



ONEPIXEL **SOFT**

Proposal For Furniture Business CRM Software Development

Prepared by:
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Executive Summary

We at Onepixel Soft, offers high end dynamic Software to our clients at most affordable price. To understand the user- friendly website with complete and additional functionality, we provide custom and creative website design services. We create the best customizable interface sites by using advanced programming languages like PHP, Laravel, Codeigniter etc. Our experienced team of web developers holds expertise in designing and developing websites for variety of industry domains.

Our dynamic website services let you effectively access the control for making all types of changes such as simple to manage, profoundly adaptable, full site control upheld by all web indexes. No matter, what's your business? Dynamic website is one of the best choices available in the market when it comes to developing your business online presence.

You can easily add and update a wide range of content like videos, products, text, images and which in any case required technical mastery when refreshed in a static website

About Us

We are a global provider of high-quality software development and aim to build and implement data- driven solutions that empower clients' businesses and enhance their lives through innovative enterprise solutions. Our team is ingrained with creativity, knowledge, and experience that we foster to bring each project with tangible results.

Our mission is to provide the best possible Website development, Mobile App development, Enterprise Mobility, Software development, Digital marketing, Phone Gap Development services that help you sustain with evolving markets.

Vision

Our Vision is to be a leading Web Solution company in the IT sector and progress in our current position in the market. We know that Customer growth is our growth, so we commit our customers to help in achieving their business goals. We believe in working with the accuracy and best quality.

Mission

Onepixel Soft Pvt. Ltd.'s mission is to apply Branding, Digital Development, and Design capabilities to entitle Startups and Brands to meet our client needs. Exceed clients' expectations by going beyond software to provide the best Web solutions that transform data into knowledge, enabling them to solve their problems.

Our Development Process

We take a structured approach to software development. Our development process was created to ensure every project is delivered on-time and on-budget. Once your web design project kicks off, here's what to expect:

- **Initial Planning**
- **Wire framing**
- **Mockups**
- **Graphics**
- **Development**
- **Testing**
- **Deployment & Optimization**

Our Services

We provide services as per our customers' requirements that help in increasing the brand value of the business. Our services include:



App Development

- IOS - App Development
- Android App Development
- Hybrid App Development

Graphic Designing

- Logo Design
- Brochure Design
- UI Design
- Flyer Design
- Packaging Design

Website Development

- Wordpress Website Development
- Static Website Development
- Dynamic Website Development
- Landing page Website Development
- Drupal Web Development
- Classified Website Development
- E-Commerce Development

Digital Marketing

- Mobile App Marketing & Advertising
- IT Consultancy
- Digital Marketing Services
- SEO/SMO Service Provider

Software Development

- CRM Software Development
- ERP Management Software
- Invoice Software Development
- Hotel Management Software
- HRM Development Software
- LMS Management Software

Project Overview:

The CRM system will integrate multiple business operations into a single, easy-to-use platform. It will help optimize warehouse operations, sales, accounting, and customer relationships by providing real-time insights and automation tools.

Modules and Features:

1. Warehouse Management:

- Multi-warehouse tracking and management with centralized monitoring.
- Real-time stock level updates and alerts for low inventory.
- Inter-warehouse stock transfers and tracking for smooth logistics.
- Warehouse space optimization and capacity planning.
- Access control and security monitoring for warehouse staff.
- Integration with suppliers for direct restocking.

2. Inventory Management:

- Real-time inventory tracking across multiple warehouses.
- Barcode/QR code scanning for quick stock updates.
- Batch and serial number tracking for traceability.
- Automated stock alerts and purchase order generation.
- Warehouse-wise inventory distribution with shortage prediction.
- Integration with production and sales for demand forecasting.

3. Accounting Module:

- Automated financial reporting with tax and compliance management.
- GST-ready invoicing and tax calculation.
- Expense and revenue tracking with real-time cash flow analysis.
- Accounts payable and receivable management.
- Payroll and salary processing for employees.
- Bank reconciliation and transaction history tracking.

4. Store Management:

- Centralized dashboard for managing multiple store locations.

- Store-wise product inventory and sales performance tracking.
- Vendor and supplier management with purchase order integration.
- Product categorization, pricing, and stock updates.
- Discount and promotional campaign management.

5. Production Management:

- Raw material tracking and procurement planning.
- Automated production scheduling and workflow management.
- Custom furniture order processing with BOM (Bill of Materials) tracking.
- Production quality control tracking and reporting.
- Integration with inventory for raw material forecasting.

6. Order Management:

- Online and offline order tracking from placement to fulfillment.
- Automated invoicing and order confirmation.
- Integration with logistics partners for shipment tracking.
- Warehouse-wise order dispatch and stock availability.
- Custom order management for furniture customization requests.
- Real-time order status updates and notifications to customers.

7. Warehousing Module:

- Multi-location warehouse management with centralized tracking.
- Smart stock allocation and movement between warehouses.
- Space optimization and capacity planning.
- Warehouse staff management and role-based access control.
- Automated stock checks and audit trails.

8. Employee Management:

- Employee database with detailed profiles and access permissions.
- Attendance tracking, shift scheduling, and payroll integration.
- Performance evaluation and task management.
- Employee role-based access to CRM features.
- Training and certification tracking for staff.

9. HR Management:

- Recruitment tracking with job postings and candidate management.
- Onboarding and document verification workflows.
- Employee leave and holiday management.
- Performance appraisal and growth tracking.
- Compliance tracking with labor laws and regulations.

10. Expense Management:

- Automated tracking of business expenses.
- Approval workflows for financial transactions.
- Department-wise budget allocation and expense tracking.
- Integration with accounting for seamless financial management.
- Vendor payment processing and overdue alerts.

11. Sales Management:

- Lead management and sales funnel tracking.
- Sales pipeline automation and follow-up reminders.
- Store-wise and product-wise sales performance tracking.
- Sales forecast based on historical data.
- Commission calculation and tracking for sales representatives.

12. GST & Compliance:

- GST-ready invoicing with automated tax calculation.
- Filing of GST returns and tax compliance monitoring.
- Audit-ready transaction logs and reports.
- E-way bill generation for logistics compliance.

13. Data Analytics & Reporting:

- Business intelligence dashboard with key performance metrics.
- Custom reports on sales, inventory, and revenue trends.
- Automated email alerts and notifications for critical business updates.

Technology Used:

❖ Back-end Technology

- PHP /Codeigniter

❖ Front-end Technology

- HTML, CSS, BOOTSTRAP, JAVASCRIPT, JQUERY, AJAX

❖ DATABASE

- MYSQL

❖ Hosting

- Cloud-based or on-premise (as per requirement)

Payment Milestones

❖ First Milestone

- 35% Payment would be “advance”, before starting the project.

❖ Second Milestone

- 25% Payment after Figma (UI/UX) design/ Web and App Design Submission.

❖ Third Milestone

- 25% Payment after Submission on First Project Draft (During Test Mode).

❖ Fourth Milestone

- 15% Payment after submission of Complete Project.

Note: Project report on weekly basis.

Benefits of the CRM

- Enhanced efficiency: Automates workflows and reduces manual errors.
- Real-time insights: Provides actionable data for decision-making.



- Optimized inventory: Reduces stock wastage and improves order fulfillment.
- Improved customer satisfaction: Faster response times and better order tracking.
- Cost reduction: Automated financial management minimizes overhead expenses.

Timeline

Please find below the tentative timeline of the process we adhere to:

Phase	Timeline
1. Requirement Gathering & Analysis	[1 Weeks]
2. UI/UX Design	[1 Weeks]
3. Development & Integration	[10 Weeks]
4. Testing & Quality Assurance	[1 Weeks]

Pricing

Please find below the rates of our aforementioned services:

Description	Amount
Complete Development Including UI/UX	7,80,000/-
6 th Month Support	Free
GST Exclude (18%)	Exclude

Note: price will be increase or decrease according to the client requirements

Terms and Conditions

1. **Payment:** The Customer shall make the payment upon the deliverables of the services rendered from the Company. The amount varies as per different services opted for by the Customers. The mode of payment shall be cash/bank transfer/online payment or any other mode of payment as per the Company standards.
2. **Performance of Services:** The Company agrees to perform such branding proposal services as agreed by the Customer. The Company further agrees to provide such services with its available skills, resources, and expertise in a professional and timely manner with the highest quality services.
3. **Relationship of Parties:** It is agreed that the Parties herein are independent contractors and the relationship between both the Parties shall not constitute a partnership or a joint venture.
4. **Governing Law:** The Parties agree that this Proposal shall be governed by the laws of Rajasthan. In the event the Parties do business in different states, this Proposal shall be governed by the laws of Rajasthan.
5. We will provide you 6th month free support after deployment on server.

THANK YOU