

## Commercial Proposal. Estimated Costs and Timelines

To implement the XXX application MVP for the Customer, ScienceSoft offers to use the Time&Materials approach.

ScienceSoft estimates the total duration of the project to be **approximately 6 months**.

The project scope is divided into two Phases: **Design and Analysis** and **Development and Release**. The stages go in parallel to speed up MVP launch.

We assume the ballpark of **\$XXX,000** (\*expected range of **\$XXX,000 to \$XXX,000**) is given only for the proposed team structure and can change if additional resources are requested and/or MVP assumptions change.

Preliminary estimation and duration are presented in the table below:

#	Phase	Approx. duration	Cost, \$
1	Design and Analysis Phase	1 month	~\$XX,000
2	Development Phase	6 months	~\$XXX,000
	<b>Preliminary Estimation:</b>	<b>6 months</b>	<b>~\$XXX,000</b>

The rate card with T&M pricing per resource and expected monthly payments is presented below:

No	Role	FTE*	Rate, \$/hr	Nov, hrs	Dec, hrs	Jan, hrs	Feb, hrs	Mar, hrs	Apr, hrs
1	Project Manager	1	\$XX	176	168	152	160	176	176
2	Senior Business Analyst	1	\$XX	176	168		80		
3	UI Designer	0.5	\$XX	88					
4	Solution Architect	1	\$XX	176	168	152	160	176	176
5	Senior Back-end Developer	0.5	\$XX	88					
6	Senior Back-end Developer	2	\$XX		336	304	320	352	352
7	Senior Front-end Developer	1	\$XX		168	152	160	176	176
8	Senior Xamarin Developer	0.5	\$XX	88	84	76	80	88	
9	Senior Xamarin Developer	1	\$XX		168	152	160	176	176

10	Data Science Expert	0.5	\$XX	80	80			88	88
11	QA Engineer	1	\$XX	176	168	152	160	176	176
12	QA Specialist	1	\$XX	176	168	152	160	176	176
13	DevOps Engineer	0.5	\$XX	88				88	88
14	Compliance Consultant	0.5	\$XX	88					
			\$/month	\$XX,000	\$XX,000	\$XX,000	\$XX,000	\$XX,000	\$XX,000
			<b>Cumulative Cost, \$</b>	\$XX,000	\$XX,000	\$XXX,000	\$XXX,000	\$XXX,000	<b>\$XXX,000</b>

\* FTE - Full Time Equivalent

We invoice monthly for the actual hours performed by the active team members. The amount of hours will be reflected in monthly reports provided to the Customer within the first 7 calendar days of the following month. We offer payment terms of NET7.

**100% of intellectual property rights are transferred to the Customer immediately upon receipt of payment for services.**

The proposal is based on the following assumptions:

- The estimation and included hourly rates are valid until March XX, 202X;
- The proposed technical solution is based on the practical experience of ScienceSoft in the area of software development in combination with the following data received from the Customer: [listed].
- The current estimation and timelines are preliminary. The accuracy of assumptions will be improved upon the completion of the Design and Analysis Phase.
- We are flexible in revising the scope of work in case the Customer changes initial requirements or new requirements appear before the completion of the project.