



- **A Commercial Proposal for -**

**Highrise – SAAS
Ultra Lite Suite**

Submitted to

“B2B Infra”

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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. Requirement Brief –

Client proposes to automate the operational processes of various departments for better control on the day to day operations by computerization and use of IT and is in search of a readymade software solution which will map on the end to end requirements of the processes of the construction business.

3. Scope of the Proposal

This proposal includes product features, solution & pricing for:

1) Highrise Lite Suite Per year Subscription (SaaS Version)

4. Product Details - Highrise

4.1 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.

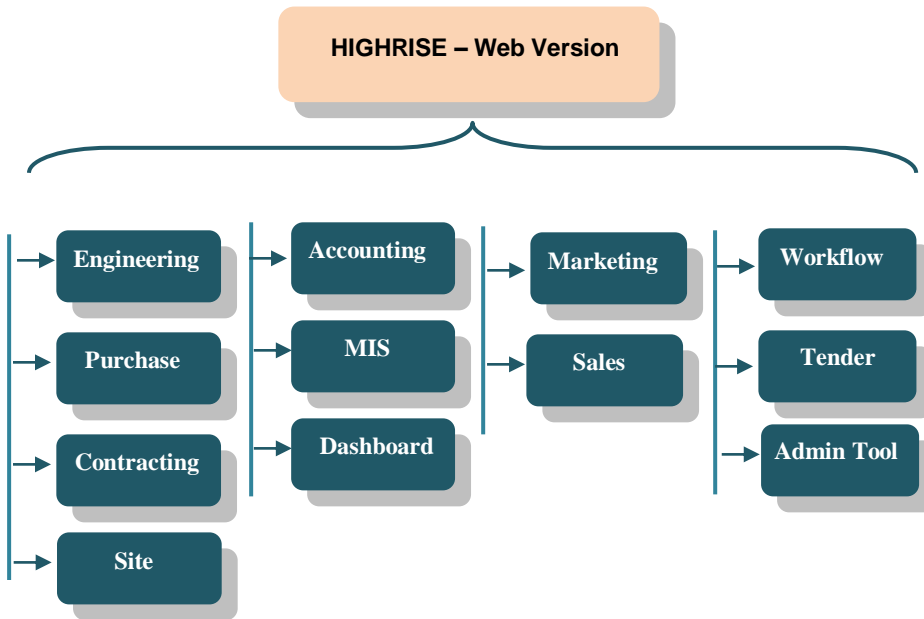
In technical or software term UI/UX is getting importance these days. Software Companies are doing investments on UI/UX. UI stands for User Interface and UX stands for User Experience in using the software. Kanix has a dedicated team looking after these aspects.

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.

4.2 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

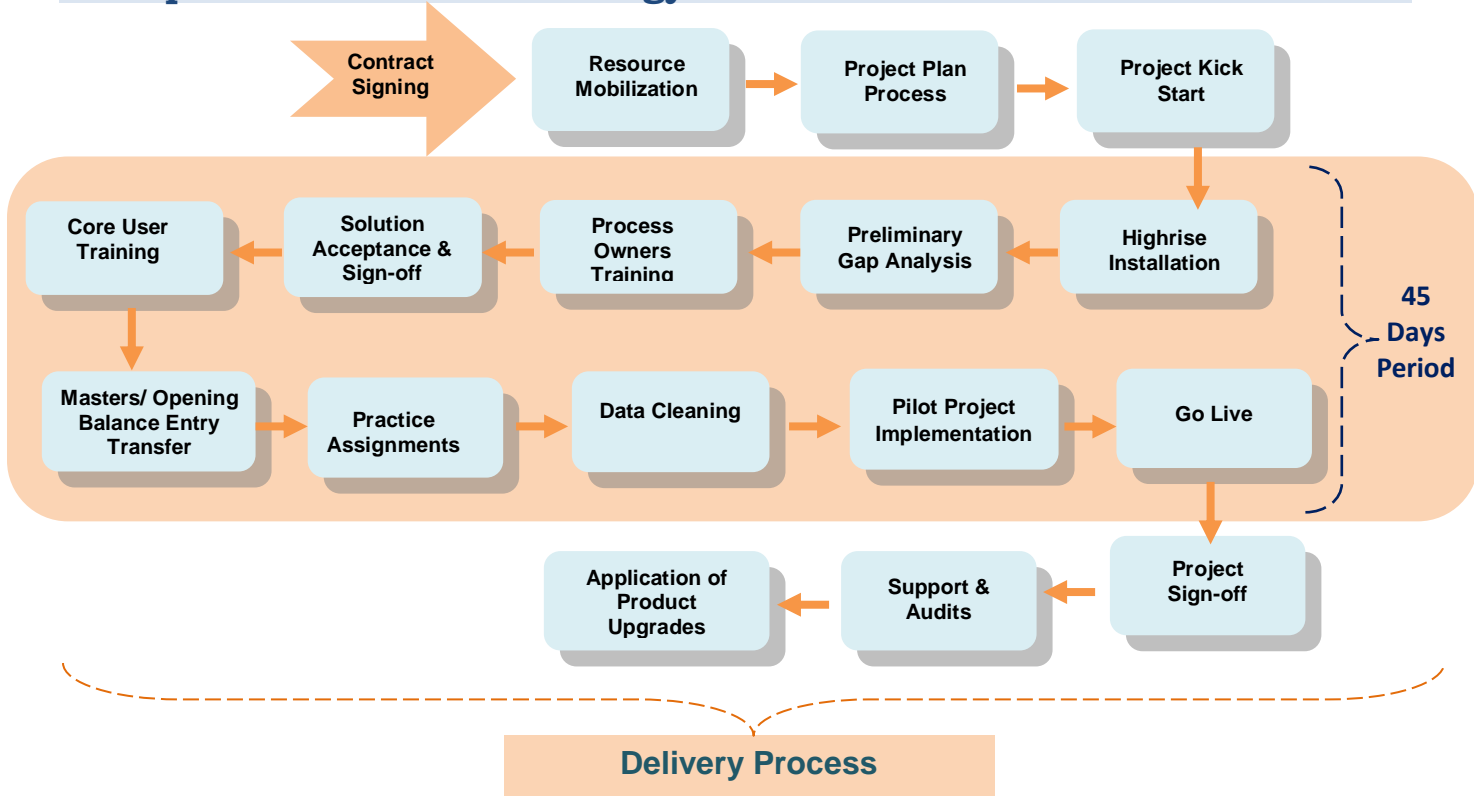
4.3 Product Core Modules



4.4 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
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
Dashboard & MIS	MIS Reports & User Configurable Dashboard
Admin tool	User, Security & General Administration of Highrise

5. Implementation Methodology



6. Investment for HIGHRISE

6.1 Investment for Highrise SaaS Fees – Ultra Lite Suite

Product Code	Product / Module Name	No. of Subscriptions	Fees (Per User per Month)	Fees (Per Annum)
PCACC7017	Engineering Module	5	Rs.3,500/-	Rs.2,10,000/-
PCACC7018	Purchase Module			
PCACC7019	Contracts Module			
PCACC7020	Site Module			
PCACC7021	Account Module			
	Admin tool Module			
	Dashboard & MIS			
	Discount		20%	Rs.42,000/-
	Special Discount		5%	Rs.10,000/-
Total Investment for Highrise– SaaS - Ultra Lite Suite [A]				Rs.1,57,500

6.2 Pricing for Professional Services

Professional Services	Amount	Investment Amount
Online Training & Implementation Charges go live	Rs.1,25,000	Rs.1,25,000/-
Onsite Highrise Consultant per Month (Minimum Three Months Contract Required)	NA	NA
One Time Setup Charges	Rs.10,000/-	Waive Off
Discount	30%	Rs.37,500/-
Special Discount	10%	Rs.12,500/-
Total Investment for Professional Services[B]		Rs.75,000/-

6.3 Payment Schedule

Payment Schedule	Percentage
Along with Work Order	100%

6.4 Total Investment for HIGRISE

Cost Parameters	Investment Amount (INR)
Total Investment for SAAS LiteSuite [A] (Annual Cost)	Rs.1,57,500/-
Total Investment for Professional Services [B] (One –Time Cost)	Rs.75,000/-
Total Investment for HIGRISE	Rs.2,32,500/-

6.5. Terms and Conditions

1. Supplied Product shall be covered under warranty against programming bugs and non-Compliance with the specifications for the entire period of subscription
2. 5 GB data will be available for per Subscription. Additional data can be purchased at the rate of INR 5000 per 100 GB per Year.
3. Taxes Extra as applicable. Currently 18% GST will be applicable under SAC Code 997331
4. Implementation will be the joint responsibility of Kanix team & team of Client
5. 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.
6. CAD Interface, Mobile Apps are not available in the SaaS version.
7. 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.

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STATEMENT OF UNDERSTANDING

Between

Kanix Infotech Pvt. Ltd.

and

B2B Infra

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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