

REVISED Commercial

of

Enterprise Grade Next-Generation
Guest WiFi Hotspot Internet Security
Solution

For

Travel Food Services Pvt. Ltd.
TFS Lounge-Goa

Proposal by,

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Introduction

We are a leading global information technology, consulting and business process services company. We bring great advantage to business space by bridging gaps, simplifying businesses and elevating competitive benefits by providing technology-based business solutions. We do it by enabling the enterprise with an AI-powered core that helps prioritize the execution of change. We also empower the business with agile digital at scale to deliver unprecedented levels of performance and customer delight. Our always-on learning agenda drives continuous improvement through building and transferring digital skills, expertise, and ideas from our innovation ecosystem.

Our in-house tech team encompasses diverse talent with rich industry experience, ready to develop & design on your demand. As the division between strategy, execution, and optimization become increasingly blurred, and knowledge becomes a key source of value for organizations in the new global economy, IQSOFT's leadership team and consultants have combined historical data, industry best practices, and analytical models to continue the support of our clients as trusted partners. Our approach has continuously evolved and been refined to help organizations reduce project complexities and accelerate return on investments.

IQSOFT Expert advisors work with clients to deliver customized services and yield superior business outcomes in three primary domains: Artificial Intelligence, Cybersecurity & Cloud implementing for Enterprise Solutions.

We provide IT Consulting, WiFi HotSpot, Network Security, Firewall & UTM in metro cities like New Delhi, NCR, Mumbai, Bengaluru, Kolkata, Hyderabad and Chennai.

Mission

Our Mission is to deliver the best technology, user experience and innovative products for an intelligent system.

IT Consulting with our Domain Experience

A. IT & Network Infrastructure Agility



Build a network that adapts to changing conditions — with faster provisioning of services, high capacity and performance — so you can handle big data, big apps, big workloads, Cybersecurity and Internet of Things.

B. Align your network with your business

Transform your organization by removing technological constraints to innovation and productivity with our Strategy and Planning Services. After determining your business drivers, we will help set your communications and network strategy, documenting existing synergies and determining how to address gaps in order to achieve the network environment ready to meet your needs.

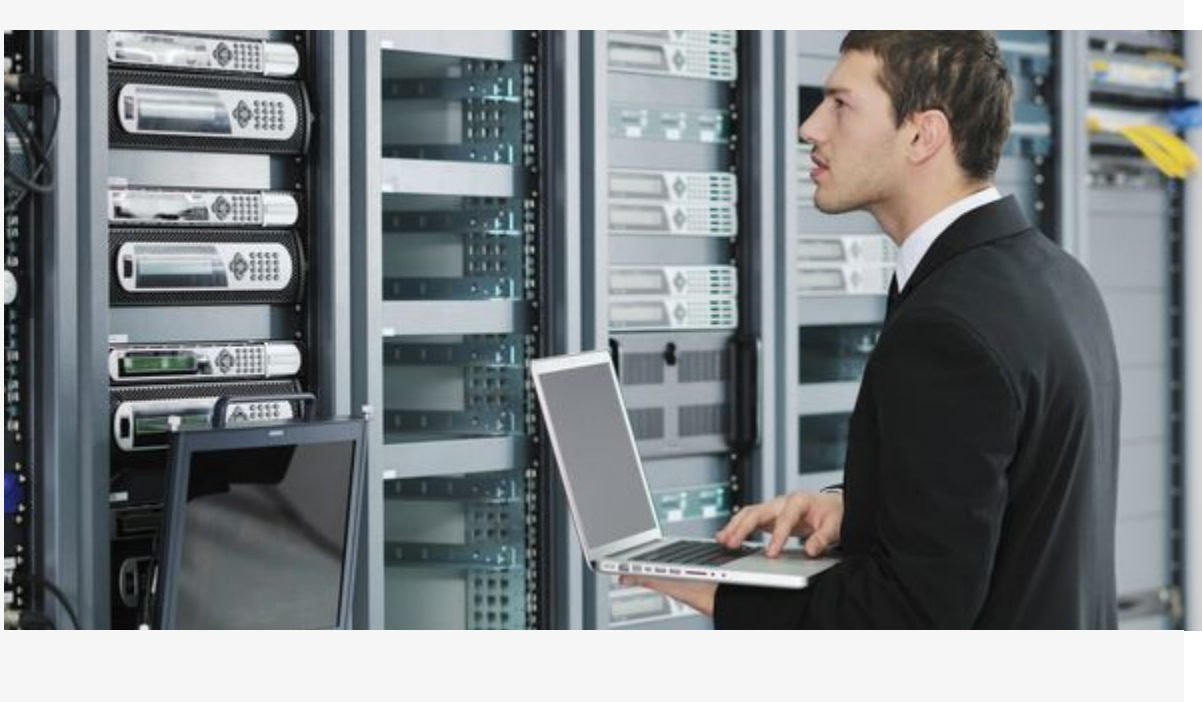
C. Take advantage of new technologies



Explore, learn and design your networks with the latest technologies with services. Design a network that is right for your business—in a cloud, on-premises or hybrid model that allows for a mix of network technologies and services to co-exist. Your networks can work in harmony with all of IT Services include Enterprise Wired & Wireless LAN, network resiliency for cloud, Internet of Things (IoT) and many more.

D. Full Life-cycle Support

Network Design, Implementation, Maintenance & Support



Based upon your needs, we can design, deploy, or manage scalable and secure network-centric solutions to achieve desired mobility, information sharing, and return-on-investment. To accommodate change, we focus on open standard solutions. To optimize performance we align IT with your mission and business objectives. Our solid domain experience and best practices can jumpstart your results.

Other in-demand expertise includes business case development, network optimization, security integration, telecom contract transitions, and IPv6 driven network refresh.

Our Capabilities

Requirement : Study the current requirement, analyzing, technical issues

Architecture Design : Understand the major components, their relationships structures, Business strategy, quality attributes, human dynamics, design, and IT environment and how they interact with each other.

Implementation and Transition : The goal of the Implementation and Transition is to implement the actions, policies, and procedures.

Network Management (LAN/WAN) : Mission critical that is used to provision, discover, monitor and maintain computer networks.

Network Convergence: Delivers the business to use one network for all communication and cloud-based services.

Wireless Networking: Make complete secured, reliable and fast mobility provisions of your networks.

Communications Interoperability: Access, exchange, integrate and use data in a coordinated manner, within and across organization with seamless portability.

Strategic Planning: Defines short- and long-term goals and priorities.

Financial Management: Oversees and governs income, expenses, and assets with the objectives of maximising profits and ensuring sustainability.

Schedule Management : Listing of activities, deliverables and milestones within the project execution.

Quality Assurance : Monitoring the software engineering processes and methods used in a project to ensure proper quality of the organization.

Risk Management : Identifying the risks associated with set of assets and communicating this risk to the business by collecting and collating data across the enterprise IT system.

Segments

ENTERPRISE



AUTOMOBILE



HEALTHCARE



RETAIL



EDUCATION



HOSPITALITY



LOGIN PORTALS





Everyone knows, Content is King. If you want to promote your brand image and attract and retain new guests, you must seize every opportunity to create and present branded content. With Guest WiFi services from IQSOFT Dashboard System that allows you to customize splash pages for your **Captive Portal**. The easy-to-use customizing tool allows you to choose a background image or upload your own. Add logos, content and choose how your users sign in to your network. This custom interface is easy to setup and will do wonders for your brand consistency and seriously impress your guests.

NextGen Gateway Controller

IQSOFT helps you to design and customise as per your exact requirement with world's leading Gateway Controllers. The main features are as below-

- Cloud based Controller
- Guests High Speed Internet Access Portal
- Conference Room Scheduler
- Service Engine Gateway
- Management & Reporting Gateway
- Load Balancing, Security & Reliability
- Bandwidth Management Access Gateways
- Multiple Quality of Service (QoS) Policies

NextGen Access Points

IQSOFT provides complete solutions with industry's converged wired and wireless enterprise networks. The main features are as below-

- Cloud Based Access Points
- PoE & Adapter based APs
- Indoor & Outdoor APs
- 802.11 Technology Access Points
- MU MIMO
- Multi Gigabit
- High Throughput
- Maximum Concurrent Users
- Compatible with Conference Halls
- Controller Based

Limit speed to prevent bandwidth outage



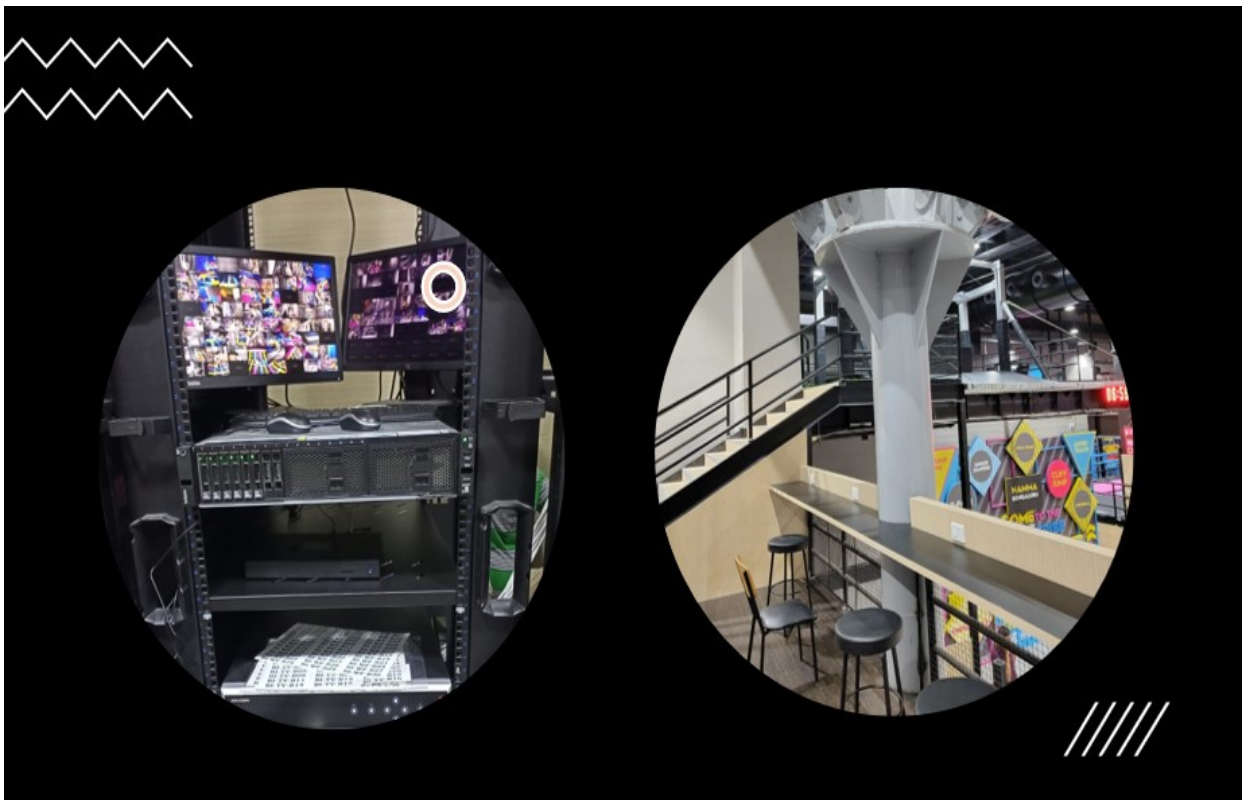
Failing to set a bandwidth cap, leads to nonfunctional WiFi HotSpot. If data transfer is not controlled and limited, some customers may consume all your bandwidth, and leave other customers unable to connect or have decent browsing experience.

IQSOFT efficiently limits both download and upload rate for each customer connected to your network. To gain full control over the customer connection, you can limit bandwidth quota (maximum data transfer), or set limits on a daily level. For example, each customer can get 1GB data transfer, but only 10 MB daily. It takes care over your Hotel Internet WiFi, and helps you never lose a customer.

Stronger Signal, Ubiquitous Coverage & Heavy Concurrent Users

Every hotel, motel, and resort is different. At IQSOFT we know that, and we aim to give you the solution you need. We do that by using cutting edge technology that allows visibility into each unique hospitality environment. We are able to map out a plan for success and, when we implement Dual Band, PoE, Wav2, AX Access Points with indoor and outdoor solutions we're providing you the best possible coverage and your guests the best possible experience.

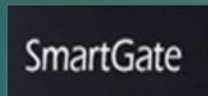
IT Infrastructure Project images



Technology Partners



Cambium Networks



Esteemed Clients



Scope of Work

IQSOFT Scope of work:

- IQSOFT to supply & install WiFi Network set up as mentioned in below commercial table.
- NOC Team Remote Support.
- Onsite Engineer Support in case of major technical issues & considering the AMC option finalization.
- In 1st year warranty period: Onsite Engineer 2-visits in warranty period are complementary.

After 2-onsite visits, additional visit charges applicable Rs.3000+Tax per day.

SmartGate-WiFi Internet Security Gateway features:

- Customized WiFi Portal with Logo & image
- SmartGate- Hardware with initial 100-Concurrent Users License.
- System generated Vouchers/ Unique user ID & password.
- Multiple WiFi Plans as per time / speed based
- WiFi security compliance as per Security Guidelines
- On-prem solution can be shifted to cloud AAA in case of major issues.

TFS Lounge / Customer Scope of work:

- Customer to provide ISP link with ONE-Fixed IP address, Network Cabling, Network Rack, UPS power back up for WiFi Set up.
- Customer to provide & lay the Fibre cable & Cat6 cabling as per requirement.
- Customer to provide permission to install the WiFi + passive network set up as per our requirement.
- Customer to provide Food & accommodation for our engineer onsite visit.
- For SMS Based Authentication, customer to provide SMS Gateway package.
- For POS Software integration, customer to provide software API as per IQSOFT tech team requirement.

Commercial Proposal

1. CAPEX- WiFi Hotspot System

S/N	Description	Qty	Unit Rate (INR)	TOTAL (INR)
1	Enterprise Grade - Guest WiFi Hotspot Internet Access Security Gateway for 100-Concurrent Users License	1	88000	88000
2	Enterprise Grade - 802.11AX DUAL BAND Wi-Fi CERTIFIED 6™ (Wi-Fi 6) Indoor access point that brings higher capacity, efficiency, and performance- HPE Aruba-AP22	5	20790	103950
3	Enterprise Grade-Switch Series 1930 8G PoE 2SFP 124W- HPE Aruba	1	28990	28990
4	One time charges for devices configuration, ONSITE Installation & training , freight charges	1	30000	30000
	TOTAL for Table-1		TOTAL	250940

2. SMS Based Authentication Module

S/N	Description	Qty	Unit Rate (INR)	TOTAL (INR)
1	SMS Gateway integration module charges	1	30000	30000
	TOTAL for Table-2			30000

3. Passive Networking for Admin Network

S/N	Description	Qty	Unit Rate (INR)	TOTAL (INR)
1	D-Link Patch panel -24 port	1	2010	2010
2	D-Link-Network fibre Armoured cable 6 core single	200	32	6400
3	One time charges Fibre laying	200	78	15600
4	One time charges Fibre splicing	8	650	5200
5	One time charges for Network Rack dressing	1	6350	6350
6	One time crimping charges	48	55	2640
7	Freight charges	1	12500	12500
	TOTAL for Table-3			50700
	GRAND TOTAL(Table 1+2+3)			331640
a	Special Discount of 6.10% for for TFS Group for Goa Lounge			20230.04
c	Final offer for TFS Goa			311,410

NOTE: For SMS Based Authentication, customer to provide SMS Gateway Server with its OTP package. SMS Gateway API to be shared to IQSOFT Team.

- Optional module: POS Software Integration Module charges =Rs.30,000+Tax
POS System API to be shared to IQSOFT Team.

Warranty & Support for Sr.No.1- WiFi Hotspot System:

- Above commercial include 12-months warranty & support.
- AMC will include License, Support & Services.
- We recommend renewing the AMC every year for smooth support & Services.

Option-1 : Non-Comprehensive AMC for WiFi Hotspot System = 18% on sale value

It will include Remote support only.

Option-2: Comprehensive AMC (CMAC) for WiFi Hotspot System = 24% on sale value

CMAC includes :

1. License ,Remote & Onsite Support services for Hardware & Software.
2. CMAC: Onsite Engineer 2-visits in CAMC period are included per annum.
After 2-onsite visits, additional visit charges would be Rs.3000+Tax per day
3. Customization in WiFi Captive portal.

Terms & Conditions:

Taxes:- GST @18% extra to above cost.

- PO & payment should be in the name of “IQSOFT Technologies Pvt. Ltd. Bangalore.
- Payment Terms: 100% advance with PO.
- Material Delivery: Within 2-3 working weeks from date of Purchase order & advance payment.

- Quote validity: Special offer quote will be valid for next 5-days from date of this proposal.
- Customization charges would be extra for major changes in software.

IQSOFT