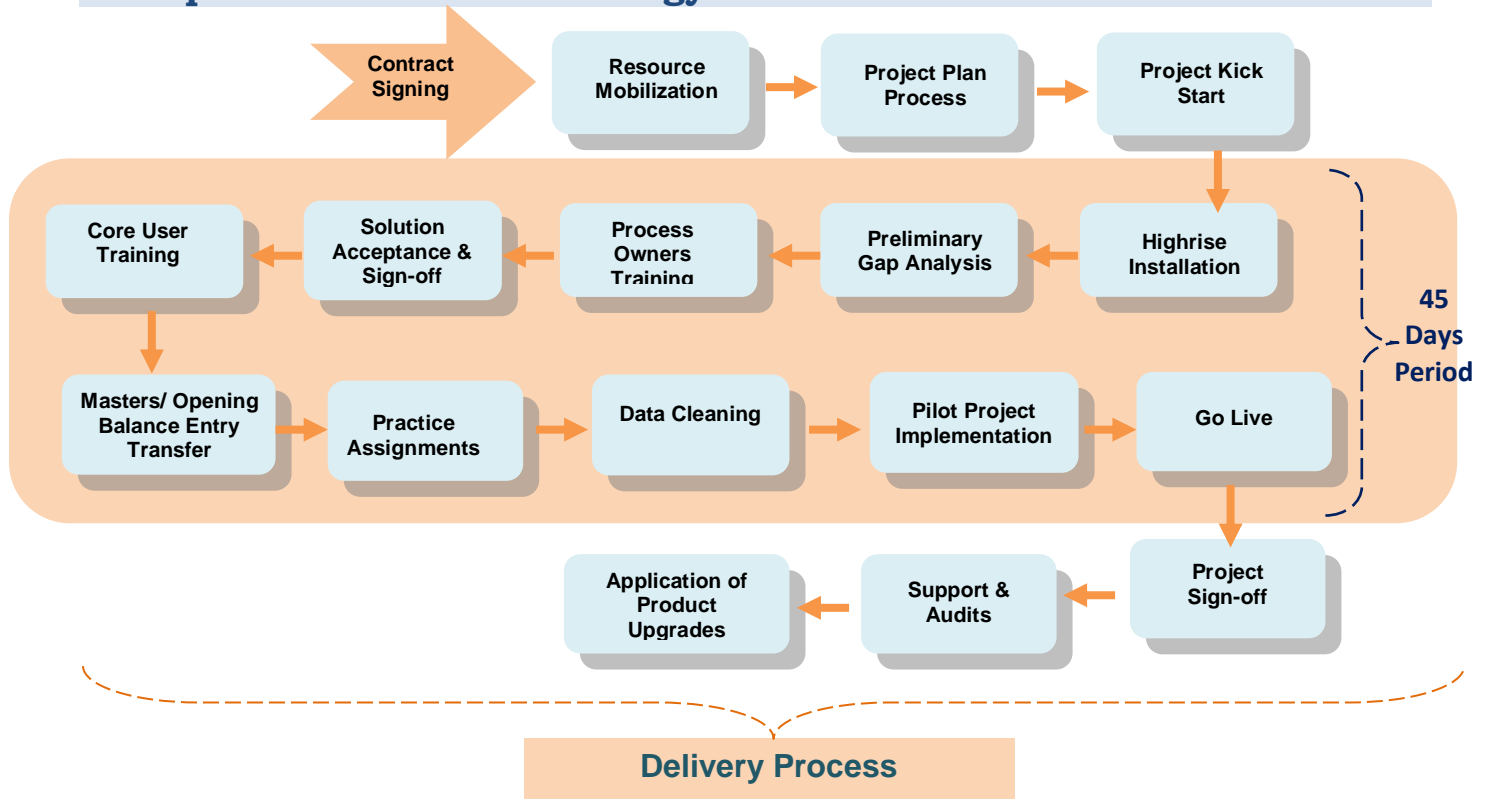
In technical or software term UI/UX is getting importance these days. Software Companies are doing investments on UI/UX. UI stands for User Interface and UX stands for User Experience in using the software. Kanix has a dedicated team looking after these aspects.

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 (Since 14 years)
- ✓ Successful Installation across India.
- ✓ Secured, Scalable, Flexible & Easy to use
- ✓ Strong domain knowledge in construction
- ✓ Assuring implementation in 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. Implementation Methodology



5 Investment for HIGHRISE

5.1 Investment for Highrise License – Web Version –Lite Suite

Product Code	Product / Module Name	Quantity	Amount (NR)	Investment Amt (INR)
PCACC7017	Engineering Module	1	2,00,000/-	2,00,000/-
PCACC7018	Purchase Module	1	2,00,000/-	2,00,000/-
PCACC7019	Contracts Module	1	2,00,000/-	2,00,000/-
PCACC7020	Site Module	1	2,00,000/-	2,00,000/-
PCACC7072	Marketing Module	1	2,00,000/-	2,00,000/-
PCACC7021	Sales Module	0	2,00,000/-	NA
PCACC7022	Accounts Module	1	2,00,000/-	2,00,000/-
PCACC7071	Work Flow Module for approvals, alerts & notifications	0	2,00,000/-	NA
PCACC8001	HR Module	0	2,00,000/-	NA
	Dashboard & MIS	1	2,00,000/-	Complimentary
	Admin tool Module	1	2,00,000/-	Complimentary
Total Investment for Highrise Licenses – Web – Lite Suite				12,00,000/-
Less Discount @40%				4,80,000/-
Total Investment for Highrise Licenses – Web–Lite Suite [A]				7,20,000/-

5.2 Investment for Highrise License – Client Access License (Users)

Product Code	Product / Module Name	Users	Amount (INR)	Investment Amount (INR)
PCCLE3122	Client Access Licenses	15	25,000/-	Complimentary
Total Investment for Highrise Licenses – Web Ultra Lite (B)				NA

5.3 Investment on for Highrise License – Desktop Version

Product Code	Product / Module Name	Product Quantity	Amount (INR)	Investment Amount (INR)
PCSTO2023	Plant and Machinery Management	0	2,00,000/-	NA
PCACC3007	AutoCAD Interface	0	2,00,000/	NA
PCCLS4002	Tender Module	0	2,00,000/	NA
PCACC7109	Property Management System	0	2,00,000/	NA
PCACC7026	Leasing Module	0	2,00,000/	NA
PCACC7053	Land & Legal Module	0	2,00,000/	NA
	Tally Interface Tool	0	2,00,000/	NA
Total Investment for Highrise Licenses – Desktop Version (C)				NA

5.4 Investment for Mobile Apps

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

5.5 Pricing for Professional Services

Professional Services	Requirement	Amount (INR)	Investment Amount (INR)
"AS IS" "TO BE" Approach Implementation Charges	Classroom Trainings, Practice Assignments, Existing project GoLive (Project Management.)	2,50,000/- + Expenses	1,00,000/- (Discounted Price)
Self Learning & Billed Resource Approach- HIGHRISE Training Videos for 2 months + 1 Online HIGHRISE Consultant for 1 month	HIGHRISE Training videos for 2 months- INR 60,000/- + 1 Online HIGHRISE Supervisor- INR 65,000/-	1,25,000/-	NA
On-site Highrise Consultant (*Minimum three months contract required)		75,000/- Per Month	NA
Total Investment for Professional Services [E]			1,00,000/-

5.6 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	35,000/-	NA
One-time Setup Charges	One time	50,000/-	NA
Total Investment for Kanix Cloud Hosting [F]			NA

5.7 Total Investment for HIGHRISE

Total Investment	Investment Amount (INR)
Total Investment for Highrise Licenses – Web Lite Suite [A]	7,20,000/-
Total Investment for Highrise Licenses – Client Access Licenses[B]	NA
Total Investment for Highrise Licenses –Desktop Version [C]	NA
Total Investment for Mobile Apps [D]	NA
Total Investment for Professional Services [E]	1,00,000/-
Total Investment for Kanix Cloud Hosting [F]	NA
<i>Total Investment on HIGHRISE Lite Suite</i>	8,20,000/-
<i>Additional Bargaining Discount</i>	70,000/-
<i>Total Investment on HIGHRISE Lite Suite</i>	7,50,000/-

5.8 Payment Schedule

Payment Schedule	Percentage
Along with Purchase Order	80% + GST on the entire deal amount
Within 30 Days from Date of PO	20%

5.9 Annual Maintenance Charges

Service Name	Charges	Description
Annual Maintenance Charges	20%	Telephonic & Web support, online Refresh Training and Online Audits Statuary Updates + Functional Updates
*AMC charges are applicable from second year onwards		

5.10 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.
15. Indiamart Integration required in marketing module will be charged separately @ INR 30,000 to INR 50,000 depending upon integration feasibility and efforts required.

6. Infrastructure & Hardware Requirement

6.1 IT Infrastructure Requirement Specification

Highrise ERP hosted on Campus (i.e.at HO) - 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

6.2 Hardware specification and Internet connectivity- users end requirement

- 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

TRG International- Pune

and

Kanix Infotech Pvt. Ltd.- Pune

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.

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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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