## Introducing our product

# PMSO

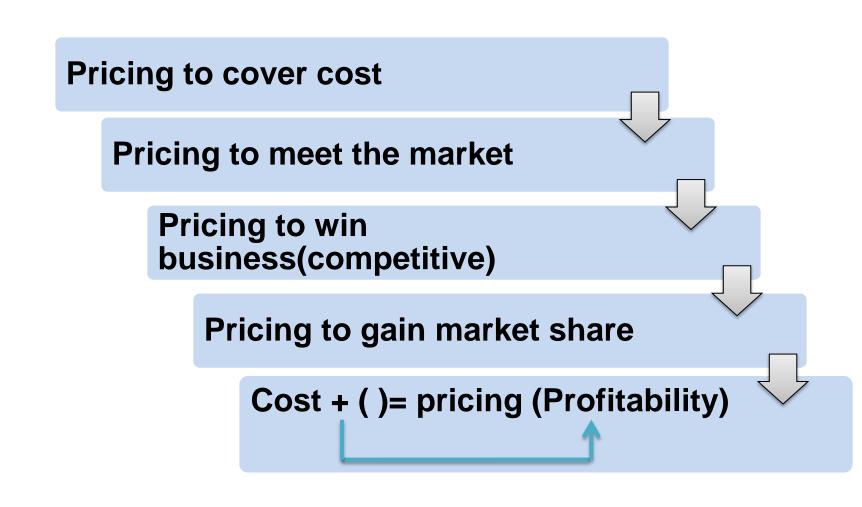
The design & development of Generic version for other industries will start after the successful launch of ENTUNIR & Z3PSUITE.

### **Pricing Model & Service Offerings**

An enterprise web based solution for managing the end to end winning business life cycle. Successfully gone live for EPC industry. The design of generic version for other industries will be commence from Q2 2019-20

#### PRICING- A REAL CHALLENGE FOR ANY BUSINESS!!

Pricing strategy is a key driver for managing and driving the success of any business



# Complexity for any Business to design pricing and solution. Example – IT industry

- Numerous Pricing model like fixed price, T&M, consumption based, etc.
- Various standard and variable parameters.
- Segregation of direct productive costs and indirect costs.
- Global production/ delivery (multi-country, location and currency).
- Consolidation of inputs from multiple tools across any business 

  eventually dealing with multiple excel sheets.

**Our product Overview - PMSO** 



The ultimate solution for managing your end to end winning business life cycle

### **PMSO** Highlights

Web based automated one stop tailor made solution for

End-end bid qualification process (RFI→PQ→RFP)

Design a competitive and win-win pricing

Act as umbrella for consolidating inputs from multiple tools

Flexibility to incorporate unlimited standard and variable parameters

Global blended delivery and production model

Simulation of multiple scenarios of pricing

Cost benefit analysis for each scenario

Manage COMPLEXITY

Complex Hierarchy

Bid team-Geographically spread

Multiple tools, processes and methodologies

# Introducing our PMSO Product for EPC Industry

## **Overview & Highlights**

- The product has successfully gone live a client in the EPC industry
- The product is ready for go to Market small, medium & large EPC companies
- The product can go standalone & also integrated with our PPM module of Z3PSUITE product – Integrated planning & execution with the scope of the contract
- Major features are
  - ✓ Unlimited activity hierarchy
  - Defining materials required for each activity
  - ✓ Pre-qualification (PQ) & RFI process management
  - ✓ Bidding (RFP) management
  - ✓ Bill of quantities (BOQ) with provision for multiple revisions
  - ✓ Rate analysis & estimation (supply, installation and supply & installation)
  - ✓ Past data analytics for rate estimation
  - ✓ Manging the drawings (BOQ, GFC)
  - ✓ Tender negotiation meetings & actions
  - ✓ Final BOQ & contract negotiation
  - ✓ Award of contract (LOI & PO)
  - ✓ End to end tender document management in centralized DMS
  - ✓ Provision for integration of final BOQ to master BOM