

# Sample Business Proposals



## Software and Hardware System Sample Proposal

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April 22

Len Hansen  
General Manager  
D & J Fruit  
14585 Rural Route 20  
Hermiston, OR 97838

Dear Mr. Hansen,

Thank you for your interest in our packing and printing software. I enjoyed speaking with you and am writing to give you more detailed information about our software so that you can make an informed decision based on your company's needs.

AgSolutions Software has been working with packing and processing sheds for over fifteen years. During that time, we have been active in the continuous improvement of software that specifically meets the needs of agricultural businesses. Our software is used extensively throughout Washington, Oregon and California, and for good reason. We offer a comprehensive software program that will meet all your sorting, barcoding, payroll, financial, and accounting needs. Our newest version of AgSolutions is state-of-the-art to meet today's demands and give you the competitive edge that you need to stay in the market.

Unlike most software companies, we actually send a support team to your premises to install all system components and individualize the software for your company's needs. We then provide training for your staff as well as free technical support.

Our goal is to provide our clients with the best agricultural software and continued support available. While the initial price of the system might seem cumbersome, if you take into consideration the value of setup, training, and support, in addition to increasing cost management in your plant, the investment quickly becomes worthwhile. We are confident that our software and customer service is the best you can find.

Please find attached a proposal for our services. We are very interested in helping your company and we welcome the chance to work with you. Please don't hesitate to call with any questions or concerns you might have.

Sincerely,

Dana Malloy  
Applications Specialist  
AgSolutions Software  
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dana@AgSolutionsSoftware.com  
www.AgSolutionsSoftware.com

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# Proposal

April 22

## Hardware, Software and Training Proposal for D & J Fruit

Prepared for: Len Hansen  
General Manager

Prepared by: Dana Malloy  
Applications Specialist

### Description

A fully integrated system will allow your company to improve quality control and help enhance business profits by allowing you to more effectively perform budget and cost management. Because the system is fully integrated, you will be able to quickly discover areas of redundancy and labor duplication. The system allows for complete traceability at any given time. Our software can accommodate barcoding and control systems at multiple sites, thus helping you seamlessly integrate data from anywhere in the plant. The initial investment into AgSolutions will quickly pay itself off in cost management, reduced labor, and efficiency controls.

We send a support team to your premises to install all system components and individualize the software for your company's needs. We then provide training for your staff as well as free technical support.



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# Cost Summary

## Development Costs

## Price

Base Package software and hardware	8,500.00
License Fees per additional installed station	300.00
Hardware per additional station (includes PC interface, printing and scanning equipment)	6,200.00
Server	7,050.00
Networking	2,300.00
<b>Total Development Costs for 8 stations:</b>	<b>69,850.00</b>

## Training Costs

5 Days Training Included in package price	Included
Advanced Training, on-site	40.00/hr.
Training Seminars, see website	Varies

## Optional Costs

Additional software modules (no license fees)	800.00 ea.
Integrated PDAs	380.00 ea.
Touchscreen Interface	1,140.00 ea.
<b>Total Optional Costs for 8 stations:</b>	<b>18,560.00</b>

## Monthly Costs

3rd Party Provider Fees	Varies
Secure Server Backup, 100GB (optional)	50.00

Total Amount	\$ 69,850.00
Total Optional	\$ 18,560.00
<b>Total Costs</b>	<b>\$ 88,410.00</b>

**Standard Disclaimer:** The numbers represented above are to be used as an estimate for the projects discussed. The above Cost Summary does in no way constitute a warranty of final price. Estimates are subject to change if project specifications are changed or costs for outsourced services change before being locked in by a binding contract.





# S A M P L E

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