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Software and Hardware System Sample Proposal

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

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 our software 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
503-555-5555
dana@AgSolutionsSoftware.com
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Proposal

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 Software 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.



Table of Contents

Cost Summary.....	2
System Integration.....	3
Innovativeness.....	4
Training Plan	5
System Requirements	6





Cost Summary

Development Costs	Qty	Amount
Base Package software and hardware	1	\$8,500.00
License Fees	8	\$2,400.00
Hardware	8	\$49,600.00
Server	1	\$7,050.00
Networking	1	\$2,300.00
Training (5 Days)	1	Included
Total Development Costs Costs:		\$69,850.00
Ongoing Monthly Costs		
3rd Party Provider Fees	1	Varies
Secure Server Backup, 100GB (optional)	1	\$50.00
Total Ongoing Monthly Costs:		\$50.00
Optional Costs		
Additional software modules	8	\$6,400.00
Integrated PDAs	8	\$3,040.00
Touchscreen Interface	8	\$9,120.00
Total Optional Costs:		\$18,560.00
	Total Amount	\$69,850.00
	Total Optional	\$18,560.00
	Total Costs with Options	\$88,410.00

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.





System Integration

Barcoding, scanning and printing hardware need to be integrated into PLCs on the production line for inventory control and traceability and into the main server for reporting purposes and assimilation into the software. Each station needs to be synchronized and integrated into the main server for full functionality of the system.

- **Integration Phase #1**

Description: Production Line PLC and Scanning/Printing Hardware Integration

Integrator: A AgSolutions Software technical specialist will install and synchronize the specified hardware to the operating PLCs to ensure complete compatibility between the systems and uninterrupted flow of production.

PLCs will be programmed to integrate with line hardware based on necessary configurations and reporting needs for server upload. Hardware will be thoroughly tested for line compatibility and engineering specifications.

- **Integration Phase #2**

Description: Scanning/Printing Hardware and Software and Server Integration

Integrator: A AgSolutions Software technical specialist will install and synchronize specified hardware and software modules between line hardware, interfaces, and the main server.

Hardware will be integrated with station software for upload and automatic report generation to the main server. Standard and advanced software modules will be tested on the line for accuracy.

- **Integration Phase #3**

Description: Station and Server Integration and Synchronization

Integrator: A AgSolutions Software technical specialist will ensure full system compatibility, traceability, and functionality at each station. On-site management will work with technician to set up specified production runs for testing.

All network links, PLCs, interfaces, and hardware will be thoroughly tested and problem areas identified and corrected. Software from each station will be synchronized and tested with the main server.



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