

SAHNI & SONS

BUSINESS SOFTWARE
PRODUCT SYSTEMS

BUSINESS PROPOSAL · WALKTHROUGH

Integrated Platform for Architecture, Construction & Property Lifecycle Management

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

PREPARED FOR
Mr. Kunal · Patna

REFERENCE
SNS/PROP/2026-08/01

DATE
11 August 2026

PRESENTED BY
Narmesh Nigam, Founder

AGENDA

What this session covers

I

The business, not the software

How the work runs today and what changes when one record carries it.

II

The system, module by module

Eleven modules, what each one does and why it is there.

III

How it behaves as one system

Seven journeys that cross modules, plus your view and the customer's.

IV

Building and launching it

Nine workstreams, the 18–21 week schedule, UAT and handover.

V

Commercials

Module prices, bundle, payment milestones and what we need to start.

DECISION TODAY

Confirm the scope you want to award, so the requirement can be frozen and the programme can start on 18 August 2026.

I

The business, not the software

What the company does today across phones, files and registers — and what changes when a single customer, property and project record carries the work from first enquiry to long-term maintenance.

OUR UNDERSTANDING

The business you are building

An architecture and construction organisation serving independent houses, duplex and multi-floor residences, renovation and extension work, interiors, commercial spaces and apartments — potentially across several cities and states.

The commercial model varies by project: fixed contract, per-square-foot, item-rate, labour-only or turnkey. The system stays flexible rather than hard-coding one billing philosophy.

Customers arrive through office visits, referrals, digital enquiries and the website — so the platform supports several entry paths rather than forcing everyone into one long form.

DESIGNED TO HOLD

Organisation	One company, many branches
Project types	Six and growing
Billing models	Configurable per project
Entry paths	Visit, referral, call, web

THE PROBLEM BEING SOLVED

How the work runs today

Leads in WhatsApp	Spreadsheet registers	Drawings exchanged separately
BOQ in another file	Site photos and messages	Procurement registers, accounts after the fact

The cost is not the tools. It is that no single place tells you what was promised, what was designed, what is being built, what was purchased, what was consumed and what is still owed.

THE PROPOSED ANSWER

One continuous record

Enquiry CRM record created	Design Revisions and approval	BOQ & quotation The accepted commercial promise	Construction Tasks, diary, progress	Procurement Purchase to consumption	Billing Ledgers and profitability	Handover & care Warranty, service, AMC
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One customer, one property, one project record — carried end to end.

POSITIONING

A website, or the system the business runs on

A PLAN-SELLING WEBSITE

Generates an enquiry

Presents house plans, captures interest and sends it to a phone. The record ends where the conversation begins. Everything after it — design, estimate, site, purchase, money — starts again in another file.

This layer is real and it is included, as Module C.

THIS PROPOSAL

Runs the company that answers it

The same customer and property record continues into design, estimation, quotation, construction, procurement, billing, handover, warranty and future maintenance.

A single-organisation, multi-branch digital operating system, with the public website as its acquisition layer.

END-TO-END OPERATING MODEL

Five stages of the operating model

01

Acquire

Website, plan catalogue,
enquiry, CRM

02

Design

Studio, revisions,
customer approval

03

Commit

BOQ, quotation, contract,
acceptance

04

Build

Schedule, site diary,
procurement, billing

05

Care

Handover, warranty,
service, AMC

A customer may buy only a plan, ask only for design, commission only construction, or return years later for maintenance. The system supports the whole lifecycle without forcing any stage into an unrelated application.

END-TO-END OPERATING MODEL

The twelve-step lifecycle

01	Discover	Website, plan catalogue, cost calculator, booking	07	Convert to construction	Site, customer, drawings, BOQ and terms carry forward
02	Enquire	Lead enters CRM, assignment, duplicate warning	08	Plan & execute	Project template, schedule, site diary, quality, issues
03	Understand property	Plot dossier, survey, media, visit history	09	Procure & consume	Requisitions, POs, goods receipt, stock, consumption
04	Design	Blank canvas, catalogue plan, upload or template	10	Control commercials	Billing, vendor invoices, budgets, profitability, GST
05	Review & approve	Senior review, pin comments, OTP e-sign approval	11	Handover	Snags, as-built package, warranties, manuals
06	Estimate & contract	BOQ, rates, quotation versions, digital acceptance	12	Maintain	Warranty requests, service visits, AMC, future work

USERS, ROLES & ACCESS

Who works in the system

Business Owner Organisation dashboards, configuration, sensitive approvals, audit	Architect / Senior Designer Design projects, internal review, approved-for-construction issue	Junior Designer Drafting and revisions, subject to senior review	Civil / Site Engineer Site diary, inspections, measurements, issues, material requests
Project Manager Schedule, task ownership, re- planning, resources, exceptions	Sales / CRM User Enquiries, consultations, follow- ups, quotations, lead status	Procurement User Requisitions, vendor comparison, PO preparation, rates	Store / Inventory User Receipt, issue, transfer, returns, damage, stock position
Accounts User Invoices, payments, vouchers, ledgers, taxes, project financials	Customer / Homeowner Design review, project journey, documents, approvals, support	Vendor / Supplier Optional partner portal for quotations, orders, invoices, payments	Subcontractor Work orders, progress, measurements, compliance, payment visibility

Access is permission-based by branch, module, record and action. Every access-rule change is retained in a full history, and entire modules can be enabled or disabled by branch.

II

The system, module by module

Eleven commercial modules, A to K. Each is priced individually so the purpose and the cost of every capability stay visible, and each slide carries its own price.

DETAILED FUNCTIONAL SCOPE

Eleven modules

ACQUIRE & QUALIFY

A Foundation Platform
& Public Website

B CRM, Customer &
Property

C Plan Catalogue &
Light Commerce

DESIGN & COMMIT

D Architectural Design
Studio

E BOQ, Estimation,
Quotation & Contracts

BUILD & SUPPLY

F Construction Project &
Site Operations

G Procurement,
Vendors & Inventory

H Labour,
Subcontractor &
Equipment

OPERATE & CARE

I Finance, Accounting &
GST

J Customer Portal &
Property Lifecycle

K Warranty, Service &
AMC

The Foundation Platform is mandatory because it carries the shared infrastructure every other module uses. The rest may be commissioned separately.

Foundation Platform & Public Website

Service-led website	Dedicated pages for architecture, residential construction, commercial work, interiors and renovation
Multiple conversion paths	Call, WhatsApp, enquiry forms, consultation booking, plan browsing, cost calculator, customer login
Full CMS	Pages, blogs, FAQs, banners, menus, SEO metadata, media library, drafts and scheduled publishing
Portfolio	Completed projects become portfolio entries from existing project data, without re-entering content
Bilingual experience	English and Hindi across public pages and the customer-facing portal
Shared foundation	Authentication, users and roles, multi-branch controls, permissions, audit, documents, notifications, search

WHY IT BELONGS

The website should build trust and create opportunities without forcing every visitor down the same path. An architecture customer, a turnkey prospect and someone browsing a ready-made plan want different things.

This module also carries the shared services every other module depends on, which is why it is mandatory.

MODULE PRICE INR 55,000

CRM, Customer & Property

Configurable pipeline	Lead stages created and modified by admins as the sales process evolves
Assignment & duplicates	Automatic or manual assignment with reassignment controls; a repeat phone or email raises a warning
Lead activity history	Calls, meetings, notes, quotations, files, status changes and project lifecycle visibility
Consultation booking	Office, video and site consultations with slots, reminders, rescheduling and optional paid consultation
Property & site dossier	Address, geolocation, plot dimensions, orientation, road facing, utilities, jurisdiction notes and documents
Structured survey	Configurable fields, measurements, observations, assigned engineer, photos and GPS metadata

WHY IT BELONGS

Sales here begins through referrals, office visits and informal conversations. A CRM is valuable not because every interaction should be automated, but because the business should know who owns each opportunity, what was discussed and whether it converted.

The property outlives any single project, so its record is permanent.

MODULE PRICE INR 22,500

Plan Catalogue & Light Commerce

Free and paid catalogue	Plans may be free or paid, with preview and controlled downloadable content
Advanced filtering	Plot width and depth, area, bedrooms, floors, facing, parking, style, budget band and Vastu preferences
Favourites & comparison	Saved plans, side-by-side comparison and similar-plan recommendations
Customise this plan	Creates a new design project and copies the selected plan into the architect workspace
Checkout	Orders, receipts, protected downloads, coupons, taxes, cancellation and refund status, order history
Deliberately not a marketplace	External architect onboarding and commission settlement are excluded from the initial scope

WHY IT BELONGS

Ready-made plans serve two commercial purposes: direct plan sales, and discovery for customers who later ask for customisation or full construction.

The commerce layer is kept useful but not heavy, so it supports the business instead of becoming a separate e-commerce project.

MODULE PRICE INR 15,000

Architectural Design Studio

Multiple starting points	Blank canvas, an uploaded PDF or image to trace, a catalogue plan, or a previous company project
Dimension-aware objects	Walls, rooms, doors and windows, stairs, columns, furniture, fixtures, dimensions and annotations
Grid, snapping & layers	Measurement units, alignment, room area and perimeter; architecture, furniture, electrical and plumbing layers
Quantity extraction	Wall lengths, floor areas and door and window counts pass into estimation instead of being measured twice
Basic 3D extrusion	An indicative 3D building view generated from supported 2D geometry, for customer understanding
Role separation	Architects and designers edit; customers review and comment rather than changing professional drawings

WHY IT BELONGS

This is the most specialised differentiator in the solution. Instead of treating drawings as attachments, the platform gives a professional a structured workspace where a plan can be created or adapted, revisions kept, and the design information used downstream.

Design becomes a project asset, not a file sent back and forth.

MODULE PRICE **INR 95,000**

What the studio is, and is not

IT IS

A browser design workspace with measurable objects, layers, revision control and customer approval history.

A source of quantities that estimation can start from.

Interoperable with the tools your architects already use — import and export of common formats where technically feasible, with PDF and image workflows always available.

IT IS NOT

A replacement for AutoCAD, Revit, full BIM software or structural-analysis tools.

A photorealistic rendering suite — the 3D is an indicative extrusion for spatial understanding.

A way to make an imported raster or PDF drawing automatically measurable. Quantity extraction applies to objects created or interpreted in the platform.

PROTOTYPE GATE

Before full development of the editor, a technical prototype validates the drawing library, supported objects, plan size and performance, the import and export pathway, quantity extraction and the level of 3D. Your approval of that prototype becomes the technical baseline for the module.

BOQ, Estimation, Quotation & Contracts

Detailed BOQ	Item-wise quantity and rate with material and labour components, categories, taxes, overheads and margin
Rate library	Standard, last purchase, average and vendor-quoted rates with branch history and effective dates
Estimated vs current rates	The original estimate stays visible separately from live market rates, protecting baseline economics
Budget impact preview	A BOQ change shows its effect on budget, committed cost, projected final cost and expected margin before approval
Quotation versioning	Negotiation creates new versions without overwriting earlier offers; the accepted one is unambiguous
Acceptance & contracts	Customer acceptance with timestamp, OTP and e-signature; contracts generated from configurable templates

WHY IT BELONGS

The BOQ is the bridge between design intent and commercial reality. The system preserves what was originally estimated while showing current rates and approved quantity changes, so you can see whether project economics are shifting before the shift is irreversible.

MODULE PRICE INR 35,000

Construction Project & Site Operations

Reusable project templates	Stages, tasks, dependencies, durations, milestones, default roles, checklists and approvals
Schedule & re-planning	Gantt and calendar, planned against actual dates; delays propose revised dates for the manager to accept
Daily site diary	Work done and planned, weather, photos and video, labour, material received and used, equipment, issues
Issues, delays & instructions	Owner, due date, evidence, root cause and cost impact; formal site instructions with acknowledgement
Variations	A customer change becomes a formal variation with revised cost and timeline, digitally approved before work
Quality, safety & snagging	Stage-based inspection checklists, defect re-inspection, safety records, measurement sheets and punch list

WHY IT BELONGS

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

Management and customers get a reliable view of execution instead of retrospective reporting.

MODULE PRICE INR 47,500

Procurement, Vendors & Inventory

Site requisition	Current site stock, central stock, reserved stock and open purchase orders are shown before submission
Vendor comparison	Item, rate, quantity, tax, delivery time, terms, vendor history and outstanding balance, with split award
Purchase orders & receipt	Delivery schedule, partial deliveries, amendments; goods receipt records accepted, rejected, damaged and short
Invoice & payment control	Vendor invoice compared with PO and actual receipt; mismatches flagged before payment is released
Multi-location inventory	Warehouses and sites with balances, transfers, stock in transit, reservations and location valuation
BOQ comparison & forecast	Quantity required against purchased, consumed and remaining; stage-wise demand projected against schedule

WHY IT BELONGS

Procurement should begin from project need, not from a detached purchase register. Showing stock and open orders before a requisition is raised reduces duplicate buying, and preserving vendor comparison makes purchasing decisions easier to defend.

For several sites, stock is not one number.

MODULE PRICE INR 42,500

Labour, Subcontractor & Equipment

Labour register	Workers, trade, project and team assignment, attendance, wages, overtime, advances and payments
Attendance controls	Configurable by role and site: mobile check-in and out, geofencing, photo verification, exception approval
Subcontractor profile	Scope, work order, task assignment, compliance documents and performance history
Certified quantities	Measurement certification before quantity-based subcontractor billing, with retention and advance deductions
Company-supplied material	Issued quantities compared with measured work; excess material recovered from bills
Equipment lifecycle	Asset register, site allocation, issue and return, maintenance, fuel logs, utilisation and cost allocation

WHY IT BELONGS

Labour and subcontractors are a significant execution cost and coordination risk. Equipment cost usually hides inside project overhead while tools move between sites.

Enough detail to control both, without turning staff administration into a full HRMS.

MODULE PRICE INR 22,500

Finance, Accounting & GST

Customer billing	Milestone invoices, optional measurement-based billing, advances, part payments, taxes and reminders
Ledgers & payments	Customer ledger, vendor payables with approval before release, project expenses and petty cash
Accounting core	Admin-editable chart of accounts, vouchers and journals, cost centres, branch and project tagging
Budget control	Committed against actual, pending bills, forecast-to-complete and threshold-driven approval escalation
Profitability & cash flow	Live revenue against cost, projected final margin with alerts, and organisation-level cash-flow forecasting
GST & statements	Registers, input and output summaries, return-preparation reports, e-invoice integration, trial balance, P&L

WHY IT BELONGS

Construction decisions have immediate cash and margin consequences, so finance cannot sit apart from operations. Project economics become visible while the project is live, not after completion.

Payroll, employee reimbursement and bank reconciliation are deliberately excluded.

MODULE PRICE INR 37,500

Customer Portal & Property Lifecycle

Project journey	Stage-wise progress, current and upcoming milestones, planned against actual, approved delay explanation
Site media	Customer-visible photographs and video organised along the project timeline
Financial summary	Contract value, paid and outstanding, approved variations, stage-wise billing and upcoming payments
Selections & upgrades	Material and finish options with price difference; selections above allowance create a variation before purchase
Documents & acknowledgement	Approved drawings, contracts and handover records; selected documents can require view tracking and e-sign
Support tickets	Linked to a project, invoice, drawing, warranty item or site issue, with priority, SLA and history

WHY IT BELONGS

Customers usually receive updates through calls and photo messages, which becomes confusing as the project grows. A dedicated portal builds confidence and reduces repetitive status queries.

Transparency is deliberate: internal margin, rates and vendor cost stay protected.

MODULE PRICE INR 25,000

Warranty, Service & AMC

Completion checklist	A project cannot be closed until the configured completion checklist is addressed
Handover package	As-built drawings, invoices, warranties, manuals and certificates as an organised, downloadable archive
Warranty register	Installed item, location, purchase record, manufacturer, start and end dates, expiry reminders
Service requests	Category, priority, media, preferred visit, eligibility, scheduling, technician notes and resolution history
Warranty vs chargeable	The system distinguishes warranty work from paid maintenance and can raise an estimate or invoice
AMC & future work	Entitlements, visit frequency, renewals and invoices; renovation opens as a new project on the same property

WHY IT BELONGS

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.

MODULE PRICE INR 12,500

III

How it behaves as one system

The value is in information moving between modules. Seven journeys, each crossing several of them — followed by the two views that matter most: yours, and the customer's.

Enquiry to approved design

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

Design to BOQ and signed quotation

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

- 1 An authorised user chooses Convert to Construction Project.
 - 2 Customer, property, site dossier, approved drawings, documents, BOQ, budget context and payment schedule carry forward.
 - 3 The appropriate project template is selected and tailored.
 - 4 Start date, baseline schedule, roles and approvals are established.
 - 5 **The construction team sees only current Approved for Construction drawings; earlier versions are superseded automatically.**
-

No manual recreation of the project when sales and design hand over to execution — and design revisions and construction changes continue inside the same project history, so the original promise and actual execution stay comparable.

Procurement to consumption

- 1 The site raises a material requirement while seeing site stock, central stock, reservations and open purchase orders.
 - 2 The requisition follows the configured approval threshold.
 - 3 Procurement compares vendor quotes and may split the award.
 - 4 A purchase order is issued and may carry partial deliveries and amendments.
 - 5 Goods receipt records accepted, rejected, damaged and short quantities, and updates location stock.
 - 6 Material is issued and consumed against project, stage and task context.
 - 7 **Management sees BOQ requirement against purchased, consumed and remaining, with variance.**
-

Customer change during construction

- 1 The customer requests a design, material or scope change.
 - 2 The system creates a formal variation and identifies the affected work.
 - 3 Cost and schedule impact are prepared; the effect on budget and margin becomes visible internally.
 - 4 The customer digitally approves the extra cost and revised specification where required.
 - 5 Contract value, budget, billing schedule, BOQ quantities and task references update as applicable.
 - 6 A revised drawing or specification cannot become active until the required approval is completed.**
-

Daily site report to management and customer

- 1 The site engineer records daily work, labour, materials, media, weather, issues and delays.
 - 2 Task and stage progress updates flow into the project progress calculation.
 - 3 The customer portal automatically reflects approved progress and media, with a clean delay explanation.
 - 4 **Your internal dashboard continues to show root cause, responsibility, cost and schedule impact and exceptions.**
-

Each media item and update carries its own customer-visibility setting, so transparency never exposes internal-only material.

Handover to property lifecycle

- 1 The completion checklist and snag process are closed.
 - 2 As-built drawings, warranties, manuals, invoices and completion documents form the handover package.
 - 3 The customer retains permanent digital property access.
 - 4 A later warranty or service request references the original installed item, vendor and project history.
 - 5 AMC or paid maintenance continues inside the same property record.
 - 6 A future renovation or extension opens as another project under the same property history.**
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What you see as owner

YOUR CONSOLIDATED VIEW

Organisation-wide dashboards across branches, projects, design work, site execution, procurement, inventory and finance — without performing routine operational entries yourself.

Global date, branch and project filters, saved views, admin-defined default layouts and periodic refresh.

Scheduled reports to chosen recipients in PDF, Excel or CSV, and organisation-wide search across permitted records.

EXCEPTIONS SURFACED, NOT JUST TOTALS

Delays against baseline

Budget overruns

Stock shortages

Overdue payments

Quality failures

Margin falling below target

What the customer sees

VISIBLE TO THE CUSTOMER

- Stage-wise progress and upcoming milestones
- Approved drawings and project documents
- Site photographs along the timeline
- Contract value, paid and outstanding, upcoming payments
- Material and finish selections with price difference
- Approved delay explanation and revised date
- Handover package, warranties and service requests

NEVER VISIBLE TO THE CUSTOMER

- Internal costing and contractor margin
- Vendor rates and purchase history
- Subcontractor commercial terms
- Internal delay responsibility analysis
- Management analysis and profitability
- Internal-only site media and notes
- Any record not explicitly permitted by role

IV

Building and launching it

Nine workstreams running in parallel over 18–21 weeks, one coordinated launch, and a handover that leaves you owning the source.

TECHNICAL & INTEGRATION APPROACH

Technical approach

Application model	One central web application for a single organisation, with multi-branch controls and responsive interfaces
Architecture	Modular services sharing authentication, permissions, audit, notification, document and reporting layers
Data & file layers	A central transactional database, with secure object storage for drawings, media and handover archives
Design engine	The browser CAD component is selected after prototype validation of geometry, import, export and 3D
External integrations	Email, SMS, WhatsApp, maps, payment gateways, cloud storage, calendar, e-sign and tax providers as required
Exports	CSV, Excel and PDF, plus a complete project archive containing drawings, documents, photos and reports

WHY NO STACK IS NAMED YET

The functional architecture is deliberately technology-neutral so implementation decisions can be based on maintainability, browser performance, CAD-library feasibility, security and your hosting preferences — rather than on a commitment made before prototyping.

The final stack is confirmed during the SRS and technical-design stage, in writing.

Security, audit and data governance

Access

Least-privilege permissions by role, branch, project and action, with customer, vendor and subcontractor segregation.

Password policies, secure recovery, optional two-factor authentication, session and device management.

Approval limits on high-value purchases, payments, variations and BOQ changes.

Audit

A tamper-resistant organisation-wide record of who changed what and when, including previous values, device, approvals and access events.

Full history of access-rule changes and who granted or revoked them.

Soft deletion: deleted records stay restorable with reason and timestamp.

Continuity

Automated database and file backups, daily retention history, point-in-time recovery where supported and off-site copies.

Business and project history retained indefinitely unless authorised deletion is requested.

Complete export capability and source handover, so there is no platform lock-in.

DATA MIGRATION & INITIAL SETUP

Data migration and initial setup

Accounting position	Opening balances only — no transaction-by-transaction legacy migration
Active projects	Basic customer and project details for work currently running
Customer & vendor masters	Excel or CSV import of names, contacts, GST and tax IDs, addresses and categories
Material master	Structured import template for item, unit, category, specification, tax and rates
Website & CMS content	Company information, services, portfolio assets, policies and bilingual content, provided by your team
Rate & BOQ libraries	Your team validates the initial rate cards, standard items and templates
User setup	Admins and key users configured first; other staff join by email invitation

DELIBERATELY CLEAN START

The implementation starts cleanly rather than attempting to reconstruct every historic transaction. That limits migration risk while still giving you a usable starting position on day one.

IMPLEMENTATION APPROACH

Nine delivery workstreams

WORKSTREAM	INDICATIVE SCOPE	DURATION
A · Discovery & SRS	Process confirmation, field definitions, roles, approvals, integrations, acceptance criteria	2 weeks
B · UX & System Design	Information architecture, user journeys, dashboards, screens, document templates, studio prototype spec	2–3 weeks
C · Core Platform	Authentication, permissions, branches, CRM foundations, customer and property, CMS, documents, audit	3–4 weeks
D · Architectural Studio	2D editor, plan objects, layers, revision workflow, quantity hooks, prototype-validated import and basic 3D	5–7 weeks
E · Commercial & Project	BOQ, quotations and contracts, project templates, scheduling, site diary, quality, changes, customer progress	5–6 weeks
F · Supply & Finance	Procurement, vendors, inventory, assets, billing, accounting, GST, budgets, profitability, 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, acceptance and fixes	3 weeks
I · Deployment & Handover	Production deployment, initial master-data load, admin training, user onboarding and documentation	1 week

INDICATIVE DELIVERY SEQUENCE

The 18–21 week schedule

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

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

USER ACCEPTANCE TESTING

UAT and go-live

UAT is conducted against the agreed SRS and module acceptance criteria, not against informal feature expectations.

You nominate authorised reviewers for design, project execution, procurement and inventory, and finance.

Defects against the agreed scope are corrected before production acceptance; new requirements found during UAT go through change control.

Sample end-to-end scenarios test cross-module continuity: enquiry, design, BOQ, construction, procurement, billing, handover.

Production cutover happens after agreed critical UAT observations are resolved or expressly accepted for post-go-live correction.

ONE LAUNCH

Staged development and acceptance internally, followed by a single combined production launch when the agreed release is ready.

WHAT IS HANDED OVER

Deliverables

Requirements & Design

Final SRS, agreed workflows, role and permission matrix, core screens and prototype sign-offs

Web Platform

Configured single-organisation, multi-branch application containing all commissioned modules

Public Website & CMS

Production-ready website, CMS, plan catalogue and agreed digital journeys

Architectural Studio

Prototype-approved browser design functionality and its revision and approval workflow

Reports & Templates

Agreed dashboards, standard reports, document templates and export functions

Integrations

Commissioned third-party integrations using client or provider credentials where applicable

Data Import Templates

Customer, vendor, material, user and other agreed initial import formats

Documentation

Admin and configuration guide, operational user guide and deployment notes

Training

Remote or onsite sessions for admin and key users, with a train-the-trainer approach for broader staff

Source & Handover

Application source code, database schema and migrations, deployment package and configured assets after final payment

Optional Mobile Apps

Customer, Staff/Site and Vendor/Subcontractor apps, only if selected as premium add-ons

OPTIONAL PREMIUM LAYER

Optional mobile application layer

Customer App

Project journey, drawings and documents, selections, approvals, payments, messages, support, warranty and maintenance.

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.

For field work where connectivity is unreliable.

Vendor App

Quotations, orders and work orders, documents, progress, bills and invoices, payment status and communication.

A focused partner experience, without exposing internal functions.

TIMING

Each role is offered as separately priced Android and iOS layers. Commissioned with the platform, they are built alongside it and reach the same go-live — adding no elapsed time.



Commercials

A one-time custom-development fee with no compulsory subscription. Every module is priced separately so the cost of each capability stays visible, and payment follows visible delivery.

Module pricing

REF	MODULE	LIFECYCLE POSITION	MODULE PRICE
A	Foundation Platform & Public Website	Acquire & qualify · mandatory	INR 55,000
B	CRM, Customer & Property	Acquire & qualify	INR 22,500
C	Plan Catalogue & Light Commerce	Acquire & qualify	INR 15,000
D	Architectural Design Studio	Design & commit · specialised core	INR 95,000
E	BOQ, Estimation, Quotation & Contracts	Design & commit	INR 35,000
F	Construction Project & Site Operations	Build & supply	INR 47,500
G	Procurement, Vendors & Inventory	Build & supply	INR 42,500
H	Labour, Subcontractor & Equipment	Build & supply	INR 22,500
I	Finance, Accounting & GST	Operate & care	INR 37,500
J	Customer Portal & Property Lifecycle	Operate & care	INR 25,000
K	Warranty, Service & AMC	Operate & care	INR 12,500
TOTAL OF INDIVIDUALLY PRICED MODULES			INR 4,10,000

All amounts in INR and exclusive of applicable GST.

SECTION 14.1

Complete Web Platform Bundle

TOTAL OF INDIVIDUALLY PRICED
MODULES

~~INR 4,10,000~~

BUNDLE CONCESSION · 15%

INR 61,500

Modules A to K, awarded together as one
programme.

COMPLETE WEB PLATFORM BUNDLE

INR 3,48,500 +
GST

COMMERCIAL MODEL

One-time custom-development fee. No compulsory software
subscription, licence fee or AMC.

DELIVERY

18–21 weeks to a single go-live, with full source handover on
final settlement.

SECTION 14.2

Mobile app layer pricing

REF	ADD-ON LAYER	PRICE
M1a	Customer App — Android	INR 39,500
M1b	Customer App — iOS	INR 39,500
M2a	Staff / Site App — Android	INR 67,500
M2b	Staff / Site App — iOS	INR 67,500
M3a	Vendor / Subcontractor App — Android	INR 39,500
M3b	Vendor / Subcontractor App — iOS	INR 39,500

TOTAL OF INDIVIDUALLY PRICED LAYERS

~~INR 2,93,000~~

Bundle concession • 15% — INR 44,000

ALL SIX APP LAYERS BUNDLE

INR 2,49,000 + GST

One coordinated Android and iOS launch, alongside the web platform.

SECTION 14.3

Complete order against individual selection

IF COMMISSIONED INDIVIDUALLY

Web platform modules A-K	4,10,000
App layers M1a-M3b	2,93,000

TOTAL **INR 7,03,000**

36-42 weeks for the web platform alone, awarded one by one.

COMPLETE ORDER

Complete Web Platform Bundle · -15%	3,48,500
All six app layers as one bundle · -15%	2,49,000

TOTAL **INR 5,97,500**

18-21 weeks to a single go-live, web and mobile together.

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

IF A MODULE IS DEFERRED

What it costs to add a module 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.

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.

AFTER IT IS BUILT

1–2 weeks

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

Each deferred capability 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

SECTION 15 · WEB PLATFORM

Payment milestones

				M1	M2	M3	M4	M5	M6	M7
				10%	15%	20%	20%	20%	10%	5%
NO.	PAYMENT TRIGGER	BASIS	AMOUNT							
1	Project commencement / booking	Kick-off, discovery scheduling and project allocation	34,850							
2	SRS + UX / system-design sign-off	Detailed functional baseline and key interface approvals	52,275							
3	Core platform + website/CRM demo	Working core, user access, website and CMS, CRM foundations	69,700							
4	Design Studio + BOQ modules beta	Prototype-approved studio implementation and commercial flow	69,700							
5	Construction + procurement + finance beta	Major operational modules integrated for end-to-end testing	69,700							
6	Integrated UAT build	System-wide UAT release and agreed critical-defect closure	34,850							
7	Deployment, source handover & acceptance	Go-live, handover package and final settlement	17,425							

Amounts in INR, exclusive of GST, based on the Complete Web Platform Bundle of INR 3,48,500. App layers are paid on their own five milestones and invoiced alongside these within the same programme.

App layer payment milestones

	A1 20%	A2 30%	A3 25%	A4 15%	A5 10%
NO.	PAYMENT TRIGGER	BASIS	AMOUNT		
A1	Commencement of the app workstream	Platform-specific UX, store account setup and app project allocation	49,800		
A2	Android builds ready for internal testing	All three Android layers feature-complete against the agreed scope	74,700		
A3	iOS builds ready for internal testing	All three iOS layers feature-complete on the same APIs	62,250		
A4	Store submissions accepted	Play Console and App Store submissions accepted and release-ready	37,350		
A5	Public release, store transfer & final acceptance	Release on client-owned store accounts, handover and final settlement	24,900		

Amounts in INR, exclusive of GST, based on the All Six App Layers Bundle of INR 2,49,000. 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.

SECTION 14.4

Third-party and usage costs

These sit outside the one-time development fee because their charges depend on usage, provider choice and changing external tariffs. Where practical, accounts are opened in your name so you retain direct ownership and visibility.

EXTERNAL COST	EXAMPLES	TREATMENT
Hosting / cloud infrastructure	Production server, managed database, storage, CDN, backups and bandwidth	Paid by client, at actuals
WhatsApp / SMS / email	Provider and API message charges, 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	Licensed compliance gateway or GSP provider fees for integration	At provider rates
App stores	Apple Developer and Google Play Console accounts, for optional mobile apps	Client-owned accounts and fees

SECTION 16

Ownership, warranty and support

OWNERSHIP

After full commercial settlement you receive the project source code, database schema and migrations, deployment package and agreed project assets — so you own and can continue operating the commissioned system.

Ownership does not transfer third-party software, open-source libraries, commercial SDKs, fonts or frameworks beyond the rights their own licences provide.

Your business data, custom configurations and the commissioned application remain your property.

WARRANTY & SUPPORT

90 calendar days from production go-live or formal handover, included.

Covers correction of reproducible defects where behaviour materially differs from the signed scope, plus reasonable guidance during stabilisation.

Does not cover new features, changed business processes, new integrations, redesigns, data cleaning, third-party outages or user-created configuration errors.

There is no compulsory AMC, licence fee or recurring subscription. After the warranty period, changes are quoted per request — or you maintain the system yourself.

SECTION 13.3

Not included in the initial scope

Government or building-plan approval application tracking, beyond ordinary project document storage

External architect marketplace, commission settlement or third-party plan-seller onboarding

AI copilots, generative design, automated AI estimation or conversational AI features

Full HRMS including recruitment, appraisal, employee payroll and reimbursement

Bank statement import and bank reconciliation

Full HSE compliance suite beyond the agreed safety checklist and incident record

Separate laboratory or material-testing workflow beyond project document uploads

A formal RFI module — technical queries use project communication and comments

General public API, webhook or integration marketplace for arbitrary third-party systems

Advanced marketing attribution, ad-spend analytics, lead scoring and automated campaigns

Third-party hardware such as biometric devices, GPS devices, printers or servers, unless separately quoted

Government, gateway, SMS, map, e-sign, cloud or app-store provider fees, unless explicitly included

Assumptions and what we need from you

WHAT WE NEED FROM YOU

Nominated process owners, and timely decisions on terminology, fields, approval limits, financial treatment, document formats and role access.

Website content, translations, legal policies, GST and tax information, rate libraries and plan content — provided or validated by your team.

Third-party service accounts and credentials in your name, unless a separate commercial line item covers them.

Consolidated, timely feedback at each review point.

WHAT WE ARE ASSUMING

The solution is for one client organisation with multiple branches, not a multi-tenant product for unrelated companies.

The browser design scope is frozen after technical prototyping and acceptance of supported objects, formats and performance.

Billing and construction pricing rules stay configurable, because contract methodology varies by project and is confirmed during SRS.

Timelines assume consolidated feedback; repeated scope changes after sign-off may affect schedule and commercial value.

SECTION 17.2

Commercial selection

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 Named modules and layers, at individual prices	As advised on selection	INR ————

VALIDITY	COMMENCEMENT	EXPECTED START	JURISDICTION
7 days from 12 August 2026	Written acceptance and first milestone payment	18 August 2026, or within 7 days of award	Laws of India · courts at Patna

SAHNI & SONS

A connected platform for designing better, executing transparently and managing the business with control.

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