

BUSINESS PROPOSAL

Integrated Platform for Architecture, Construction & Property Lifecycle Management Business

From house-plan discovery to design, execution, procurement, accounts, handover and long-term property care — on one connected operating platform.

CLIENT	Mr. Kunal Aryan, Patna
PREPARED BY	SAHNI & SONS IT SOLUTIONS
PROJECT	Integrated Architecture, Construction & Property Lifecycle Management Platform
DOCUMENT	Proposal, Scope of Work & Commercial Offer · Version 1.0
REFERENCE / DATE	SNS/PROP/2026-08/01 · 11 August 2026 · valid 7 days
START DATE	<i>Expected: 18.08.2026</i> · or within 7 days of award and advance receipt
DURATION	18–21 weeks in parallel, including 4 weeks integration, UAT and debugging
COMPLETION & WARRANTY	Single go-live at close of programme, then 90 days maintenance resolution

CONFIDENTIALITY
NOTICE

This document contains a proposed business solution, functional scope, implementation approach and commercial estimate prepared for discussion with the intended client. It should not be circulated externally without consent.

One platform covering the full architecture and construction lifecycle — website and CRM at the front, a browser-based design studio in the middle, and procurement, inventory, finance and property care behind it. Eleven web modules, priced individually and offered as a single coordinated bundle.

MODULES 11 A-K	INDICATIVE DURATION 18-21 weeks	PAYMENT 7 milestones
WARRANTY 90 days	OWNERSHIP Full source handover	VALIDITY 30 days

NOT JUST A WEBSITE

The public site acquires interest; the same customer and property record then carries through design, estimation, construction, billing and maintenance.

DESIGN AS AN ASSET

A dimension-aware browser design studio with layers, revisions, approvals and quantity extraction — drawings stop being files sent back and forth.

OWNERSHIP, NOT RENT

Source code, schema and deployment package hand over after full settlement. No compulsory AMC, licence fee or software subscription.

An optional premium mobile application layer — customer, staff/site and vendor apps — is set out in sections 6.26 and 14.2. This sheet summarises the detail given in sections 11, 14, 15 and 16.

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Sections 1–5 set out the business case and operating model. Section 6 is the full functional scope, module by module. Sections 8–13 cover technical approach, governance and delivery. Sections 14–17 carry the commercial offer, payment terms, ownership and acceptance.

About the development partner

■ SAHNI & SONS IT SOLUTIONS

A business technology firm that turns operational needs into practical software — products, custom development, business software consulting and digital growth advisory for Indian businesses.

The work does not begin with code. It begins with the business problem, the founder's objective, the workflow that needs to be digitised and the outcome the system must deliver. That is the same approach this proposal follows: the requirement is finalised first, then built in controlled phases.

PRODUCT-LED BASE

KaryalayOne is the flagship of our software wing and the heart of the Karyalay ecosystem — CRM, HR and payroll, billing and inventory in one platform, with an Android call companion and a proprietary website framework extending the same suite. The platform proposed here is built on that operating experience, specialised for architecture and construction.

LED BY

Narmesh Nigam

hello@sahniandsons.in
+91 92175 85500
sahniandsons.in

HOW WE WORK

Six steps, in plain business terms

- 01 Discovery**
The business goal, the problem to solve, who will use the system.
- 02 Requirement finalisation**
Users, roles, modules, workflows, data, reports and permissions, documented.
- 03 Route & plan**
Ready product, customisation or custom build; then phases and priorities.
- 04 Build**
The agreed scope, with usability, maintainability and business control in view.
- 05 Review & handover**
Reviewed against the requirement, refined, handed to a team that can operate it.
- 06 Support & growth**
Support usage, add improvements, connect with digital growth where it helps.

Scope is finalised up front and executed in phases, so priorities stay clear and budgets stay predictable.

Document Map

This proposal is deliberately detailed. It is intended not only to quote a software project, but to help the founder visualise how a modern architecture and construction business can operate when customer acquisition, design, execution and commercial controls are connected rather than maintained in separate tools and registers.

SECTION / TOPIC		SECTION / TOPIC	
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POSITIONING IN ONE LINE

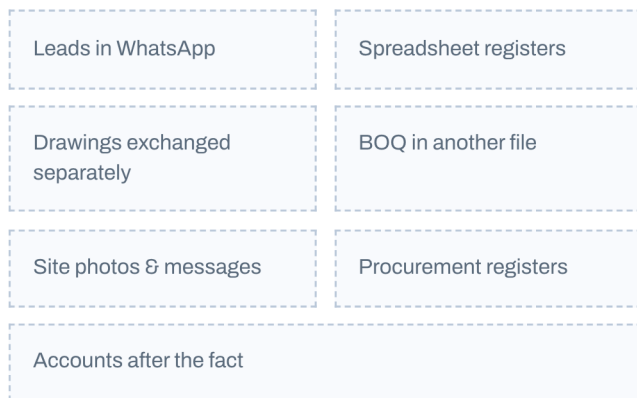
A single-organisation, multi-branch digital operating system for an architecture and construction company — with a public website as the acquisition layer and one continuous project record from enquiry to property maintenance.

01 Executive Summary

The proposed solution is conceived as substantially more than a conventional company website. The founder's reference point demonstrates the commercial usefulness of presenting house plans, capturing enquiries and enabling customers to discover architectural services online. The proposed platform extends that idea into the operating core of the business: the same customer and property record can progress from enquiry to consultation, design, estimation, quotation, construction, procurement, billing, handover, warranty and future maintenance.

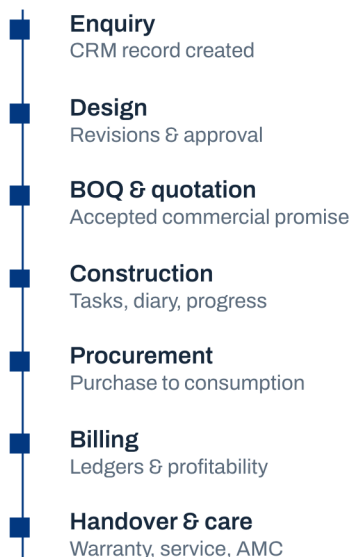
The central design philosophy is continuity. In many architecture and construction businesses, lead information sits in WhatsApp or spreadsheets; drawings are exchanged separately; BOQs are prepared in another file; site progress is captured in photographs and messages; procurement is tracked in registers; and accounts only see the commercial effect after the fact. This fragmentation makes growth difficult because the business owner loses a single, reliable view of what was promised, what has been designed, what is being built, what has been purchased, what has been consumed and what remains financially exposed.

TODAY · SEPARATE TOOLS



No single reliable view of what was promised, designed, built, purchased, consumed or still owed.

PROPOSED · ONE CONTINUOUS RECORD



One customer, one property, one project record — carried end to end.

WHY THIS PROPOSAL IS DELIBERATELY BROAD

The system is being designed around the founder's long-term operating vision rather than around a short list of website pages. Each major functional area has therefore been included because it closes a real information gap in the customer or construction lifecycle. The commercial structure remains modular so that the client can see the cost and purpose of each capability clearly.

Proposed solution layers

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Public Experience	Corporate website, service journeys, plan catalogue, cost calculator, consultation booking, portfolio, bilingual content and customer login.	Generates qualified engagement and presents the organisation as a complete design-and-build partner.
Sales & Property	CRM, enquiry assignment, customer records, property/plot dossier, consultations, follow-ups, notes and project conversion.	Prevents leads and site information from being lost across phones, spreadsheets and individual staff.
Architectural Design	Browser-based 2D design workspace, layers, measurements, plan templates, revision control, customer comments, approvals, basic 3D and quantity extraction.	Turns design into a structured project asset rather than a file sent back and forth.
Commercial Preparation	BOQ, rate libraries, estimation, quotations, contracts, revisions and digital acceptance.	Connects design decisions with the commercial promise made to the customer.
Construction Operations	Project templates, tasks, schedules, site diary, media, labour, subcontractors, quality, safety, issues and progress.	Gives management and customers a reliable view of execution instead of retrospective reporting.
Supply & Cost Control	Procurement, vendor comparison, purchase orders, goods receipt, multi-location inventory, transfers, consumption and equipment.	Links material demand and movement to the work that actually consumes it.
Finance	Customer billing, vendor payable controls, GST/tax functions, ledgers, project profitability, cash flow and financial statements.	Makes project economics visible while the project is active, not only after completion.
Customer & Property Lifecycle	Project portal, selections, variations, handover, warranty, service requests, AMCs and future renovation history.	Extends customer trust beyond construction and creates a long-term property relationship.

02 Our Understanding of the Vision

The intended business is an architecture and construction organisation capable of serving independent houses, duplex and multi-floor residences, renovation and extension projects, interiors, commercial spaces, apartments and other building categories, potentially across multiple cities and states. Its commercial model may vary by project — for example fixed contract, per-square-foot, item-rate, labour-only, turnkey or another structure — and the system should therefore remain flexible rather than hard-coding one billing philosophy before detailed client consultation.

Customers may enter through office visits, referrals, digital enquiries or the website. The proposed website should therefore support multiple entry paths: exploring services, browsing house plans, estimating indicative construction cost, booking a consultation, submitting requirements or signing into an existing project. These journeys do not need to be forced into one long form; enquiry questions can vary modestly by service while still creating a consistent CRM record.

What makes the proposed platform materially different from a generic plan-selling website

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Website is only the front door	The public website acquires interest, but the operational record continues after the lead is created.	The value does not stop at generating a WhatsApp enquiry.
Design becomes structured data	Plans can be created or adapted inside the platform with dimensions, layers, revisions and approval history.	Approved design information can feed estimation and construction.
Construction is connected to the promise	The construction project inherits customer, property, drawings, BOQ, documents and commercial context.	No manual recreation of the project when sales/design hands over to execution.
Materials become traceable	Procurement, warehouse/site stock and consumption are tied to projects and stages.	Management can compare what was planned, purchased, issued and consumed.
Client visibility is deliberate	The customer sees progress, decisions, drawings and financial obligations but not internal margin or vendor cost.	Transparency improves trust without exposing confidential commercial data.
The property survives the project	Handover, warranty, maintenance and future renovation remain attached to the same property record.	The relationship can continue for years after construction ends.

03 Business Objectives & Design Principles

Primary business objectives

- Create a stronger digital sales presence while keeping the website practical for customers who simply want to call, visit, book a consultation or request a plan.
- Give the founder a unified operational view across branches, projects, design work, site execution, procurement, inventory and finance.
- Reduce dependence on disconnected spreadsheets, chat threads, paper registers and staff-specific knowledge.
- Enable structured design collaboration and preserve every customer-approved revision as part of the permanent project history.
- Make project cost, commitment, schedule and margin risk visible early enough for management to act.
- Give customers a professional, transparent experience from first enquiry through handover and maintenance.
- Create reusable workflows and project templates so that organisational knowledge becomes part of the system rather than remaining with individual employees.
- Preserve client ownership and data portability through exportable records, source-code handover and non-subscription commercial structure.

Design principles agreed during discovery

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
One connected record	Customer, property, design and project information should evolve through the lifecycle rather than be repeatedly re-entered.	Continuity reduces errors and handoff loss.
Configuration before custom code	Roles, approvals, project templates, report schedules and many business rules should be admin-configurable.	The business can adapt operations without commissioning a code change every time.
Strong controls, light where appropriate	High-value purchases, variations, BOQ changes and sensitive records require controls; routine sales follow-up and some administrative processes remain manual.	Avoids turning the system into bureaucracy.
Customer transparency with internal confidentiality	Customers see project-relevant information, while margin, internal rates and management analysis remain protected.	Balances trust and commercial privacy.
Mobile field usability	Core web platform is responsive; dedicated apps are offered as a premium layer, particularly where offline field work adds value.	Site teams should not depend on a desktop workflow.
No AI dependency in initial scope	Automation is rule-based and deterministic.	Keeps the first implementation auditable and focused on process integrity.

04 End-to-End Operating Model

The proposed system is organised around a continuous business journey. Although individual customers may purchase only a plan, request design services, commission construction, or return later for maintenance, the system should support the complete lifecycle without forcing each stage into an unrelated application.

01	02	03	04	05
Acquire	Design	Commit	Build	Care
Website, plan catalogue, enquiry, CRM	Studio, revisions, customer approval	BOQ, quotation, contract, acceptance	Schedule, site diary, procurement, billing	Handover, warranty, service, AMC

A single customer and property record progresses through every stage — nothing is re-keyed and nothing is lost between them.

Lifecycle stages as described in this section. Detail for each stage follows in the table below.

STEP	LIFECYCLE STAGE	SYSTEM BEHAVIOUR
1	Discover	Website, service pages, plan catalogue, cost calculator, portfolio and consultation booking.
2	Enquire	Lead enters CRM; sales assignment may be automatic or manual; duplicate phone/email warning appears.
3	Understand Property	Customer/property profile, plot/site dossier, survey, media, documents and consultation/site-visit history.
4	Design	Blank canvas, catalogue plan, uploaded drawing or previous template becomes the design starting point.
5	Review & Approve	Internal senior review, customer pin-comments, revisions, OTP/e-sign approval and controlled post-approval changes.
6	Estimate & Contract	BOQ, current/estimated rates, quotation versions, digital acceptance and configurable contract generation.
7	Convert to Construction	Approved design becomes a construction project carrying forward site, customer, documents, drawings, BOQ and commercial context.
8	Plan & Execute	Reusable project template, tasks, dependencies, schedule, site diary, labour, quality, issues and customer-visible progress.
9	Procure & Consume	Requisitions, vendor comparison, POs, goods receipt, stock movement, reservations and material consumption.
10	Control Commercials	Billing, vendor invoices, budgets, profitability, cash-flow projections, GST/tax and accounting.
11	Handover	Snags, completion checklist, as-built package, warranties, manuals, final customer documents and digital property record.
12	Maintain	Warranty requests, service visits, AMCs, repairs, replacements and future renovation/extension projects linked to the same property.

05 Users, Roles & Access Model

The system will support one organisation with multiple branches. Access to branches, modules, records and actions will be permission-based. Role names can reflect the client's actual organisation, but the following user groups have been considered in the solution design.

Business Owner / Super Admin

Organisation-wide dashboards, configuration, sensitive approvals, branch access, audit and reporting.

Needs a consolidated management view without performing routine operational entries.

Junior Designer

Drafting and revisions subject to senior review.

Supports controlled delegation without direct client publication.

Project Manager

Schedule, task ownership, progress, re-planning, resources, approvals and exceptions.

Coordinates the complete execution picture.

Procurement User

Requisitions, vendor comparison, PO preparation, rates and purchasing workflow.

Coordinates demand with supply and approvals.

Accounts User

Invoices, payments, vouchers, ledgers, taxes, project financials and reports.

Connects operations to financial records.

Vendor / Supplier

Optional partner portal for quotations, documents, orders, invoices and payment visibility.

Reduces repetitive coordination and improves procurement traceability.

Labour Supervisor / Worker

Attendance and limited task/site interactions where enabled.

Supports field data capture with minimal complexity.

Architect / Senior Designer

Design projects, internal review, revisions, customer comments, approved-for-construction issue.

Owns design quality and formal design history.

Civil / Site Engineer

Site diary, inspections, measurements, issues, instructions, task updates, material requests.

Captures field truth at the point of execution.

Sales / CRM User

Enquiries, consultations, notes, manual follow-ups, quotations and lead status.

Maintains lead accountability and conversion history.

Store / Inventory User

Receipt, issue, transfer, returns, damage/wastage and stock position.

Maintains material custody and movement.

Customer / Homeowner

Design review, project journey, selected documents, financial summary, approvals, selections, support and maintenance.

Creates transparency without exposing internal commercial data.

Subcontractor

Work orders, progress, measurements/billing, compliance documents and payment visibility.

Provides controlled visibility into subcontract work.

PERMISSION MODEL

Admins can define granular access rules, project/branch visibility, approval limits and temporary exceptions. Every access-rule change is retained in a full history. Modules themselves may also be enabled or disabled by branch.

06 Detailed Functional Scope

Each subsection explains both what is proposed and why it belongs in the platform.

ACQUIRE & QUALIFY	DESIGN & COMMIT	BUILD & SUPPLY	OPERATE & CARE
A Foundation Platform & Public Website	D Architectural Design Studio	F Construction Project & Site Operations	I Finance, Accounting & GST
B CRM, Customer & Property	E BOQ, Estimation, Quotation & Contracts	G Procurement, Vendors & Inventory	J Customer Portal & Property Lifecycle
C Plan Catalogue & Light Commerce		H Labour, Subcontractor & Equipment	K Warranty, Service & AMC

The eleven commercial modules of the web platform, grouped by lifecycle position. Module D — the Architectural Design Studio — is the specialised core of the platform. Prices and included scope for each module are set out in section 14.

6.1 Public Website, CMS & Conversion Journeys

WHY WE ARE PROPOSING THIS

The website should create trust and generate opportunities, but it should not force every visitor into the same sales path. An architecture customer, a turnkey-construction prospect and someone browsing a ready-made plan have different intentions. Separate journeys make the site commercially stronger while all serious interactions ultimately create usable records in the operating system.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Service-led website	Dedicated pages for architecture, residential construction, commercial work, interiors, renovation/extensions and related services.	Allows each service to explain process, proof, deliverables and next action clearly.
Multiple conversion paths	Call/WhatsApp, enquiry forms, consultation booking, plan browsing, cost calculator and customer login distributed across relevant pages.	Reduces dependence on one generic enquiry form.
Service-sensitive enquiry forms	Common core details with modestly different questions depending on selected service.	Collects useful context without making forms overly complex.
Portfolio	Completed projects can be converted into portfolio entries using selected existing project information, photographs, drawings, specifications, cost band, area, location and testimonial.	Turns delivery work into future sales proof without re-entering content.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Bilingual experience	English and Hindi for public pages and customer-facing portal.	Improves accessibility for the intended customer base.
Full CMS	Admin-managed pages, blogs, FAQs, services, banners, CTAs, menus, SEO metadata, redirects, media library, drafts, scheduled publishing and reusable page sections.	Lets the organisation manage its public presence without depending on developers for routine updates.
Manual lead-source capture	Lead source can be recorded manually; advanced ad-attribution and campaign analytics are not part of the initial scope.	Keeps marketing administration proportionate to current requirements.

6.2 CRM, Enquiry Assignment & Consultation Management

WHY WE ARE PROPOSING THIS

Architecture and construction sales often begin through referrals, office visits, calls and informal conversations. A CRM is valuable here not because every interaction should be automated, but because the business should know who is responsible for each opportunity, what has already been discussed and whether the lead eventually converted or was lost.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Admin-configurable pipeline	Lead stages can be created and modified by administrators.	Allows the sales process to evolve with the organisation.
Assignment controls	Leads can be assigned automatically using rules or manually by authorised users, with reassignment controls.	Supports both routine routing and owner-led intervention.
Customer self-signup	Customers may create accounts themselves; serious enquiries are linked to authenticated customer records where appropriate.	Makes digital engagement convenient before a project is formally opened.
Duplicate warning	Same phone/email triggers a possible-duplicate warning without automatically merging records.	Helps staff avoid accidental duplication while preserving control.
Lead activity history	Calls/meetings/notes, quotations, uploaded files, status changes and project lifecycle visibility.	Provides context to whoever handles the customer next.
Manual follow-ups	Salespeople set follow-up date/time themselves; quotation follow-ups also remain manual.	Matches the requested light-touch sales workflow.
Lost and reopen	Lost reason, optional notes, configurable reason categories and ability to reopen while preserving original history.	Improves learning without destroying prior disposition.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Consultation booking	Office, video and site consultations with available slots, reminders, rescheduling and optional paid consultation.	Turns a common pre-sales activity into a trackable commitment.
Visit record	Attendees, location, notes, photos/files, decisions, outcome and follow-up actions.	Preserves what was learned during consultations and site visits.

6.3 Customer, Property & Site Dossier

WHY WE ARE PROPOSING THIS

The property is more durable than any single project. A customer may own several plots; the same property may later require construction, maintenance, renovation or extension. A permanent property record prevents site facts, documents and history from being recreated each time.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Multiple properties per customer	Each property can contain its own projects and history.	Supports repeat business and long-term property relationships.
Site identity	Address, map location/geolocation, plot dimensions/area, orientation, road facing/width, surroundings and existing construction.	Creates a reliable technical reference before design starts.
Structured survey	Configurable fields, measurements, observations, assigned engineer, photos/videos and GPS/time metadata where available.	Converts site inspection into usable project data rather than free-form messages.
Utilities & jurisdiction notes	Water, sewer, electrical context, local-authority/jurisdiction information and other site notes.	Helps design and execution teams understand constraints.
Property documents	Ownership/title documents, existing plans, site drawings, surveys and other customer-supplied records.	Keeps source documents attached to the property context.
Permanent history	Handover package, warranties, maintenance visits and future renovation/extension projects remain tied to the same property.	Builds a long-term digital record for both company and customer.

6.4 House Plan Catalogue & Light Commerce

WHY WE ARE PROPOSING THIS

Ready-made plans can serve two commercial purposes: direct plan sales and discovery for customers who later request customisation or construction. The commerce layer is intentionally kept useful but not disproportionately heavy so that it supports the business instead of becoming a separate e-commerce project.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Free and paid catalogue	Plans may be free or paid, with preview and controlled downloadable content.	Supports both lead generation and direct digital sales.
Advanced filtering	Plot width/depth, area, bedrooms, floors, facing, parking, style, budget band, Vastu preferences and other attributes.	Helps customers reach relevant plans quickly.
Favourites & comparison	Saved plans, side-by-side comparison and similar-plan recommendations.	Improves browsing and decision-making.
Customise this plan	Creates a new design project and copies the selected plan into the architect workspace.	Turns catalogue interest into structured professional work.
Checkout	Orders, receipts/invoices, protected downloads, coupons/discounts, taxes, cancellation/refund status and customer order history.	Provides sufficient commerce capability without overbuilding marketplace logic.
Future external designers	External architect marketplace is excluded from the initial scope and may be considered later.	Keeps the first release focused on the client's own business.

6.5 Browser-Based Architectural Design Studio

WHY WE ARE PROPOSING THIS

This is the most specialised differentiator in the proposed solution. Instead of treating drawings as attachments only, the platform should provide a structured design workspace where a professional can create or adapt a plan, maintain revisions and use design information downstream. Because browser CAD is technically significant, the proposal deliberately defines useful architectural capability without representing the tool as a replacement for AutoCAD, Revit or a full BIM suite.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Multiple starting points	Blank canvas, uploaded PDF/image to reference/trace, catalogue plan or previous company project/template.	Makes the editor useful across both fresh and repeat design work.
Dimension-aware 2D objects	Walls, rooms, doors/windows, stairs, columns, furniture, sanitary fixtures, dimensions, text and annotations.	Allows the design to carry measurable information rather than behaving like a generic drawing board.
Grid, snapping & geometry	Measurement units, snapping/alignment, room area/perimeter and dimension updates where feasible.	Improves drafting consistency and makes quantities more dependable.
Layers	Architecture, furniture, electrical, plumbing, annotations and other logical layers with show/hide/lock controls.	Keeps complex plans readable and manageable.
Quantity extraction	Wall lengths, floor areas and door/window counts can be derived from supported editor objects and passed into estimation.	Reduces duplicate measurement effort and connects design to BOQ.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Basic 3D extrusion	Generate an indicative 3D building view from supported 2D geometry.	Gives customers spatial understanding without promising photorealistic rendering.
External CAD interoperability	Import/export support for common architectural formats where technically feasible; PDF/image workflows remain available.	Allows the custom platform to coexist with professional tools already used by architects.
Role separation	Architects/designers edit; customers review and comment rather than directly changing professional drawings.	Protects design integrity while preserving collaboration.

Technical qualification: exact DWG/DXF fidelity, layer preservation and round-trip behaviour will be finalised during the technical specification/prototyping stage based on selected libraries and licensing.

Quantity extraction applies most reliably to measurable objects created or interpreted in the platform; arbitrary imported raster/PDF drawings are not assumed to become automatically measurable.

Basic 3D is intended as an indicative extrusion/interactive preview, not cinematic rendering, structural analysis or BIM authoring.

6.6 Drawing Review, Revisions & Formal Approval

WHY WE ARE PROPOSING THIS

The commercial and construction consequences of a drawing make revision control essential. The platform should always make it clear which drawing the client reviewed, which version was approved, and which version the site team is authorised to build from.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Internal review	Junior designer submits to senior architect; reviewer may comment, return for correction or approve.	Prevents unreviewed work from reaching customers.
Customer review	Customer can zoom/view and pin comments to exact locations on the drawing.	Makes feedback specific without giving the customer editing rights.
Revision history	Every submitted revision retains timestamp, change notes, customer comments and approval status.	Preserves decision history instead of overwriting files.
Formal final approval	Customer declaration, timestamp, OTP verification and digital/e-signature where configured.	Creates a defensible approval record for commercially significant drawings.
Post-approval change	A later customer change becomes a formal revision request with chargeability, cost/timeline impact and fresh approval.	Prevents informal changes from silently altering scope.
Discipline sets	Structural, electrical and plumbing drawings remain separate sets under the same project, each with its own revision history.	Keeps professional disciplines organised without forcing complex BIM coordination.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Approved for Construction	Issued drawing carries issue date, revision number and responsible professional; previous versions are automatically superseded.	Reduces risk of site teams building from obsolete drawings.
As-built record	Final as-built drawings capture deviations and link back to changes/site instructions where applicable.	Provides a reliable handover and future-maintenance reference.

6.7 BOQ, Estimation & Rate Intelligence

WHY WE ARE PROPOSING THIS

A BOQ is the bridge between design intent and commercial reality. The system should preserve what was originally estimated while also showing current rates and approved quantity changes, so management can understand whether project economics are changing before those changes become irreversible.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Detailed BOQ	Item-wise quantity × rate structure with material and labour components, categories, taxes, overheads, contractor margin and alternate specifications where needed.	Supports project-specific commercial models rather than one fixed pricing style.
Rate library	Standard/estimated rate, last purchase rate, average rate, vendor-specific quoted rates, location/branch history and effective dates.	Lets estimators distinguish historic estimate assumptions from current market evidence.
Automatic quantity feed	Supported drawing quantities can be used as a starting point for BOQ preparation.	Reduces repetitive measurement while retaining estimator review.
Estimated vs current rates	Original estimated rates remain visible separately from live/current reference rates.	Protects baseline economics while improving decision quality.
Approval-controlled changes	Rate and quantity changes require approval; full BOQ revision history is retained.	Prevents silent manipulation of an approved commercial baseline.
Budget impact preview	BOQ change can show impact on budget, committed cost, projected final cost and expected margin before budget update approval.	Makes changes commercially visible before they are accepted.
Work linkage	BOQ items may be linked to construction stages and tasks/work packages.	Connects the commercial structure to the execution plan without forcing every site cost entry against a BOQ line.

6.8 Quotations, Customer Acceptance & Contracts

WHY WE ARE PROPOSING THIS

Construction quotations often change during negotiation, and the accepted version must be distinguishable from earlier drafts. Contract generation should then reuse the approved customer/project/quotation information instead of requiring another manual document-building exercise.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Quotation builder	Customisable sections, terms, taxes, discounts, inclusions/exclusions and item/BOQ references.	Supports different project commercial structures.
Versioning	Multiple quotation versions with approval history.	Preserves negotiation trail and accepted scope.
Digital acceptance	Customer acceptance with timestamp, OTP and e-signature; permanent record linked to project.	Creates a strong acceptance trail.
Manual project activation	After quotation acceptance, staff decides when the project becomes active; contract/payment do not technically hard-block activation.	Matches the desired operating flexibility.
Contract generation	Configurable templates populated from client, project and quotation information.	Reduces document re-entry and inconsistency.
Contract contents	Scope, specifications, annexures, payment milestones, variation clauses, version history and executed copy.	Keeps commercial commitments connected to the project record.
Signature by document type	Typed signatory, uploaded signature or e-sign can be configured depending on document type.	Allows practical control without forcing the same signature method everywhere.

6.9 Conversion from Design to Construction

WHY WE ARE PROPOSING THIS

A common operational failure occurs when design is “finished” and the construction team starts again with a new set of files and spreadsheets. The proposed system instead treats construction as the next state of the same project relationship.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Convert to Construction Project	Formal action creates the construction workspace from the approved design project.	Creates a visible, controlled handoff.
Carry-forward data	Customer, property, site dossier, approved drawings, documents, approvals, BOQ, budget context and payment schedule are carried forward.	Prevents duplicate entry and handoff omissions.
Initialise execution	Project template, milestones/tasks, procurement structure and other selected execution setup can be initialised.	Speeds project mobilisation.
Traceability	Design revisions and construction changes continue within the same project history.	Keeps the original promise and actual execution comparable.

6.10 Project Templates, Planning & Scheduling

WHY WE ARE PROPOSING THIS

Construction execution becomes scalable when repeatable organisational knowledge is captured in reusable project templates. The templates should provide structure without preventing a project manager from adapting a specific project.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Reusable project templates	Fully configurable templates for different project types.	Supports houses, renovations, interiors and commercial projects with different execution patterns.
Template contents	Stages, tasks, dependencies, durations, milestones, default roles/assignees, checklists, approvals and optional document references.	Encodes a repeatable operating method.
Project-specific adjustment	Managers can add/remove/edit checklist items and tailor plans after template application.	Avoids rigid one-size-fits-all implementation.
Task states	Not Started / In Progress / Completed with optional completion percentage.	Keeps progress reporting practical.
Task approval	Configurable approver by task; evidence rules can require photos, documents, measurements or supervisor confirmation.	Allows critical work to be verified without forcing approval on every task.
Stage progress	Manual, simple average or weighted calculation can be configured per stage.	Lets different work packages reflect progress appropriately.
Overall progress	Calculation approach defined by project template; customer progress updates automatically from project progress.	Creates consistent internal and external progress reporting.
Gantt/calendar	Dependencies, planned vs actual dates and unified organisation schedule.	Makes timing conflicts and downstream impacts visible.
Delay re-planning	System proposes dependent-date shifts and revised completion impact; project manager accepts, partially overrides or re-plans.	Automates calculation without removing managerial judgement.
Baseline history	Original baseline, approved schedule revisions, actual dates, reasons, approvers and contractual completion impact retained.	Protects schedule accountability.

6.11 Site Execution, Daily Reporting & Media

WHY WE ARE PROPOSING THIS

The daily site report should become a structured source of project truth rather than a document filed after the fact. Once daily activity, photos, labour, material and issues are recorded consistently, management dashboards and customer updates become more trustworthy.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Daily site diary	Work completed, planned work, notes, weather, photos/videos, labour, material received/used, equipment usage, issues and delays.	Creates a consistent operational record.
Structured report output	Daily entries can produce a readable report while also updating underlying project records.	Combines field usability with management reporting.
Media organisation	Media by date/stage and linked to tasks, areas, issues or inspections; captions, uploader, timestamp and GPS metadata where available.	Turns site media into evidence rather than an unsearchable photo dump.
Internal vs customer visibility	Each media item or update can be controlled for customer exposure.	Allows transparency without exposing internal-only material.
Weather integration	Automatic site weather where available; engineer can confirm/edit actual conditions and link weather downtime to tasks.	Improves delay documentation.
Resource conflict warning	Staff/equipment assignment conflicts trigger warnings and suggested alternatives, not hard blocks.	Supports planning without preventing legitimate exceptions.

6.12 Issues, Delays, Site Instructions & Change Control

WHY WE ARE PROPOSING THIS

Construction changes and delays are inevitable; unmanaged changes are what create disputes and margin leakage. The system should therefore turn important deviations into traceable records with ownership, impact and approval.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Issue register	Category, priority, owner, due date, evidence, comments, status and resolution history.	Creates accountability for site problems.
Context links	Issues can link to tasks, vendors, subcontractors, materials, quality checks or drawing revisions.	Keeps the problem connected to its operational cause.
Root cause & impact	Escalation, root cause, corrective action and cost/time impact for important incidents.	Makes recurring causes and commercial effect visible.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Customer-facing delay summary	Internal delay register retains responsibility analysis; customer sees an approved explanation and revised expected date.	Balances transparency with internal confidentiality.
Site instructions	Formal instruction with issuer, recipient, date, description, attachments, affected task/area, acknowledgement and completion status.	Creates a reliable record of directions given on site.
Construction variations	Formal variation request, revised cost/timeline, customer digital approval and update to contract value, budget, billing schedule, BOQ/quantities and affected tasks.	Stops informal customer requests from becoming unpaid scope.
Drawing change control	Architect/engineer revision includes reason, affected work and review of BOQ/cost/procurement/timeline impact before becoming active.	Keeps site instructions aligned with commercial and technical records.
Technical questions	Handled through normal project communication/comments rather than a separate formal RFI module.	Keeps the requested workflow simpler.

6.13 Quality, Safety, Measurements & Snagging

WHY WE ARE PROPOSING THIS

A construction platform should capture whether work was actually checked, not merely whether a task was marked complete. At the same time, the client does not require a heavyweight compliance suite; the proposed controls therefore focus on practical site quality and handover readiness.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Quality templates	Configurable stage-based inspection checklists with photos, remarks, pass/fail, responsible engineer and approval history.	Makes quality checks repeatable.
Defect/non-conformance	Corrective action and re-inspection workflow; selected hold points can require approval before next work proceeds.	Prevents unresolved defects being hidden by schedule progress.
Safety checks	Site/stage safety checklist and incident/accident reporting with photos and responsible person.	Provides a practical safety record without implementing a full HSE suite.
Material certificates	Uploaded and stored against the project where needed; no separate laboratory-testing workflow.	Keeps documentation available without unnecessary process complexity.
Measurement sheets	Structured measurements linked to BOQ items/subcontract work with engineer certification before quantities become billable/payable.	Creates a controlled basis for quantity-based work.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Customer billing flexibility	Milestone billing remains primary; measurement-based billing can be used where the contract requires it.	Supports varying contract models.
Snag/punch list	Items with assignee, due date, photo, priority/status/comments, re-inspection and customer-raised snag entries before handover.	Creates a visible path from practical completion to handover.

6.14 Labour & Subcontractor Management

WHY WE ARE PROPOSING THIS

Labour and subcontractors represent a significant execution cost and coordination risk. The system therefore needs enough detail to know who worked, what was assigned, what has been certified and what is payable — without turning regular employee administration into a full HRMS.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Labour register	Individual workers, trade/category, project/team assignment, attendance, wages, overtime, advances and payments.	Allows project-level workforce cost visibility.
Attendance controls	Configurable by role/site: mobile check-in/out, GPS/geofencing, selfie/photo verification, exception handling and approval.	Improves attendance reliability for distributed sites.
Productivity/work output	Work-output/productivity information may be recorded against teams/tasks.	Helps management compare labour use with execution.
Subcontractor profile	Scope, work order, project/task assignment, compliance documents and performance history.	Centralises subcontractor engagement.
Billing model	Milestone or measurement-based depending on the subcontract agreement.	Reflects actual contract diversity.
Certified quantities	Measurement certification before quantity-based subcontractor billing.	Controls payment against verified work.
Commercial deductions	Retention/security, advances, variations and other configured deductions can be tracked.	Reduces manual reconciliation at payment stage.
Company-supplied materials	Issued quantities compared with expected/measured work; excess/chargeable material can be recovered from bills.	Protects material cost when subcontractors consume company stock.
No full HRMS/payroll	Regular employee payroll, recruitment, appraisal and reimbursement workflows are excluded.	Keeps staff administration aligned with the requested scope.

6.15 Procurement & Vendor Management

WHY WE ARE PROPOSING THIS

Procurement should begin from project need rather than from a detached purchase register. By showing stock and open orders before a requisition is raised, then preserving vendor comparison and approval history, the platform can reduce duplicate buying and make purchasing decisions easier to defend.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Site requisition	Material, quantity, required date, project/stage/BOQ reference; current site stock, central stock, reserved stock and open POs shown before submission.	Helps requesters understand existing availability.
Approval workflow	Configurable approvals based on role, branch, transaction type, project and amount.	Applies control where financial exposure is highest.
Vendor quotations	Structured comparison of item, rate, quantity, tax, delivery time, terms, vendor history, quality/delivery performance and outstanding balance.	Improves selection beyond the lowest quoted rate.
Split award	Different items/quantities from one requirement may be awarded to different vendors.	Supports practical cost and availability optimisation.
Purchase orders	Delivery schedule, payment terms, taxes, project/site destination, partial deliveries, multiple dates and PO revisions/amendments with approval history.	Creates a clear purchasing commitment.
Goods receipt	PO comparison, accepted/rejected/damaged/short quantities, challan/photos, receiver, date/time and storage location.	Creates evidence of what physically arrived.
Vendor invoice check	Compare invoice with PO and actual receipt; flag rate, quantity, tax or other mismatches for review.	Reduces overpayment and reconciliation errors.
Vendor payment control	Due dates, outstanding balances, payment batches and approval workflows before accounts marks payment complete.	Coordinates payable discipline.
Vendor master	Categories, quotations/rates, purchase history, dues, ratings, delivery/quality issues, preferred/blacklisted status, documents, credit terms and project-wise performance.	Builds institutional procurement memory.

6.16 Multi-Location Inventory & Material Consumption

WHY WE ARE PROPOSING THIS

For a construction organisation operating several sites, “stock” is not one number. Material may be in a central warehouse, at a site, reserved for a future stage, in transit or already consumed. Multi-location visibility is therefore essential to avoid buying what the organisation already owns or losing track of material after it leaves the warehouse.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Locations	Multiple warehouses/stores and project sites with stock balances.	Supports multi-branch and multi-site operations.
Transfers	Transfer request, approval, dispatch, receipt confirmation and stock-in-transit between locations.	Preserves custody during movement.
Location valuation	Inventory value maintained by location.	Supports financial and operational control.
Configurable valuation	Valuation method may vary by material/category, with rate history and audit trail.	Accommodates different material behaviours.
Material lifecycle	Purchased, received, issued, consumed, returned, damaged, wasted and adjusted quantities.	Makes movement traceable from procurement to use.
Consumption linkage	Issue/consumption can be associated with project stages/tasks.	Provides context to material usage.
BOQ comparison	BOQ quantity vs purchased vs consumed vs remaining, with variance reporting.	Highlights overconsumption and unused material.
Returns/write-offs	Return-to-vendor/warehouse, damage/wastage reasons/photos, approvals for high-value adjustments and financial impact.	Reduces invisible shrinkage.
Reservations	Manual reservation for a project tied to specific BOQ items/stages.	Prevents available stock being inadvertently committed elsewhere.
Forecasting	Stage-wise BOQ demand can be projected against schedule, stock and open POs to flag shortages and upcoming purchase needs.	Moves procurement from reactive to forward-looking.

6.17 Material Master, Units & Rate History

WHY WE ARE PROPOSING THIS

A reliable procurement and costing system depends on a clean material master. In construction, the same material may be bought and consumed in different units, brands and rates, so unit conversion and rate history need to be deliberate rather than handled in ad-hoc Excel formulas.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Item master	Item name, default unit, category/subcategory, standard description, brand/model, specification, GST rate, preferred vendors and images/documents.	Creates consistent purchasing and inventory terminology.
Units	Multiple units such as bag/kg, piece/box, ft/m, sq.ft/sq.m with conversion ratios.	Supports real-world buying and consumption practices.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Transaction preservation	System preserves original transaction unit/rate while also storing converted base-unit quantity.	Keeps costing auditable.
Rate types	Standard/estimated, latest purchase, average and vendor-quoted rates.	Helps estimators and procurement compare different reference points.
History	Branch/location and effective-date history where applicable.	Allows past estimates and transactions to be reproduced accurately.
Reorder level	Item-level reorder guidance where maintained.	Supports inventory alerts without forcing automatic purchasing.

6.18 Equipment, Tools & Machinery

WHY WE ARE PROPOSING THIS

Equipment cost is often hidden inside project overhead, while tools and machines move between sites. A lightweight asset lifecycle tied to projects gives management better utilisation and cost visibility.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Asset register	Equipment/tool/machinery identity, ownership/value, current location and condition.	Creates a controlled asset base.
Issue/return & transfers	Project/site allocation, operator/assignee, issue/return history and inter-site transfer.	Tracks custody.
Maintenance	Schedules, repair history, fuel/usage logs and downtime.	Reduces avoidable breakdowns and preserves service history.
Utilisation & cost allocation	Usage analytics, depreciation/value tracking and project-wise equipment cost allocation.	Improves true project-cost understanding.

6.19 Customer Billing, Finance & Accounting

WHY WE ARE PROPOSING THIS

Because construction decisions have immediate cash and margin consequences, finance cannot remain disconnected from operations. The proposed accounting layer should provide a complete project-linked financial picture while intentionally excluding payroll, reimbursements and bank reconciliation, which the client does not want inside this platform.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Customer billing	Milestone invoices, optional measurement-based billing where contracted, advances, part-payments, outstanding balances, taxes, discounts and payment reminders.	Supports the common billing structures of construction.
Variations	Approved variation/change-order amounts update customer payable and revised contract value.	Ensures additional scope becomes billable.
Customer ledger	Receipts, dues, invoices, retention where applicable, online payment status and history.	Gives accounts and customer one consistent balance picture.
Payment gateways	Multiple configurable gateways/methods, UPI/cards/net banking, payment links, partial payments, refunds and automatic receipts/status updates.	Makes digital collection convenient.
Vendor payables	Verified vendor invoices, due dates, batches and approval-before-release.	Links procurement control with accounts.
Project expenses	Site/project expenses, petty cash, receipt evidence, spending limits, staff advances and settlement.	Captures smaller cash leakage with auditability.
Accounting core	Admin-editable chart of accounts, customer/vendor/project/tax/bank/cash ledgers, vouchers/journals, cost-centre and branch/project tagging.	Supports complete bookkeeping around the operating platform.
Financial statements	Trial balance, P&L, balance sheet and project profitability.	Provides standard financial reporting.
Budget control	Budget by cost head/stage/BOQ context, committed vs actual, pending bills, forecast-to-complete and threshold-driven approval escalation.	Makes overspend visible before project closure.
Profitability	Live revenue vs cost, cost-head breakdown, projected final margin and alerts when margin falls below target.	Gives the founder early warning on commercial deterioration.
Cash-flow forecasting	Project and organisation-level expected inflows/outflows, liabilities, overdue receivables, shortfalls and scenarios.	Supports purchasing and payment decisions.
GST/tax	GST on sales/purchases, registers, input/output summaries, return-preparation reports and e-invoice/e-way bill integration where applicable.	Reduces duplicate tax preparation effort.
Explicit exclusions	No payroll, no employee reimbursement workflow, and no bank-reconciliation module.	Keeps finance scope aligned with the agreed operating need.

6.20 Customer Portal & Project Journey

WHY WE ARE PROPOSING THIS

A construction customer typically receives updates through calls and photo messages, but that approach becomes confusing as the project grows. A dedicated portal gives the customer confidence and reduces repetitive status queries while still protecting internal commercial information.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Project journey	Stage-wise progress, current/upcoming milestones, planned vs actual status and approved delay explanation.	Makes progress understandable to non-technical customers.
Site media	Customer-visible photographs/videos organised along the project timeline.	Provides evidence and emotional engagement.
Drawings & documents	Approved drawings, selected documents, contracts, acknowledgements and handover records.	Creates one trusted place for project material.
Financial summary	Contract value, paid/outstanding, approved variations, revised contract value, stage-wise billing and upcoming payments.	Gives clarity without exposing internal cost or margin.
Selections	Material/finish options with image, brand/model, technical details and price difference; confirmed selections are locked.	Reduces ambiguity about customer choices.
Upgrade controls	Selections above allowance show difference, create variation and block purchase until extra cost is digitally approved.	Prevents disputes over upgraded finishes.
Communication	Customer communication linked to project context; selected documents can require view tracking, acknowledgement, OTP/e-sign.	Creates a permanent decision trail.
Multiple customer users	Several customer-side users may access the same project.	Supports family/company participation without complex customer-side permission hierarchies.
Support tickets	Tickets can link to project, invoice, drawing, warranty item, vendor, task or site issue, with priority/SLA/escalation/history.	Makes customer support contextual rather than generic.

6.21 Handover, Warranty, Maintenance & AMC

WHY WE ARE PROPOSING THIS

The property relationship should not disappear when construction is marked complete. A structured handover and maintenance history creates long-term customer value and gives the organisation a foundation for paid maintenance, warranty service and future renovation work.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Completion checklist	Project cannot be considered closed until the configured completion checklist is addressed.	Creates a simple but reliable closeout gate.
Handover package	Organised customer-portal folder, downloadable archive, delivery index/checklist, as-built drawings, invoices, warranties, manuals and certificates.	Makes project completion feel professional and durable.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Permanent property record	Customer can access handover documents years later.	Preserves long-term value beyond email attachments.
Warranty register	Installed item, location, purchase record, manufacturer/vendor, start/end dates, expiry reminders and service history.	Supports accurate warranty decisions.
Service requests	Category, priority, media, preferred visit, warranty eligibility, scheduling, technician notes, materials and resolution history.	Provides structured after-sales support.
Warranty vs chargeable	System distinguishes warranty work from chargeable maintenance and can generate estimate/invoice where required.	Protects revenue while honouring obligations.
SLA & escalation	Service timelines, escalation, customer sign-off and repeat-issue history.	Improves after-sales accountability.
AMC management	Service entitlement, visit frequency, validity, renewals, exclusions, invoices/payments, usage and customer visibility.	Creates an organised recurring maintenance offering.
Future work	Renovation or extension can open as a new project while retaining the same property history.	Supports repeat business with complete context.

6.22 Communication, Notifications & “My Work”

WHY WE ARE PROPOSING THIS

The platform should reduce the need to remember where an action originated. A unified personal work view and context-linked communication allow users to see what they owe the organisation regardless of whether it came from a project, procurement approval, customer follow-up or quality issue.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Context-linked communication	Internal/customer communication may be linked to drawings, tasks, invoices, issues and other records.	Preserves decision context.
Multi-channel notifications	In-app, email, WhatsApp/SMS with configurable event rules, templates, reminders and escalation where enabled.	Reaches users through the channels they actually use.
User-configurable priority	Users can classify notification types by priority and choose immediate vs daily digest delivery.	Reduces notification fatigue.
Unified My Work	Project tasks, approvals, inspections, procurement actions, issues, follow-ups and other responsibilities in one dashboard.	Creates personal accountability across modules.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Recurring work	Configurable recurrence, automatic assignment, reminders, escalation, completion tracking and skip/exception logic.	Handles routine operational cycles without repeated manual creation.
Meeting records	Agenda, attendees, decisions, action items, owners/due dates, attachments and links to project records.	Turns meetings into actionable project history.

6.23 Dashboards, Reporting, Search & Exports

WHY WE ARE PROPOSING THIS

The founder and different operating roles need different views of the same system. Reporting should therefore be role-specific, configurable and capable of surfacing exceptions — not just a static homepage full of totals.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Role dashboards	Relevant KPIs, tasks, approvals, alerts and shortcuts by role.	Keeps each dashboard operationally useful.
Admin defaults + personalisation	Admins define default layouts; users can rearrange permitted widgets.	Balances organisational consistency and user preference.
Periodic refresh	Dashboards auto-refresh periodically.	Keeps information fresh without requiring true real-time infrastructure everywhere.
Filters	Global date/branch/project filters plus widget-specific filters; users can save preferred views.	Supports repeatable analysis.
Management exceptions	Delays, budget overruns, stock shortages, overdue payments and quality failures can be highlighted.	Directs attention toward problems, not just totals.
Advanced search	Organisation-wide search with filters across permitted records.	Reduces time spent navigating module by module.
Scheduled reports	Admins and users can schedule reports with recipients, delivery time, frequency and PDF/Excel/CSV format.	Automates routine management reporting.
Data portability	CSV/Excel/PDF exports, bulk data export and complete project archive containing drawings, documents, photos, contracts, invoices, logs and reports.	Ensures the client can retain and use its own data independently.

6.24 Administration, Multi-Branch Controls & Configuration

WHY WE ARE PROPOSING THIS

The organisation may operate across several cities or states, but the platform is intended for one company rather than a multi-tenant SaaS. The administration layer therefore focuses on branch-aware control, configuration and audit rather than subscription management for external companies.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Single organisation, multiple branches	Branch-wise staff, projects, inventory, procurement and reporting under central organisation control.	Supports geographic growth without SaaS complexity.
Permission-based branch access	Users may see one or several branches depending on admin-defined access.	Supports central and local roles.
Branch module enablement	Entire modules can be enabled/disabled by branch in addition to role permissions.	Allows different operating maturity by location.
Admin settings by module	CRM, projects, procurement, inventory, finance, notifications and other settings are grouped by module.	Keeps administration understandable.
Logged settings changes	No separate approval required for settings, but every change is logged.	Creates accountability without administrative friction.
Configurable workflow engine	Approval chains, delegation, escalation, substitute approvers, comments and history for selected modules.	Allows business controls to evolve.
Approval thresholds	Limits may depend on role, branch, transaction type, project and amount; higher-level override requires reason and audit record.	Balances control and urgent operational flexibility.
Record numbering	Module-specific prefixes and separate document sequences by document type.	Creates professional, searchable identifiers.
Reusable document templates	Admins manage quotation/PO/invoice/contract/report templates with editable headers/footers, terms, notes and signature blocks.	Standardises outward-facing documents.
In-app help	Contextual help plus searchable help centre.	Reduces onboarding dependence on support staff.

6.25 Security, Audit, Retention & Record Control

WHY WE ARE PROPOSING THIS

The proposed platform contains customer documents, drawings, payments, internal rates and commercially sensitive records. Security therefore has to be part of the product design rather than an afterthought, particularly because the same system serves internal staff, customers and external partners.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Authentication	Email/password as default; OTP recovery and optional/admin-enforced 2FA for sensitive roles.	Keeps login simple while allowing stronger controls.
Session/device controls	Login history, device/session management, password policies, forced logout and suspicious-login alerts.	Improves account security.
Optional access restrictions	IP/location restrictions for selected roles where operationally appropriate.	Adds protection for sensitive internal functions.
Audit trail	Tamper-resistant organisation-wide record of who changed what and when, including previous values, device/IP, approvals and access events where applicable.	Supports investigation and accountability.
Permission audit	Full history of access-rule changes and who granted/revoked access.	Protects against silent privilege changes.
Soft deletion	Deleted records remain restorable by authorised users with reason, deleted-by, timestamp and audit history.	Reduces irreversible mistakes.
Archive	Archived projects are protected and can be reopened only through controlled authorised action with reason/history.	Preserves completed-project integrity.
Retention	Business and project history retained indefinitely unless authorised deletion is requested.	Supports long construction/property lifecycle.
Backup	Automated database/file backups, daily retention history, point-in-time recovery where supported and off-site recovery copies.	Protects against infrastructure or operational loss.

6.26 Optional Premium Mobile Application Layer

WHY WE ARE PROPOSING THIS

The core platform will be responsive and usable from mobile browsers. Dedicated apps become valuable where frequent field use, push-style interactions and offline capture justify a separate mobile experience. Treating them as premium add-ons keeps the base system commercially manageable while preserving a clear upgrade path.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Customer App	Project journey, drawings/documents, selections, approvals, payments, messages, support, warranty and maintenance.	Provides a polished owner-facing experience.
Staff / Site App	Tasks, attendance, site diary, media, material entries, inspections, issues, approvals and selected offline capture with later sync.	Addresses field work where connectivity and desktop access are unreliable.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Vendor / Subcontractor App	Quotations, orders/work orders, documents, progress, invoices/bills, payment status and communication.	Creates a focused partner experience without exposing internal ERP functions.
Cross-platform approach	Proposed as cross-platform Android/iOS unless technical specification requires platform-specific development.	Controls cost while supporting broad device coverage.
App-store accounts	Client provides/controls relevant Apple/Google developer accounts and store fees.	Keeps ownership and publishing credentials with the client.

07 Key Cross-Module Workflows

The greatest value of the proposed system comes from information moving between modules. The following workflows illustrate how the platform is expected to behave as one operating system rather than a collection of unrelated screens.

7.1 Lead to Design Project

- 1 Customer self-registers or submits an enquiry through the website/office process.
- 2 Lead enters CRM and is assigned automatically or manually to sales.
- 3 Sales records consultation/site visit and creates or confirms customer/property dossier.
- 4 Customer may select a catalogue plan or commission a fresh design.
- 5 Design project starts from blank canvas, catalogue plan, uploaded drawing or prior template.
- 6 Junior/senior review and customer pinned comments create controlled revision cycles.
- 7 Final design is digitally approved and becomes the authoritative design baseline.

7.2 Design to BOQ and Commercial Offer

- 1 Supported measurable design objects provide quantities to estimator as a starting point.
- 2 Estimator applies BOQ structure, labour/material components, estimated rate and current rate references.
- 3 Quotation is generated with inclusions/exclusions, taxes, discounts and terms.
- 4 Negotiation creates new versions without overwriting prior offers.
- 5 Customer accepts the selected quotation with timestamp, OTP and e-signature.
- 6 Contract may be generated from configured template and stored in project record.

7.3 Design to Construction Handover

- 1 Authorised user chooses Convert to Construction Project.
- 2 Customer, property, approved design set, documents, BOQ and commercial context carry forward.
- 3 Appropriate project template is selected and tailored.
- 4 Start date, baseline schedule, roles and approvals are established.
- 5 Construction team sees only current Approved for Construction drawings.

7.4 Procurement to Consumption

- 1 Site raises material requirement while seeing site stock, central stock, reservations and open POs.
- 2 Requisition follows configured approval threshold.
- 3 Procurement compares vendor quotes and may split award.
- 4 PO is issued and may have partial deliveries/amendments.
- 5 Goods receipt records accepted/rejected/damaged/short quantities and updates location stock.
- 6 Material is issued/consumed against project/stage/task context.
- 7 Management sees BOQ requirement vs purchased vs consumed vs remaining and variance.

7.5 Customer Change During Construction

- 1 Customer requests design/material/scope change.
- 2 System creates formal variation and identifies affected work.
- 3 Cost and schedule impact are prepared; budget/margin effect becomes visible internally.
- 4 Customer digitally approves extra cost and revised specification where required.
- 5 Contract value, budget, billing schedule, BOQ/quantity and task references are updated as applicable.
- 6 Revised drawing/specification cannot become active until required approval is completed.

7.6 Daily Site Reporting to Management & Customer

- 1 Site engineer records daily work, labour, materials, media, weather, issues and delays.
- 2 Task and stage progress updates flow into project progress calculation.
- 3 Customer portal automatically reflects approved progress/media and clean delay explanations.
- 4 Internal dashboard continues to show root cause, responsibility, cost/schedule impact and exceptions.

7.7 Handover to Property Lifecycle

- 1 Completion checklist and snag process are closed.
- 2 As-built drawings, warranties, manuals, invoices and completion documents form the handover package.
- 3 Customer retains permanent digital property access.
- 4 Warranty/service request later references the original installed item, vendor and project history.
- 5 AMC or paid maintenance can continue inside the same property record.
- 6 Future renovation/extension opens as another project under the same property history.

08 Technical & Integration Approach

The final technology stack should be confirmed during the Software Requirements Specification (SRS) and technical-design stage. The functional architecture below is intentionally technology-neutral so that implementation decisions can be based on maintainability, browser performance, CAD-library feasibility, security and the client's hosting preferences rather than on a stack commitment made before prototyping.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Application model	Central web application for one organisation with multi-branch controls and responsive interfaces.	Provides one source of truth across locations.
Architecture	Modular application/services with shared authentication, permission, audit, notification, document and reporting services.	Keeps modules connected without duplicating common logic.
Data layer	Central transactional database with structured project, financial, inventory and audit records.	Supports cross-module reporting and traceability.
File/document layer	Secure object/file storage for drawings, media, documents, exports and handover archives.	Separates heavy files from transactional records while retaining links.
Design engine	Browser graphics/CAD-capable component selected after prototype validation for required geometry, import/export and 3D features.	Reduces technical risk in the most specialised workstream.
External integrations	Email, SMS, WhatsApp, maps/location, payment gateways, cloud storage, calendar, e-sign and tax/e-invoice providers as required.	Connects the platform to practical external services.
No generic integration marketplace	General public APIs/webhooks/connectors are outside initial scope.	Prevents architecture overhead not required by the client.
Mobile	Responsive web is core; dedicated apps are optional premium layer sharing secured backend services.	Avoids duplicated business logic.
Exports	CSV/Excel/PDF and complete project archive.	Supports data ownership and portability.

DESIGN STUDIO PROTOTYPE GATE

Before full-scale development of the architectural editor, a technical prototype should validate the chosen browser drawing library, supported object model, target plan size/performance, import/export pathway, quantity extraction and the intended level of 3D extrusion. Approval of this prototype becomes the technical baseline for the design-studio module.

09 Security, Audit, Backup & Data Governance

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Least-privilege access	Role, branch, project and action-level permissions with customer/vendor/subcontractor segregation.	Users should only see information required for their work.
Credential security	Password policies, secure recovery, optional 2FA and session management.	Protects user accounts.
Sensitive operations	Approval limits and audit for high-value purchases, payments, variations and BOQ changes.	Protects commercially important decisions.
Auditability	Immutable/tamper-resistant application audit records for critical changes, approvals and access changes.	Supports accountability and dispute review.
Backup & recovery	Daily backup, retention, off-site copy and point-in-time capability where infrastructure supports it.	Reduces business continuity risk.
Data ownership	Client export capability and source/data handover after final settlement.	Avoids platform lock-in.
Retention	Indefinite history by default unless authorised deletion is requested.	Matches the long property/project lifecycle.
Privacy by role	Internal costing/margin/vendor rates hidden from customer portal and external partners unless explicitly permitted.	Protects confidential commercial information.

10 Data Migration & Initial Setup

The implementation is designed to start cleanly rather than attempting to reconstruct every historic transaction. This limits migration risk while still giving the client a usable starting position.

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Accounting opening position	Opening balances only.	Avoids high-risk transaction-by-transaction legacy accounting migration.
Active projects	Import basic customer/project details for currently active work.	Allows visibility without pretending historical workflow was captured in the new system.
Customer/vendor masters	Excel/CSV import of names, contacts, GST/tax IDs, addresses and categories.	Reduces launch-time manual entry.
Material master	Structured import template for item, unit, category, specification, tax, rates and other agreed fields.	Creates clean inventory setup.
Website/CMS content	Client-provided company information, services, portfolio assets, policies and bilingual content.	Ensures public launch reflects the organisation accurately.
Rate/BOQ libraries	Client team validates initial rate cards, standard items and templates.	Business data requires client ownership and confirmation.
User setup	Admins and key users configured first; other staff join through email invite/account setup.	Creates controlled onboarding.

11 Implementation, UAT & Go-Live Approach

Although the client prefers one coordinated launch rather than a public phased rollout, a platform of this breadth still needs to be engineered in controlled internal workstreams. The implementation plan below therefore uses staged development and acceptance internally, followed by a combined production launch when the agreed release is ready.

WORKSTREAM	INDICATIVE SCOPE	INDICATIVE DURATION
A. Discovery & SRS	Detailed process confirmation, field definitions, roles, approvals, report requirements, integration list, commercial rules and acceptance criteria.	2 weeks
B. UX & System Design	Information architecture, user journeys, dashboards, responsive screens, document templates and design-studio prototype specification.	2–3 weeks, partly overlapping
C. Core Platform	Authentication, permissions, branches, CRM foundations, customer/property, CMS, documents, notifications, audit, search and common services.	3–4 weeks
D. Architectural Studio	2D editor, plan objects, layers, revision workflow, quantity hooks, prototype-validated import/export and basic 3D.	5–7 weeks
E. Commercial & Project Modules	BOQ, quotation/contracts, project templates, scheduling, site diary, quality, changes and customer progress.	5–6 weeks
F. Supply & Finance Modules	Procurement, vendors, inventory, assets, billing, accounting, GST/tax, budgets, profitability and cash flow.	5–6 weeks
G. Customer/After-Sales	Customer portal, selections, handover, warranty, maintenance, AMC and support.	3–4 weeks
H. Integration & System UAT	Cross-module testing, permissions, reports, imports, performance, security review, user acceptance and fixes.	3 weeks
I. Deployment & Handover	Production deployment, initial master-data load, admin training, user onboarding and documentation.	1 week

INDICATIVE CALENDAR DURATION

Approximately 18–21 calendar weeks for the complete web platform, assuming timely feedback and parallel development across workstreams. The specialist architectural-editor prototype may alter the final technical schedule if additional compatibility requirements are introduced after validation.

INDICATIVE DELIVERY SEQUENCE

WORKSTREAM	W3	W6	W9	W12	W15	W18	W21	DURATION
A Discovery & SRS								2 weeks
B UX & System Design								2–3 weeks
C Core Platform								3–4 weeks
D Architectural Studio								5–7 weeks
E Commercial & Project Modules								5–6 weeks
F Supply & Finance Modules								5–6 weeks
G Customer / After-Sales								3–4 weeks
H Integration & System UAT								3 weeks
I Deployment & Handover								1 week

Indicative only. Durations are those stated in the table above; the sequence shows the overlap described in this section. Approximately 18–21 calendar weeks in total for the complete web platform.

If the optional premium mobile applications are commissioned, they can begin after the relevant backend APIs and workflows stabilise. Indicative additional effort is 5–7 weeks, with substantial overlap possible if the applications are ordered together with the main platform and a single coordinated launch is required.

User Acceptance Testing (UAT)

- UAT will be conducted against agreed SRS and module acceptance criteria rather than informal feature expectations.
- Client will nominate authorised reviewers for key areas such as design, project execution, procurement/inventory and finance.
- Defects against the agreed scope will be corrected before production acceptance; new requirements discovered during UAT will be handled through change control.
- Sample end-to-end scenarios will test cross-module continuity, such as enquiry → design → BOQ → construction → procurement → billing → handover.
- Production cutover will occur after agreed critical UAT observations are resolved or expressly accepted for post-go-live correction.

12 Deliverables

CAPABILITY	PROPOSED SCOPE	BUSINESS RATIONALE
Requirements & Design	Final SRS / functional specification, agreed workflows, role/permission matrix, core UI/UX screens and prototype sign-offs.	Project governance baseline.
Web Platform	Configured single-organisation multi-branch web application containing all commissioned functional modules.	Primary operating platform.
Public Website & CMS	Production-ready public website, CMS, plan catalogue and agreed digital journeys.	Public acquisition layer.
Architectural Studio	Prototype-approved browser design functionality and associated revision/approval workflow.	Specialist design capability.
Reports & Templates	Agreed dashboards, standard reports, document templates and export functions.	Operational and management visibility.
Integrations	Commissioned third-party integrations using client/provider credentials where applicable.	External service connectivity.
Data Import Templates	Customer/vendor/material/user and other agreed initial import formats.	Launch preparation.
Documentation	Admin/configuration guide, operational user guide/help content and deployment notes.	Supports independent use.
Training	Remote/onsite sessions as commercially agreed for admin/key users; train-the-trainer approach for broader staff.	Adoption support.
Source & Handover	Application source code, database schema/migrations, deployment package and configured assets after final payment, subject to third-party licence terms.	Supports client ownership.
Optional Mobile Apps	Customer, Staff/Site and Vendor/Subcontractor apps only if selected in premium add-ons.	Optional field/customer experience layer.

13 Assumptions, Technical Qualifications & Exclusions

13.1 Key assumptions

- The solution is for one client organisation with multiple branches, not a multi-tenant SaaS product for unrelated companies.
- The client will nominate process owners and provide timely decisions on terminology, fields, approval limits, financial treatment, document formats and role access.
- The client will provide or validate website content, translations, legal policies, GST/tax information, rate libraries, plan content and other business data.
- Third-party service accounts, credentials and provider fees are owned/paid by the client unless explicitly included in a separate commercial line item.
- Integrations depend on the continuing availability, terms and APIs of third-party providers.
- Browser-based architectural design scope will be frozen after technical prototyping and acceptance of supported objects/formats/performance.
- Client billing and construction pricing rules remain configurable because the exact contract methodology varies by project and will be confirmed during SRS.
- All timelines assume consolidated and timely client feedback; repeated scope changes after sign-off may affect schedule and commercial value.

13.2 Important technical qualifications

- Architectural editor is not represented as a substitute for AutoCAD, Revit, full BIM software, structural-analysis software or professional rendering suites.
- DWG/DXF interoperability is subject to selected browser/processing libraries and licensing; exact round-trip fidelity must be validated in prototype.
- Automatic quantity extraction is limited to supported measurable objects and rules implemented in the platform; imported raster/PDF content does not automatically become intelligent CAD geometry.
- 3D scope is basic automatic extrusion/interactive visualisation from supported 2D geometry, not photorealistic rendering or physics/structural simulation.
- Offline mobile capability is available only within the optional Staff/Site premium application for selected workflows specifically designed for offline sync.

13.3 Not included in the initial scope

- Government/building-plan approval application tracking workflow beyond ordinary project document storage.
- External architect multi-vendor marketplace, commission settlement or third-party plan-seller onboarding.
- AI copilots, generative design, automated AI estimation, predictive AI or conversational AI features.
- Full HRMS including recruitment, appraisal, employee payroll and employee reimbursement workflows.
- Bank statement import and bank reconciliation.

- Full HSE compliance suite beyond the agreed safety checklist and incident record.
- Separate laboratory/material-testing workflow beyond project document uploads.
- Formal RFI module; technical queries use project communication/comments.
- General public API/webhook/integration marketplace for arbitrary third-party systems.
- Advanced digital marketing attribution, ad-spend analytics, lead scoring and automated sales/quotation follow-up campaigns.
- Any third-party hardware such as biometric devices, GPS devices, printers, servers or site-network equipment unless separately quoted.
- Any government, gateway, SMS/WhatsApp, map, e-sign, cloud, app-store or other provider usage/subscription/transaction fees unless explicitly included.

14 Commercial Proposal

One-time custom development. Client ownership after full settlement. All amounts below are exclusive of applicable GST unless stated otherwise.

The commercial structure is intentionally modular. The Foundation Platform is mandatory because it contains the shared infrastructure required by all modules. Functional modules may be commissioned separately, while the “Complete Web Platform Bundle” offers a consolidated commercial value if the complete agreed web scope is awarded together. Dedicated mobile applications remain optional premium add-ons.

REF.	MODULE	INCLUDED COMMERCIAL SCOPE	MODULE PRICE
A	Foundation Platform & Public Website	Core architecture, authentication, users/roles, multi-branch controls, permissions, audit, documents, notifications, search, common dashboards, website/CMS, bilingual public experience and common admin framework.	INR 55,000
B	CRM, Customer & Property	CRM pipeline, assignment, enquiries, consultations/visits, customer/property/site dossier, survey, lead history and project conversion foundations.	INR 22,500
C	Plan Catalogue & Light Commerce	Free/paid plan catalogue, advanced filters, favourites/comparison, customise-to-project, checkout, invoices/receipts, downloads, coupons, refunds/status.	INR 15,000
D	Architectural Design Studio	Dimension-aware browser 2D editor, objects, layers, measurements, templates, revisions, approvals, quantity extraction hooks, prototype-validated CAD interoperability and basic 3D extrusion.	INR 95,000
E	BOQ, Estimation, Quotation & Contracts	BOQ, rate intelligence, current vs estimate rates, approvals/revisions, quotation versions, digital acceptance, contract templates and signatures.	INR 35,000
F	Construction Project & Site Operations	Project templates, tasks, schedule/Gantt/calendar, daily site diary, media, issues/delays, quality, safety, measurements, variations, instructions and snagging.	INR 47,500
G	Procurement, Vendors & Inventory	Requisitions, approvals, quote comparison, POs, receipt, vendor invoices, payments controls, vendor performance, multi-location inventory, transfers, valuation, reservations and consumption.	INR 42,500
H	Labour, Subcontractor & Equipment	Labour/attendance, subcontract work orders/billing/certification, company-supplied material recovery, equipment lifecycle and project allocation.	INR 22,500
I	Finance, Accounting & GST	Customer billing/ledgers, vendor payables, petty cash, chart of accounts, journals/vouchers, GST/tax, financial statements, budgets, profitability and cash-flow forecasting.	INR 37,500
J	Customer Portal & Property Lifecycle	Customer project journey, selections/approvals, financial summary, support tickets, handover package, permanent property record and feedback/referrals.	INR 25,000

REF.	MODULE	INCLUDED COMMERCIAL SCOPE	MODULE PRICE
K	Warranty, Service & AMC	Warranty register, service requests, visit history, SLA/escalation, chargeable maintenance, renewals, AMC entitlements and long-term maintenance record.	INR 12,500

14.1 Complete Web Platform Bundle

TOTAL OF INDIVIDUALLY PRICED MODULES INR 4,10,000 + GST BUNDLE CONCESSION · 15% INR 61,500	COMPLETE WEB PLATFORM BUNDLE INR 3,48,500 + GST 15% BELOW THE INDIVIDUALLY PRICED MODULES COMMERCIAL MODEL One-time custom-development fee; no compulsory software subscription RECOMMENDED SELECTION Complete Web Platform Bundle for the full agreed vision and coordinated launch
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WHY THE ARCHITECTURAL DESIGN STUDIO CARRIES A HIGHER MODULE VALUE

The design studio is not a standard CRUD/ERP module. It requires specialised interactive geometry, browser performance, drafting behaviours, revision-aware design storage, export/import considerations and 2D-to-3D/quantity logic. The commercial value therefore reflects both development effort and technical risk.

14.2 Optional Premium Mobile Application Layer

REF.	ADD-ON	INCLUDED SCOPE	PRICE
M1a	Customer App — Android	Android build for project journey, drawings/documents, payments, selections, approvals, messages, support, warranty and maintenance; Play Console release, device testing and store compliance.	INR 39,500
M1b	Customer App — iOS	iOS build of the same customer scope; App Store submission, Apple review cycle, iPhone/iPad testing and platform-specific behaviours.	INR 39,500
M2a	Staff / Site App — Android	Android field build for tasks, attendance, site diary, media, materials, inspections, issues, approvals and selected offline sync; camera, GPS and background sync handling.	INR 67,500
M2b	Staff / Site App — iOS	iOS build of the same field scope; App Store submission and Apple permission, location and background-sync constraints.	INR 67,500

REF.	ADD-ON	INCLUDED SCOPE	PRICE
M3a	Vendor / Subcontractor App — Android	Android partner build for quotations/orders/work orders, documents, progress, bills/invoices, payments and communication; Play Console release and device testing.	INR 39,500
M3b	Vendor / Subcontractor App — iOS	iOS build of the same partner scope; App Store submission and Apple review cycle.	INR 39,500

Each role is offered as two separately priced platform layers. Android and iOS layers may be commissioned independently or as a pair; the shared APIs they consume are already part of the web platform scope, so the price of each layer covers only the platform build, store release, device testing and platform-specific behaviour.

TOTAL OF INDIVIDUALLY PRICED LAYERS INR 2,93,000 + GST BUNDLE CONCESSION · 15% INR 44,000	ALL SIX APP LAYERS BUNDLE INR 2,49,000 + GST 15% BELOW THE INDIVIDUALLY PRICED LAYERS COMMERCIAL MODEL One-time premium add-on to the web platform; no compulsory app subscription RECOMMENDED SELECTION All six layers with the web platform, for one coordinated Android and iOS launch
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14.3 Delivery Time and Commercial Comparison

— Complete Order vs Individual Selection

The concessions offered above apply only when a complete scope is awarded together, but the more significant difference is time. The charts below compare the elapsed time to a working system first, then the commercial difference, and finally what a later addition costs once the platform is already live.

ELAPSED TIME TO A WORKING SYSTEM

ROUTE	W6	W12	W18	W24	W30	W36	W42	WEEKS
WEB PLATFORM								50% FASTER
Complete Web Platform Bundle, workstreams in parallel								18–21
Modules A–K awarded one by one								36–42
MOBILE APP LAYERS								61% FASTER
All six layers commissioned together								5–7
Layers awarded one at a time, three store cycles								14–18

WEB PLATFORM AND APP LAYERS TOGETHER

25% FASTER

One order, apps built alongside the platform		18–21
Web platform first, apps commissioned afterwards		23–28

Solid bar shows the shorter end of each range, the lighter extension the longer end. Sequential routes carry the re-briefing, onboarding, environment setup and regression cycle described below; the parallel route carries it once.

ONE ORDER, ONE LAUNCH · INDICATIVE PARALLEL DELIVERY

ROUTE	W3	W6	W9	W12	W15	W18	W21	WEEKS
Foundation, core platform & website								7
Studio, BOQ, project & commercial modules								10
Supply, finance, portal & after-sales								10
Customer app · Android + iOS								8
Staff / site app · Android + iOS								8
Vendor / subcontractor app · Android + iOS								6
Integration, UAT, migration & single go-live								4

Navy: web platform workstreams. Amber: app layers, which begin once the APIs they consume are stable and are then built alongside the remaining web work. Web and mobile therefore reach the same UAT and go-live, in the same 18–21 weeks the web platform alone would take.

BRIEFED ONCE One discovery and requirement cycle for the whole platform instead of a fresh briefing and sign-off round for every award.	TEAM HELD, NOT REBUILT Developers who already know the domain, the data model and the client's decisions stay on the project, so onboarding is paid for once.	WORKSTREAMS OVERLAP Studio, BOQ, construction, finance and the app layers run in parallel on one shared foundation rather than queueing behind each other.	TESTED AND LAUNCHED ONCE A single integration, UAT, migration and go-live cycle, instead of re-testing and re-releasing the live system after each new module.
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COMMERCIAL COMPARISON

IF COMMISSIONED INDIVIDUALLY	COMPLETE ORDER
Web platform modules A–K 4,10,000	Complete Web Platform Bundle · –15% 3,48,500
App layers M1a–M3b 2,93,000	All six app layers as one bundle · –15% 2,49,000
TOTAL INR 7,03,000	TOTAL INR 5,97,500

WHAT THE COMPLETE ORDER CHANGES The same delivered scope, for less, and live in roughly half the elapsed time.	INR 1,05,500 SAVED · 15% LOWER	18–21 weeks EARLIER · 50% FASTER
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All amounts in INR and exclusive of GST. Partial selections are priced at the individual module and layer rates above; concessions are not applied proportionally.

WHAT IT COSTS TO ADD THE SAME CAPABILITY LATER

A module added after the platform is live is not simply the module price. The engagement has to be re-opened: the requirement is re-confirmed against a system that has since changed, developers are briefed on decisions they were not part of, environments and test data are rebuilt, and everything already in production is regression tested and released again. That work is real and is charged.

RE-MOBILISATION LOADING

15–20%

Added to the module price of each later award, over and above the concessions forgone.

BEFORE WORK RESTARTS

2–3 weeks

Re-briefing, team availability, requirement re-confirmation and environment setup, before a line of the new feature is written.

AFTER IT IS BUILT

1–2 weeks

Regression testing, migration of live data, retraining of affected users and a fresh release of the running system.

Each capability deferred therefore carries its own re-opening cost and its own delay, repeated every time. Commissioned inside the single programme, the same capability carries neither.

3–5 weeks

ADDED PER LATER REQUEST

14.4 Third-Party & Usage Costs

Third-party services are intentionally kept outside the one-time development fee because their charges depend on usage, provider choice and changing external tariffs. Where practical, accounts should be opened in the client's name so the client retains direct ownership and visibility.

EXTERNAL COST	EXAMPLES	COMMERCIAL TREATMENT
Hosting / cloud infrastructure	Production server, managed database, storage, CDN, backups and bandwidth as selected.	Paid by client / at actuals.
WhatsApp / SMS / Email	Provider/API message charges and sender registrations.	Paid by client / at actuals.
Payment gateway	Gateway onboarding and transaction charges.	Provider charges borne by client.
Maps / location	Maps, geocoding or routing API usage beyond free quotas.	At provider rates.
E-sign / OTP	Digital signature, OTP and verification-provider fees.	At provider rates.
GST / e-invoice / e-way bill	Any licensed compliance gateway or GSP/ASP provider fees required for integration.	At provider rates.
Cloud file storage	Additional large-volume drawing/media storage beyond selected hosting allocation.	At provider rates.
App stores	Apple Developer / Google Play Console accounts and related charges for optional mobile apps.	Client-owned accounts and fees.

15 Payment Terms

To keep the commercial commitment comfortable for the client while supporting a long development cycle, the Complete Web Platform Bundle may be paid against visible delivery milestones rather than through a large upfront payment.

M1 10%	M2 15%	M3 20%	M4 20%	M5 20%	M6 10%	M7 5%
34,850	52,275	69,700	69,700	69,700	34,850	17,425
Commencement	SRS + UX sign-off	Core + website/CRM demo	Studio + BOQ beta	Construction + finance beta	Integrated UAT build	Go-live & handover

Payment released against visible delivery milestones. Amounts in INR, exclusive of GST, based on the Complete Web Platform Bundle of INR 3,48,500.

MILESTONE	PAYMENT TRIGGER	%	AMOUNT	BASIS
1	Project commencement / booking	10%	INR 34,850	Kick-off, discovery scheduling and project allocation.
2	SRS + UX / system-design sign-off	15%	INR 52,275	Detailed functional baseline and key prototype/interface approvals.
3	Core platform + website/CRM foundation demonstration	20%	INR 69,700	Working core, user/access, website/CMS, CRM/customer/property foundations.
4	Design Studio + BOQ/commercial modules beta	20%	INR 69,700	Architectural studio prototype-approved implementation and commercial flow.
5	Construction + procurement/inventory + finance beta	20%	INR 69,700	Major operational modules integrated for end-to-end testing.
6	Integrated UAT build	10%	INR 34,850	System-wide UAT release and agreed critical-defect closure.
7	Production deployment, source handover & final acceptance	5%	INR 17,425	Go-live, handover package and final settlement.

The above amounts are based on the INR 3,48,500 Complete Web Platform Bundle and exclude GST. If modules are commissioned separately, a module-specific milestone schedule will be agreed at order confirmation.

Mobile App Layers · Payment Schedule

If the optional app layers are commissioned, they are paid on their own milestones so that payment continues to follow visible delivery. Where the app layers are awarded as part of the complete order, these milestones are invoiced alongside the platform milestones within the same 18–21 week programme.

A1 20%	A2 30%	A3 25%	A4 15%	A5 10%
49,800	74,700	62,250	37,350	24,900
Commencement	Android builds ready	iOS builds ready	Store submissions accepted	Release & handover

Payment released against visible delivery milestones. Amounts in INR, exclusive of GST, based on the All Six App Layers Bundle of INR 2,49,000.

MILESTONE	PAYMENT TRIGGER	%	AMOUNT	BASIS
A1	Commencement of the app workstream	20%	INR 49,800	Platform-specific UX, store account setup and app project allocation.
A2	Android builds ready for internal testing	30%	INR 74,700	All three Android layers feature-complete against the agreed scope.
A3	iOS builds ready for internal testing	25%	INR 62,250	All three iOS layers feature-complete on the same APIs.
A4	Store submissions accepted	15%	INR 37,350	Play Console and App Store submissions accepted and release-ready.
A5	Public release, store transfer & final acceptance	10%	INR 24,900	Release on client-owned store accounts, handover and final settlement.

Amounts are based on the INR 2,49,000 bundle of all six app layers and exclude GST. Individual layers commissioned on their own are invoiced 50% on commencement and 50% on store submission of that layer, at the individual prices in Section 14.2.

Commercial change control

- Features explicitly described in the signed SRS and commercial module scope are included in the contracted value.
- New features, material redesigns, new integrations or scope extensions requested after sign-off will be estimated separately before development; small clarifications that do not materially change screens, data model, workflow or effort may be absorbed at project-management discretion.
- Third-party provider changes, newly imposed government/API requirements or licensing changes may require separate commercial treatment if they create additional implementation work.

16 Ownership, Warranty & Post-Launch Support

16.1 Ownership

The engagement is proposed as a one-time custom build. After full commercial settlement, the client will receive the project source code, database schema/migrations, deployment package and agreed project assets so that the client owns and can continue operating the commissioned system.

Ownership does not transfer third-party software, open-source libraries, commercial SDKs, fonts, APIs, frameworks or pre-existing generic components beyond the rights provided by their respective licences. The development team may continue to retain and use its pre-existing know-how, generic utilities and non-client-specific implementation knowledge, while the client's business data, custom configurations and commissioned application remain the client's property.

16.2 Complimentary warranty/support period

INCLUDED PERIOD	90 calendar days from production go-live / formal handover
INCLUDED	Correction of reproducible software defects where implemented behaviour materially differs from the signed scope/SRS; reasonable guidance on use/configuration during stabilisation.
NOT INCLUDED	New features, changed business processes, new reports beyond agreed scope, new integrations, redesigns, data-cleaning work, third-party outages/changes, server/provider incidents outside our control or user-created configuration/data errors.
RESPONSE APPROACH	Issues logged and prioritised by impact; critical production defects receive priority over cosmetic or low-impact observations.

16.3 Support after the included period

There is no compulsory AMC, licence fee or recurring software subscription. After the complimentary period, support, changes and enhancements may be requested as needed and will be quoted/charged per request based on the nature and effort of the work. The client remains free to maintain the system independently because ownership and source handover are part of the commercial model.

17 Proposal Validity & Acceptance

17.1 Validity and General Conditions

COMMERCIAL VALIDITY	30 days from the date of this proposal unless extended in writing.
TAXES	Applicable GST and statutory levies are additional unless explicitly stated otherwise.
COMMENCEMENT	Project commencement is subject to written acceptance, receipt of the first milestone payment and availability of nominated client stakeholders.
FINAL SCOPE BASELINE	The signed proposal defines the vision and commercial modules; detailed SRS and approved technical prototype define the final implementation detail and acceptance baseline.
TIMELINE DEPENDENCY	Indicative timeline assumes timely client reviews, content/data provision and decisions.
THIRD-PARTY SERVICES	Subject to provider terms, approval processes, service availability and client-owned credentials/accounts where applicable.
PRICE VALIDITY & ESCALATION	Prices hold for the validity period stated above. Beyond that period they are subject to written re-confirmation.
ORDER OF PRECEDENCE	Where documents differ, the executed contract prevails, then the signed SRS, then this proposal.
CHANGE REQUESTS	Any requirement outside the signed SRS is handled as a formal change request with stated cost and timeline impact, approved in writing before development.
INTELLECTUAL PROPERTY	Full application source code and platform IP transfer to the client on final settlement, as set out in Section 16. The developer retains its pre-existing reusable frameworks and libraries and may cite the engagement as credentials.
CONFIDENTIALITY	Mutual. Client business data is used only for delivery, support and agreed testing, and is not disclosed to third parties without written consent.
INVOICING & PAYMENT	Invoices are raised on achievement of each milestone in Section 15 and are payable within seven days. Sustained non-payment may pause the schedule, and the revised dates are then re-agreed.
WARRANTY & SUPPORT	90 days warranty from go-live per Section 16. Support beyond the warranty period is provided under a separate written support or AMC agreement.
SUSPENSION OR CANCELLATION	Either party may suspend or terminate in writing. Work completed and in progress to the date of notice is payable, and the source of completed work is handed over.

FORCE MAJEURE

Neither party is liable for delay caused by events beyond reasonable control; the timeline is extended by the period affected.

GOVERNING LAW & JURISDICTION

This proposal and any resulting contract are governed by the laws of India. Courts at Patna have exclusive jurisdiction.

NOTICES

In writing to the addresses recorded in 17.4, or by email to the nominated contacts of each party.

17.2 Commercial Selection

The client is requested to mark the option being awarded. All amounts are in INR and exclusive of GST. The 15% bundle concessions apply only where the complete scope of that bundle is awarded together.

MARK	OPTION	DELIVERY	PRICE
☐	Complete Web Platform Bundle Modules A–K	18–21 weeks	INR 3,48,500
☐	All Six App Layers Bundle Android and iOS for customer, staff and vendor roles	With the platform, no added elapsed time	INR 2,49,000
☐	Complete Order · recommended Web platform and all six app layers, delivered in parallel	18–21 weeks to a single go-live	INR 5,97,500
☐	Custom selection Modules / layers: _____	As advised on selection	INR _____

Individual module and layer prices, and the individually priced totals of INR 4,10,000 and INR 2,93,000, are set out in Sections 14.1 and 14.2. Third-party and usage costs in Section 14.4 are additional and payable at actuals.

17.3 Acceptance and Signatures

Signature below records acceptance of the scope, commercial terms, payment schedule and conditions set out in this proposal, and authorises commencement on the terms stated in 17.1.

FOR THE CLIENT		FOR THE DEVELOPMENT PARTNER	
ORGANISATION		ORGANISATION	
Mr. Kunal Aryan		SAHNI & SONS IT SOLUTIONS	
AUTHORISED SIGNATORY		AUTHORISED SIGNATORY	
DESIGNATION		Narmesh Nigam	
Founder		DESIGNATION	
SIGNATURE		Founder	
DATE		SIGNATURE	
PLACE		DATE	
		PLACE	
		Patna	
PROPOSAL REFERENCE		CLIENT PURCHASE ORDER NO.	
SNS/PROP/2026-08/01		ACCEPTED COMMERCIAL VALUE	

17.4 Company and Contact Details

DEVELOPMENT PARTNER		CLIENT	
LEGAL NAME	SAHNI & SONS IT SOLUTIONS	LEGAL NAME	Mr. Kunal Aryan
CONTACT PERSON	Narmesh Nigam, Founder	CONTACT PERSON	
TELEPHONE	+91 92175 85500	TELEPHONE	
EMAIL		EMAIL	
ADDRESS		ADDRESS	
GSTIN		GSTIN	
PAN		BILLING ADDRESS, IF DIFFERENT	

PAYMENT DETAILS

BENEFICIARY NAME	NARMESH NIGAM	ACCOUNT TYPE	Current
BANK	Bank of Baroda	ACCOUNT NUMBER	85700200000040
BRANCH	Wave City, Ghaziabad	IFSC	BARB0WAVECI

Payments by NEFT, RTGS, IMPS or UPI against a GST invoice for each milestone. Cheque or cash payments are not preferred. Bank charges, where levied, are borne by the remitter.

A ANNEXURE A

Role and Permission Matrix

The matrix records the access intent for each user group described in Section 5. Permissions are configurable: administrators define granular rules, branch and project visibility, approval limits and temporary exceptions, and every change to an access rule is retained in history.

USER GROUP	DESIGN STUDIO	CRM & CUSTOMER	PROJECTS & SITE	PROCUREMENT & STOCK	FINANCE & BILLING	PORTAL & AFTER-SALES	ADMIN & CONFIG
Business Owner / Super Admin	F	F	F	F	F	F	F
Architect / Senior Designer	F	E	V	—	—	V	—
Junior Designer	E	—	—	—	—	—	—
Civil / Site Engineer	V	V	E	V	—	—	—
Project Manager	V	E	F	E	V	V	—
Sales / CRM User	—	F	V	—	V	V	—
Procurement User	—	—	V	F	E	—	—
Store / Inventory User	—	—	V	E	—	—	—
Accounts User	—	V	V	V	F	V	—
Customer / Homeowner	O	—	O	—	O	F	—
Vendor / Supplier	—	—	—	O	O	O	—
Subcontractor	—	—	O	O	O	O	—
Labour Supervisor / Worker	—	—	E	—	—	—	—

F

Full access, including approvals

E

Create and edit within own scope

V

View only

O

Own records only

—

No access

Indicative and subject to confirmation during Discovery & SRS. Role names may be renamed to match the client's organisation. Modules can also be enabled or disabled per branch.

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B ANNEXURE B

Indicative Delivery Schedule

The programme runs as nine internal workstreams that overlap on one shared foundation, ending in a single integration, UAT and go-live. Durations are those stated in Section 11; the sequence shows the intended overlap rather than contractual dates.

WORKSTREAM	W3	W6	W9	W12	W15	W18	W21	DURATION
A Discovery & SRS								2 weeks
B UX & System Design								2–3 weeks
C Core Platform								3–4 weeks
D Architectural Studio								5–7 weeks
E Commercial & Project								5–6 weeks
F Supply & Finance								5–6 weeks
G Customer / After-Sales								3–4 weeks
H Integration & System UAT								3 weeks
I Deployment & Handover								1 week
Optional app layers · Android + iOS								5–7 weeks

COMPLETE WEB PLATFORM 18–21 weeks Workstreams A–I, delivered in parallel	WITH ALL SIX APP LAYERS 18–21 weeks Apps build alongside the platform for one launch	IF AWARDED IN STAGES 36–42 weeks Each award repeats briefing, onboarding and regression
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Module D — the Architectural Design Studio — is the specialised core and carries the longest single workstream. Dates begin on written award and receipt of the first milestone payment, and assume timely client reviews.

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Data and Inputs to Be Provided by the Client

The programme assumes the client supplies the following inputs when the relevant workstream begins. Late or partial inputs are the most common cause of schedule movement, so each item is tied to the workstream that needs it.

INPUT	WHAT IS NEEDED	NEEDED BY
Process confirmation	Decisions on terminology, fields, approval limits, financial treatment and role access, with named owners per area	Discovery & SRS (A)
Website content	Service copy, project photographs, testimonials, company profile, Hindi translations	Core Platform (C)
Legal and policy text	Terms, privacy, warranty wording and contract clauses	Core Platform (C)
Branch and user list	Branches, users, designations, reporting lines and initial permissions	Deployment (I)
Rate libraries	Material and labour rate lists in a consistent, machine-readable format	Commercial modules (E)
Material master	Materials, units, categories, alternate units and opening stock by store	Supply modules (F)
Vendor and subcontractor list	Names, GSTIN, contacts, payment terms and existing balances	Supply modules (F)
Tax, statutory and accounting data	GSTIN, HSN/SAC, tax rates, invoice series, chart of accounts, opening balances and cut-over date	Finance modules (F)
Third-party accounts	Client-owned accounts and credentials for hosting, gateways, messaging, maps, e-sign and stores	Before UAT (H)
UAT reviewers	Authorised reviewers per area and their availability window	System UAT (H)

Third-party service fees, subscriptions and usage charges are payable by the client at actuals, as set out in Section 14.4. Where the client cannot open an account directly, it may be opened on the client's behalf and transferred at handover.

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Acceptance and Sign-off Checklist

Acceptance is recorded stage by stage rather than in one final review, so that each milestone in Section 15 has a documented basis. Testing is measured against the signed SRS and module acceptance criteria, not informal feature expectations.

#	STAGE	WHAT IS BEING ACCEPTED	RECORD
1	Signed SRS	Process, fields, roles, approvals, reports, integrations and acceptance criteria confirmed in writing	☐ Client sign-off
2	UX and system design	Information architecture, journeys, dashboards, responsive screens and document templates approved	☐ Client sign-off
3	Studio prototype	Design-studio prototype validated for supported objects, formats and performance	☐ Joint review
4	Core platform demonstration	Authentication, permissions, branches, CRM foundations, CMS, documents and audit working	☐ Demo + sign-off
5	Commercial modules beta	BOQ, quotation, contracts, templates, scheduling, site diary and progress reviewed	☐ Demo + sign-off
6	Supply and finance beta	Procurement, vendors, inventory, billing, accounting, GST and cash flow reviewed	☐ Demo + sign-off
7	System UAT	Cross-module testing against agreed criteria completed and logged defects closed or deferred	☐ UAT report
8	App store releases	Android and iOS builds accepted and released on client-owned accounts, if commissioned	☐ Release note
9	Deployment and handover	Production deployment, master-data load, admin training, documentation and source handover	☐ Final acceptance

Defects are classified jointly. Critical and major defects are closed before go-live; minor items may be scheduled into the warranty period by agreement. Requirements outside the signed SRS follow the change-request route in Section 17.1.

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Glossary of Terms Used in This Proposal

Terms are used consistently throughout the document. Where a term also has a general industry meaning, the definition below is the one intended here.

SRS

Software Requirement Specification — the signed document that fixes scope, fields, roles and acceptance criteria.

UAT

User Acceptance Testing — client-side testing against the SRS before go-live.

BOQ

Bill of Quantities — measured quantities and rates that drive estimation, quotation and billing.

CRM

Customer Relationship Management — enquiry capture, assignment, follow-up and conversion history.

CMS

Content Management System — admin control of public pages, media and publishing.

AMC

Annual Maintenance Contract — optional paid support after the included warranty period.

Module A–K

The eleven commercial modules of the web platform, priced individually in Section 14.1.

App layer

One platform build of one role's mobile app, Android or iOS, priced separately in Section 14.2.

Design Studio

Browser-based architectural design environment with layers, revisions and quantity hooks (Module D).

Section references point to the numbered sections of this proposal.

Snagging

Defect list raised at or after handover, tracked to closure.

Work order

Instruction issued to a subcontractor or labour team defining scope, rate and timeline.

Master data

Reference data the system depends on: branches, users, materials, units, vendors and rates.

GSP / ASP

GST Suvidha Provider / Application Service Provider — licensed gateways for e-invoice and e-way bill filing.

e-sign / OTP

Electronic signature and one-time-password verification used for approvals and acceptance.

Multi-tenant

A single system serving unrelated companies. This platform is single-organisation, multi-branch, and not multi-tenant.

Go-live

The point at which the platform is in production use with real data and users.

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END OF PROPOSAL