**Sedeer CRM Development Project : Total Initial Story**

Initial Development cost: 7000 USD

Initial Requirement:
1. Development of business module from Scratch including document management(totally different functionality from the old system)

2. Some Modification(list is given from sedeer) and issue fixeation in Accounts module

3. Some Modification(list is given from sedeer) and issue fixeation in HRM module

4. Some Modification(list is given from sedeer) and issue fixeation in CRM module

5. New Development for service module.

Initially we are start development on the basis of old database structure because we can migrate easily in the new system. That time we are faceing lots of problem because of database struction and inner logic so first 4 month we lost man hour.
Than numan told me you start as you think so new database because people is working in new system so we started the new development from september. And launch the first 2 module (Business and Accounts) on 1st january 2015.
now i visited at sedeer place on 30th january 2015 and that time i discuss with quotation and order department how they are working. That time we faceing the main problem because the system and the usability not the same line and i have felt the system needs lots of modification and we dome those things. In the accounts section have the same problem they need some modification but we made those than the problem is arise because we implement those depending the perticular scenario. Than we completed the hrm modification and issue fixation that they mentioning. When we start for the CRM modification we are faceing the problem sopart of the code is encoded so they decided to start new development and per discussion with them i prepare the presentation in PPT screen and flow and we finalized and start development after we providing the demo to them from the real software they feel this need to add more thing and do some modification some part. And also adding all the item master need to migrate from the excel file.

**When we start the CRM development from scratch so budget is increasing:**

Development cost: 10000 USD

Data migration Cost: 1000 USD

When i come back from Qatar i discussed with service team and i show them the presentation and fix the requirement we start the development process and finished the service module also. Now one HR people is joining at sedeer and she checked the system and she need lots of modification as per her needs we complete and now she is using it.

From january 2016 the quotation team faceing some problem in the quotation section and could not add the quotation as per their problem we fixed all those. In the order section their have some problem we also fixed but the records already inserted few data have problem i suggest them when

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you face the perticular problem just let me know we will fixed the issue from the database end. But the root cause of those issue we fixed already.

Now Fazil is joing for this project to complete and  and use of other module too.
**Fazil do some work need to do for Q&A purpose.**

1. Total test (unit and manual) dome from our end in the test server.

2. He will start the usability testing from another(3rd party team) team and generating the issue need to fix.

3. if needed so ability to increase the team member for this project.

4. from now we are upload in development server and than transfer to live server (after fully tested).

All the point eazil suggested i an agree with him but one question is arise in front of me that is COST.

**Why i am not adding any resource on this project, i am Providing you the following reason.**

1. We already do more work with out any question because we think this project making it successfull.

2. first 4 month we lost man hour we have not asked any question we started the new development process.

3. Total project COST (10000+1000) < Man Hour Cost.

4. Now we received from Sedeer: 8750 USD converted to INR 525000 (Ex. Rs-60.00 avg.)

5. Now we paid Salary to the staff who worked at sedeer project (Except My imvolvement): 594000 for Developer salary + other expenses (that means involvement of system admin, designer, internet using and electricity)

6. My involvement for this project 70-80 persent.

I provide you total Current scenario of the project.

# New Proposal:
1. This project (Rest of the part) is completed in next 20 to 30 working days, if no requirement is changes.
2. For Q&A purpose need to add more resource for this purpose need to add more people per people charge 800 USD per month.
3. For HRM extra work and CRM extra work need to add 2500 USD from the initial budget(10000 USD)


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**We Have done the data Migration Job as follows:**

1. Data Migration ( from old system to new system) total Accounts module

2. Data Importing from excel to item master database.

3. Data mismatching problem as per the current scenario is faceing.

4. We also done lots of support Job.

NOTE: We need data Migration part should pay now because last payment we receivd on 27$^{th}$ december 2015. so please try to release the payment of data migration part. That we done already.

Thanks

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