VirtualEd Proposal Document –

VPS school, Vapi

Date: 04/04/2020

To:
The Founder/Chairman

Vapi Public School
Vapi

Dear Sir/Madam,

Greeting from **Team VirtualEd**!!!

It is our Privilege to introduce **VirtualEd** a new age cloud-based solution that digitalized Schools, Colleges, Learning Institutes with Automation Platform, This has been specially created and designed for Education Institutions.

VirtualEd; Built by technical and domain industrial experts with the combined IT experience of more than 15+ years with the leadership from various prestigious MNC's like Wipro and Oracle. We are committed to add value to your institution and provide best in class support and witness your journey towards next generation advent

VirtualED is Esteemed creation of Softflame Solution Pvt Ltd Company, We at Softflame helping organizations to propel further and go beyond developing completely new categories while introducing new products & services faster than ever before to build a best-in-class, next generation digital platform that enables rapid transformation to institutional day to day processes, protocols, providing performance analysis from traditional to technology enablement and leaving a positive imprint on society.

Based on our discussion with you on Month 02, 2020 and subsequent discussions, we hereby would like to offer our proposal document for **VirtualEd Implementation** and taking your institution to the new era.

Our Key Objectives:

➢ *Empower* schools to onboard with digital platform
➢ *Safe and Secure* Accessibility with no botheration of remembrance of login or password
➢ *No Fear* of hacking/spamming or losing data.
➢ Enable advanced *technologies* in school to stay ahead in the competition
➢ Transform schools from traditional to *next generation* solutions.
➢ *Bridge the gap* between student/parent/staff members and higher management.
➢ *Enablement* of performance analysis for complete institution with ease of time.
➢ Zero dependency on any hardware or individual for any information related to institution.
➢ Enable superlative education *eco-system* around schools.
➢ Enable fully secure and safe environment covering all aspects of safety for students and staff.
➢ Mitigation of any risk factors for misconduct and mis-happening within school premises
➢ Full control over day to day activities within the school premises and school transportation for pickup and drop of students.

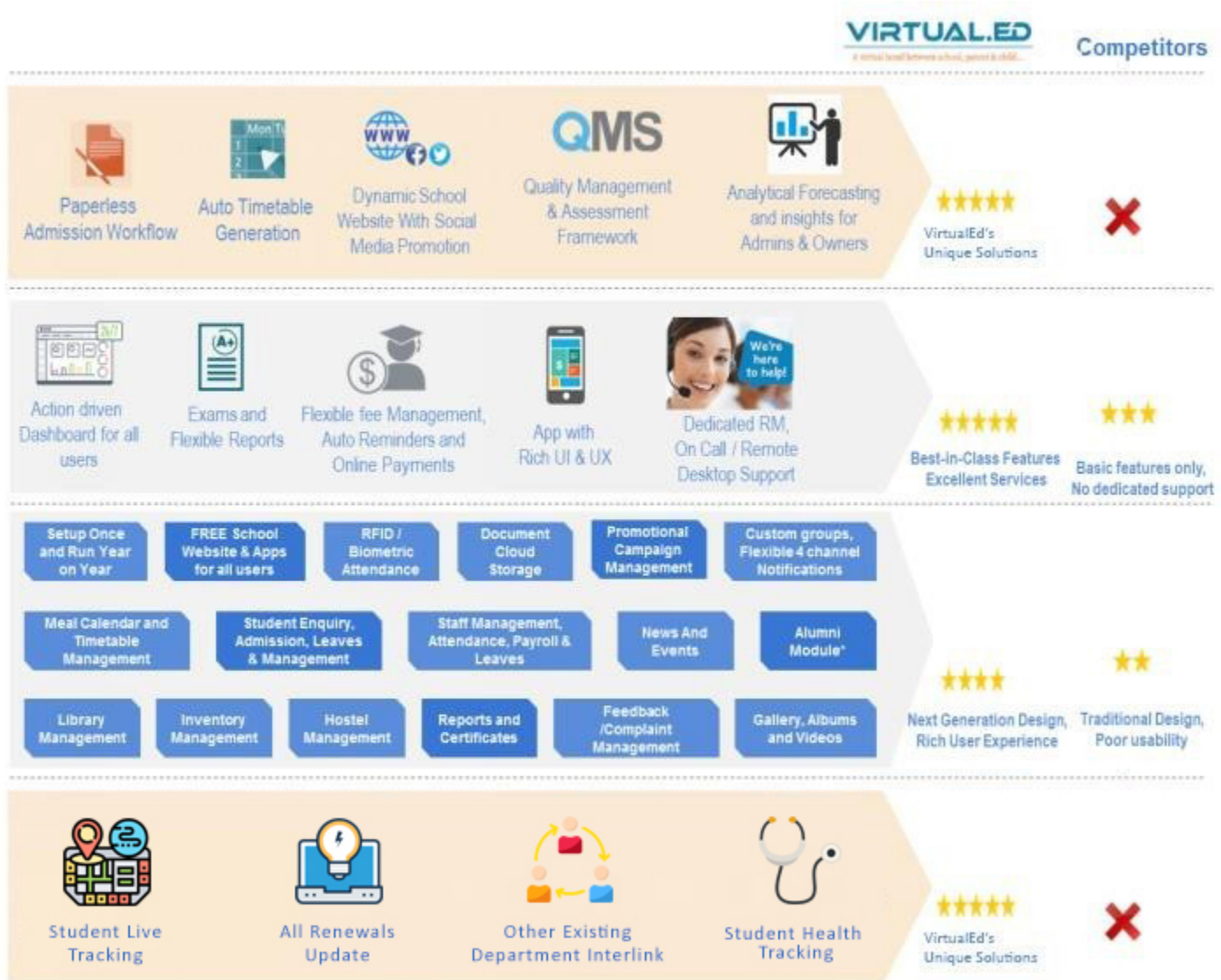# VIRTUAL.ED
A virtual bond between school, parent & child...

A New Age Cloud Based Digital

VirtualEd, Softflame Solution Pvt Ltd's innovative platform trusted by 50+ institutes & 40000+ students, automated most of the operational processes to make it paperless, saving efforts and cost. VirtualEd empowers all school stakeholders (i.e. management/admin, parents, teachers, students) to interact effectively with one another and share information in seamless manner.

Softflame Solution Pvt Ltd clubbed with its professional support and rapid implementation methodology, ensures rapid deployment of the service with minimal capital investment on the part of the institute. VirtualEd is tried, tested and proven for its scalability, reliability, ease of deployment and effectiveness in the automation of academic administrative and financial functions of an Institute.

VirtualEd Product Overview & Market Position

	VIRTUAL.ED	Competitors
Paperless Admission Workflow · Auto Timetable Generation · Dynamic School Website With Social Media Promotion · Quality Management & Assessment Framework · Analytical Forecasting and insights for Admins & Owners	★★★★★ VirtualEd's Unique Solutions	✖
Action driven Dashboard for all users · Exams and Flexible Reports · Flexible fee Management, Auto Reminders and Online Payments · App with Rich UI & UX · Dedicated RM, On Call / Remote Desktop Support	★★★★★ Best-in-Class Features Excellent Services	★★★ Basic features only, No dedicated support
Setup Once and Run Year on Year · FREE School Website & Apps for all users · RFID / Biometric Attendance · Document Cloud Storage · Promotional Campaign Management · Custom groups, Flexible 4 channel Notifications · Meal Calendar and Timetable Management · Student Enquiry, Admission, Leaves & Management · Staff Management, Attendance, Payroll & Leaves · News And Events · Alumni Module* · Library Management · Inventory Management · Hostel Management · Reports and Certificates · Feedback /Complaint Management · Gallery, Albums and Videos	★★★★ Next Generation Design, Rich User Experience	★★ Traditional Design, Poor usability
Student Live Tracking · All Renewals Update · Other Existing Department Interlink · Student Health Tracking	★★★★★ VirtualEd's Unique Solutions	✖

VirtualEd Key Modules:

Enquiry Management	- Ability to register enquiries - Online and Offline - Track every enquiry to its logical conclusion - Monitor productivity of counseling staff - Integrated communication tool – mails and SMS
Admission Workflow	- Application management – Online and Offline - Dynamic criteria management for generation of merit lists - Configurable parameters for selection of students - Management of quota and reservations - Meeting slot generations and status update - Online fee payment gateway integration
Fees Management	- Facility to configure and accept the fees - Manual & Automated Fee Due Reminders and Online Payments - Party wise fees: Parties can be associated with the fee heads - Fees counter, cash box and kiosk management - Examination and other fees collection - Bounced cheques and penalty management - Fine Management - Fee exemptions, sponsorships and discounts management - Facility to print and reprint the fee receipts - Fees reconciliation with bank - Online Fee payment using payment gateway - Integrated with Accounts
Academics	- Attendance Management -automated and manual - RFID Attendance: Integration with RFID and URFID scanners and smart cards (Premium Module) - Time-table generation and management - Assignments and Homework Management - Syllabus Planner for teachers - Notes Manager handles Textual, Voice and Video notes - Quizzes and Online tests powered by a configurable Question Bank - Student transfer management between streams - Student group management - Teacher's collaboration platform - Timetable Management - Assignments & Homework Management - Quiz & Online tests: Question Bank based question paper generation* - Student group management

Library Management	- Global search for books/CD/Journals/Magazines in the library - Acquisition facility for vendor and publisher - Issue, return and penalties management - Handles multiple media: Books, journals, magazines, CD's etc - Accession register with barcode generation - Global search for books in the library - Stock keeping of books, media etc. - Maintaining periodicals in the library - Multiple period penalties setting: possible for all configurations - Acquisition facility for vendor and publisher
Examination Management	- Online and offline examination management - Examination, Assessment and sub-assessment management - Hall ticket generation – online and offline - Dynamic generation of question papers - Evaluation – uploading of bulk marks - Re-evaluation process management - Multiple reports generations - Integrated communication management - Calculate result as per defined rules: Ordinance, GPA/CGPA, Bonus marks calculation and Percentile Intimation - Provision for defining Multiple grade structure - Multiple schemes in an academic year (ATKT definitions etc.) - Supports OMR sheets for marks compilation - Locking facility in each configuration & process stage - Facility to Import marks & grades
Employee Register	- Personal details and service master - Subject-wise association to the teacher / faculty - Class teacher association to the Class - Role management- Multiple transactions can be managed to a single person - Employee lifecycle management - Biometric and Smart Cards integration - Salary Slips - Staff appraisal and performance management
Stock, Inventory, Purchase Management	- Vendor relationship management - Requisition and approval management - Item distribution and stock transfer management - Purchase order generation, tracking and management - Store wise stocks maintenance - Bill tracking and payment management

Web & Android App for Smartphones and Tablets	• Responsive Design to Get Unified Experience across Devices • Mobile APP Gives True Seamless 24X7 Experience to Teachers, Admin, Management & Parents Across Smart Phones and Tablets Without Logging To Computer
Private label Solution (Premium Module)	• Android Apps with institution branding • Completely white labeled solution including VirtualEd portal, Apps
Action driven Dashboard for every user	• Comprehensive Dashboard For Each Entity i.e. Parents, Teachers, Admin and Management • Action Center For All Pending Actions for the user
Alerts, Notifications and Event Calendar	• Smart Automated Alerts with Manual And Automated Scheduled Notifications • Messaging to 4 Channels: SMS, Web, Mobile App Notification and Email. • Configurable Event Calendar for Targeted Groups
Transport Management with GPS Tracking/BLE both (Premium Module)	• Fleet Management • Real-Time School Bus Route Tracking on Parents APP • Student In-Out and Proximity Notifications
Easy Setup & Administration	• Easy and User Friendly "Setup Once, Run Year On Year" System • Automated Year End Migration and Student Rollover • Automatic Timesheet Creation and Management Module • Auto-Reallocation Of The Teacher in case of Leaves
SSO & Security	• Secure Application With 256-Bit SSL Encryption • All Student and Employees Data Are Securely Stored On Cloud Storage • Single Sign-On Supporting Multi-Devices Login for Parents and Others • Single Dashboard View Across Schools For Top Management
Campaign Management	• Brand building • Pre-admission campaigning
Automatic Timetable Generator	• Map all the subjects and teachers and define timetable configuration parameters • One click entire school timetable generation process.
QMAS Quality Management and Assessment System (Premium Module)	• Track assessments and extra curriculum activities in detail • Analytical reporting for assessment • Tracking and reporting of Quality management task according to the ISO 9001 standards. • Easy tracking and reporting through Android APP

Health Records	• Track Periodically BMI GROWTH WARD • Analytical Health Report • Emergencies Health Alert • Accessibility of Critical Health History
Renewals Update0s	• Renewals, Audits, Paying bills, Maintenance renewals, on time is always a tough task for everyone. • Get customized notification of renewals, audits, paying bills on time to time.
Other Modules	• Library management • Leaves management • Hostel management • Gallery & Videos • News updates • Custom Groups (Sport, Yoga, Singing, school Trips) & group communication • Document Cloud Storage for all users • Analytical reporting • Feedback & Complaint Management with workflow • **IOT Cards Student and Staff Tracking** * Dynamic Dashboard * Administration Panel * Classes and Section Panel * Locate Any Student and Staff in Realtime. * Updates on Student and Staff Movement in School * Immediate SOS Alerts for Student/Staff in any compromising or misconduct Situation * Tale Getting/Trespassing * Dynamic Rule Engine * Intrusions in red zone accessibility and alerts * Multiple Customs Report Generation * Employee Efficiency Report * Rule Based Alert Setup * Realtime Tracking Automated Notification Alerts * Buses Pickup and Drop Pre-Notification Alerts * Buses Route Tracking/Changes in Route, Traffic Jams Pre- Notifications Alerts * Automated Bus Attendance and updates for Pick Drop Alert (Parents & Transport In-charge/Class Teacher) * GPS Location of Bus Route Notifications Alerts (Parents & Transport In-charge/Class Teacher) * Defining Rule or Time allocation to each Student/Staffs as per their particular Time Schedule/Time Table. * Time Based Date based and Dwell time base Rules shall enable Proactive Alerts

* Dynamic Rules Setup can be made define Who/where/how long/Align Action Along with Severity.
* Deviation Rules can be Defined here alert shall be provided periodically In terms of performance of the Staff members reaching the threshold.

VirtualEd Benefits:

- Access anywhere: Web and APP version, access anytime anywhere.
- Access from any device – Laptops, PC's, Tablets, Smart Phones
- Completely hosted solution- no hassles for the institute, no extra infra cost, completely managed by Softflame Solution Pvt Ltd
- Technology Integrations and benefit
    - SMS Server integration – tracking and auto reminders of critical processes & events. Cost Effective Return on Investment Custom Notification benefit.
    - IOT Integration- Automatic attendance system, saving huge efforts of class teachers on taking attendance
    - IOT OR GPS Integration- Bus GPS tracking for parents and SMS/Web proximity updates providing seamless transportation operations and effort saving.
    - Online payment gateway integration- Online payments for parents saving huge admin efforts and ease of operations for parents.
- Transparency & accountability in every process
- Easy to configure – Fully Configurable system. We will support you throughout a year.
- Smart Reports - Capability of generating different reports with ease
- Quality focused - Focus on Quality of education provided to the students – IT functions outsourced
- Performance Enhancement: Monitor Staff performances, enhance work productivity, enable staff to setup new performance levels.
- Go paperless- Automation of most of the operations results in paperless operations and saving huge efforts and money

Post Sales Scope of Work

- Taking Full accountability of business outcome. Adding value to your organization
- Efficient multi-location support
- Continuous upgrades and updates at no extra cost (lifetime)
- Dedicated Relationship manager for each institute. Single point of contact for quick support.
- Highly qualified Technical staff to address your queries anytime.
- Assured data accuracy, security & integrity
- Objective is to Provide flawless endless services and support so schools management can focus on holistic growth of staff and student's enhancement with no worries of, and same time we can nurture our long-term relationship as extended team to institutions.

VirtualEd Customer Statistics

- Trusted by 50+ customers/institutions till now and rapidly adding new customers
- 40000+ students live on VirtualEd platform
- 20000+ Active android App users
- 1 Million monthly SMS transactions
- Serving to multi-school chains and big brands like Chate Education Pune, Maratha Mandal Belgaum, Innovera pre-schools

VirtualEd Commercial Offerings for XXXX XXX School, Oman

#	Particulars	Net Pricing
		(INR)
1	**VirtualEd** Cloud Based Automation Platform Yearly Subscription	**XXX (INR) per student per year with IOT Solution Per Student XXX (INR)**
2	**ADDONS** School Dynamic Website + Facebook Updates 5000 SMS along with Software for each School (*If offered*) Parent Mobile Application Teacher Mobile Application Administrator Mobile Application **Product Training Charges (7 Day)** Software Continuous Updates and Enhancements charges On call Support charges (Telephonic/Email/CRM) Unlimited Push Notifications and Email Notifications	**180 (INR) per student per year**
3	**Setup / Implementation Charges (One-time charges) for Each School** a) Integration of the SMS Server, Integration of the Payment Gateway if applicable b) Implementation, configuration of the system, **Operational Training** for the core team. Assistance in migrating the master data into the system.	**XXX (INR)** Plus GST.

4	Additional SMS Credit Charges (SMS Credit Top-up based on usage)	As per standard message cost in Oman
5	**Student Tracking module (IOT based solution as shown in demo)**	**XXX (INR)** per student per year
6	Every 1000 Cards 20 Cards are complimentary then Additional BLE card rates as per standard	As per market std.

Terms and Conditions:

1. Software charges shall accrue from the date of start of implementation of the service. The first payment for the software charges of 50% shall be payable along with Letter of Consent or Purchase order. The remaining amount will be paid after completion of the implementation process.

2. All the cheques should be drawn in favor of "Softflame Solution Pvt Ltd"

3. Payment Terms: - 80% Advance and 20% After Implementation.

4. All Prices Quoted above exclusive of local taxes. All local taxes will be applicable on the quoted prices.

5. All Hardware like GPS Devices, RFID Cards and Reader, Camera will be procured by School as per our recommendations. Integration would be done by us.

6. Softflame Solution Pvt Ltd will provide the solution in the SAAS model (Software as a service) out of its servers hosted at the cloud servers.

7. Customer will provide all Cabling and Wiring work for implementation if applicable.

8. Customer to provide continuous POWER SUPPLY along with UPS power backup for the electronic material.

9. No Material Replacement would be provided in case of damages due Power Failure and Physical Damage.

10. The software is being provided to the Institute on a SAAS Services basis and will continue to remain the sole property of Softflame Solution Pvt Ltd along with its IPR.

11. The SMS Gateway service and Payment Gateway services are integrated with the VIRTUALED platform for the convenience of the parents and the institute. However, the Institute shall be required to sign a separate agreement with the service provider. Softflame Solution Pvt Ltd shall facilitate the same.

12. The services of Softflame Solution Pvt Ltd are intended to automate and improve the processes of the Institute. The Institute shall be primarily responsible for running the service.

13. The software platform is extensively parameterized to handle the various requirements of the institute. The solution is being offered in an Integrated Managed Service model and hence, the Institute shall not ask for changes in the software code of the software service that is provided to automate the processes. However, Softflame Solution Pvt Ltd shall train the Institute to use the parameters provided in the software to get the optimum results.

14. The implementation charges if applicable mentioned above are non-refundable and are for one institute only.

15. The Institute will make arrangements for Local Stay during training period. The designated staff at client's end shall be trained to use various modules of the service so that they can make optimum use of the same.

16. The Institute shall be providing all data to Softflame Solution Pvt Ltd in digital form. Any import of data will be subject to feasibility check of the data by Softflame Solution Pvt Ltd. However, if the institute does not have the data in digital format, Softflame Solution Pvt Ltd shall assist the institute in finding a vendor to digitize the old data.

17. The contract is applicable for 1 year from the date of start of the billing.

Offer Validity:

This offered proposal is valid for 15 days from the date of the proposal received and will expire unless it is revalidated.
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