

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

Pricing to cover cost

Pricing to meet the market

Pricing to win
business(competitive)

Pricing to gain market share

Cost + () = pricing (Profitability)



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



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
 - ✓ Managing 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