



**MAMBO
SOFTWARE**

all round
business solutions



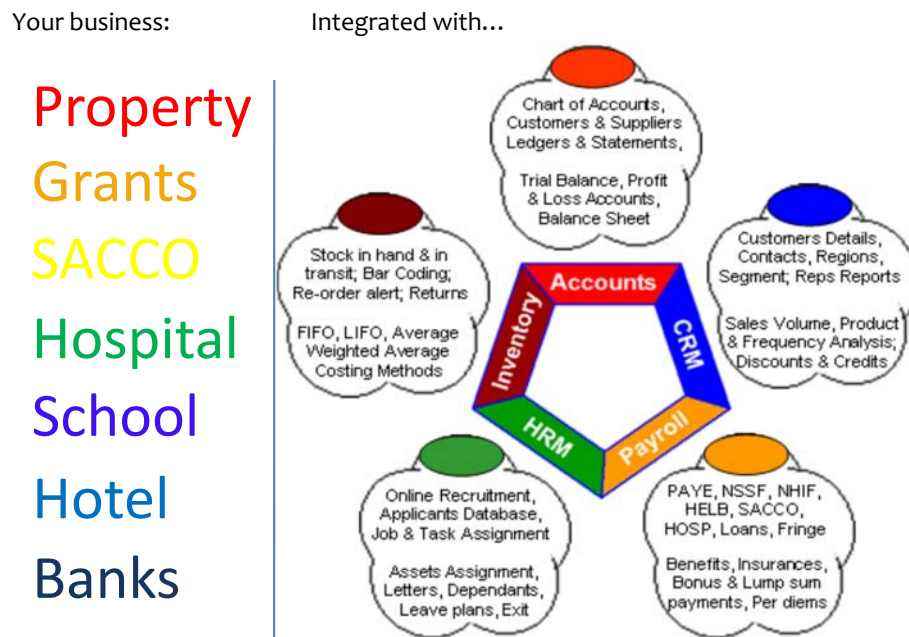
Specifications and Quotation for **Business ERP**

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1. Introduction

We develop software customized for specific industries. This is our unique approach that has been shown to meet the software needs of most clients. We have demonstrated our capability in providing off-the-shelf and tailor-made products for several purposes; our success being in our ability to seamlessly integrate the clients' business operations with their financial implications so that our clients have the full picture of their business, anytime and every time. This is illustrated in the structure and variety of our products shown below:



Standard Features Include: Multi-user management with Audit Trail; Multiple computer/LAN capability; Automatic reminders with Email or SMS options; Integrated Document Management System; Video Tutorials, Free Online Updates, Optional web integration



Figure 1: The structure of Mambo Software products, built for clients' business

1.1. Industry Experience

We have built several applications, from zero up. We understand the bottom line of a business, so our fluency in accounting, procedures and regulations for several industries is quite the reason most clients choose us! We are proud of the clients who are happily using our products to stay ahead of the competition. The list of our clientele is listed at the end of this document.

1.2. Achievements

1.2.1. The Next Big Thing® Finalist 2011

Our unwavering quest for innovation and perfection led to nomination amongst the best in software category by The Next Big Thing® in Kenya (2011). We were further selected as the best emerging software company (top

3 of 3,246 contestants) to showcase our business in *The Next Big Thing®* in the USA in 2013. This is likely to extend our business to global markets.

1.2.2. Partnership with AccessKenya

Access Kenya has recently signed up to become our first National Distributor to resell our products. We therefore become a first of the only few local Kenyan company to have products distributed nationally by a major industry player.

1.3. Testimonials

We have worked closely with our clients to help them get the best experience with our products. Some of them have said kind words to us...

"We did our research, sampled what people are using and then we are found you! We stopped searching...", **Igainya Properties**

"I am buying this immediately, both for my parents' & my company", **Realty Plus** after having tested and compared our product with others for six months.

"You gave a lot of thought into this...", **Kiragu & Mwangi**

"If this is doing double-entry accounting then this is the real thing. The rest we saw are single entry", **Makini Schools**

"Is this made in Kenya?!..." Several clients make this comment whenever we show them our demos

2. Our Products

2.1. Minimum Standards

Many clients have lauded our minimum standards because it is what you miss to find with most other products. All our products ship with the following standard features:

- Free Automatic Online Update (we support & service all our products from wherever part of the world they are installed. We constantly analyze users' suggestions to improve our products, so you always get better through our online updates)
- Document Management System (attach, email, print photos & documents just where you need them)
- Automated LAN configuration for multiple computer installation (no need for technical assistance)
- User Management (set your own roles and access for different groups)
- Integrated email system to send invoices, receipts, statements, etc
- Export to Microsoft Excel, Microsoft Word and Adobe pdf
- Import from spreadsheets (making it easier for changing over from other systems)
- Access to Online support for FAQ & Interactive response
- Video tutorials (helps to refresh your knowledge of the product or train new staff)
- Our innovative development tools ensure error-free development. However, you still have log that lets you send bugs/comments for our analysis

2.2. Features of Mambo Software Business ERP

2.2.1. Company Information

- Address and Statutory Registration Numbers
- Company Logo
- Departments & sections/branches
- Users & Roles
- Back Up and Restore of data
- Assets depreciation & valuation
- Bad debts and provisions for bad debts
- General Journal entries
- Assets Register

2.2.2. Chart of Accounts

- Income & Expense Accounts
- Current & Fixed Asset Accounts
- Short-term & Long-term Liability Accounts
- Accounts Receivables & Payables (Debtors & Creditors Ledger)
- Tax Control Accounts (VAT, WHT, etc)
- Account Numbers
- Sub-Accounts option

2.2.1. Customers

- Create Quotations
- Make Cash Sales
- Create Invoices
- Receive Payments
- Credit Notes (Returns & Discounts Allowed)
- Make Refunds
- Apply existing credits to Customer Invoice/Cash Sale
- Customers Ageing Statements (<30, 30-60, 60-90, >90 days)
- Individual and Company Name options
- Miscellaneous Customers Option

2.2.1. Point-Of-Sale (POS)

- List items by drop down selection, by bar-code scanner detection or search by bar-code number
- Real-time info on selected item availability in store or on order, and display of photo
- Cash screen for cash sales summing total sales and applicable VAT
- Automatic computation of change due when receiving payments
- Multiple modes of payments (cheque, cash, mobile or existing credit)
- Multi-currency enabled for payments
- *Optional Features:*
 - Cashier screen if cash is paid at a different cash point
 - Cashier screen queues expected payments
 - Store keepers screen queues purchases requiring dispatch from store

2.2.2. Suppliers

- Purchase Requisition (get price quotes from suppliers & convert them into POs when OK)
- Purchase Orders
- Receipt of Items

- Receipt of Bills (Supplier Invoice)
- Payment of Bills
- Debit Notes (Returns & Discounts Received)
- Document Management (attach photos, contracts and agreements with suppliers)
- Track Outstanding Orders
- Supplier Statement
- **2.2.1. Customer Relational Manager (CRM)**
- Summary of Client Transactions
- Document Management System to attach client documents, eg, photos, contracts, sketches, etc
- Analytics of what your clients owe you at any time, what they normally buy, profitability of the client, discounted pricing for the client, credit periods, taxable or exempt, etc
- **2.2.1. Asset & Inventory Manager**
- Inventory listing (Main Items, Sub-Items & Grouped Items, ie, Items that are sold together)
- Extended Item Details include Item photo, bar code, serial no, OEM number, model number, date of manufacture, date of expiry (if applicable), foreign currency price, list of suppliers, description of use, etc
- Office Inventory Requisition
- Inventory tracking (Transit in, Transit out, Stock in Hand)
- Re-order Levels & Maximum Stock Levels with alerts
- Complete Valuation Methods: FIFO, LIFO, Average, Weighted Average & Actual Valuation
- Comprehensive accounting of Multi Currency Tracking & Payment in simple steps
- Inventory Overhead Costs tracking and accounting of Unit Costs of Inventory from source to shelf
- Selective or Entire Stock-taking register
- Item image (photo or packaging) capture and display for sales and purchase teams
- Real time display of Stock In Hand and On-Order for sales & purchase teams
- Stock Valuation gains and losses accounting
- Point-of-Sale module with bar-code readers
- Self-generated bar code or manufacturer bar code option to check-in or check-out items from stores
- Auto-generated Goods Received Notes (GRN) & Delivery Notes
- **2.2.2. Banking**
- Multiple bank accounts
- Multiple currency bank accounts
- Write Cheques option
- Bank Reconciliation
- Inter-bank Transfers
- Track daily bank deposits from the cashbox
- Bank Statements
- Petty Cash Accounting (Track issuance and surrender from staff with real time display staff balances)
- **2.2.3. Human Resource Manager (HRM)**
- Employee details including attached photo & testimonials, dependants & next of kin(s)
- Nature of employee engagement: eg, contract, directorship, etc
- Asset assignment
- Task assignment & completion tracking
- Leave application & schedules
- **2.2.4. Payroll**
- Statutory deductions (PAYE, NSSF, NHIF, HELB)

- HOSP, Medical Schemes, Housing Schemes, Insurance & Provident Funds
- Per diem, Allowances, Bonuses, Gratuity & Lump sum payments
- Deductions, Loans & Interests,
- Fringe benefits
- Automatic payroll computation, based on HR and previous payroll records
- Integration with online banking

2.2.5. Reports

- Sales Receipts, Invoices, Bills, Credit Notes, Debit Notes, Payment Advice, etc
- Customer Ageing Statements
- Supplier Ageing Statements
- Transactions Summary Reports
- Performance reports by various categories
- Final Books (available all the time)
- Trial Balance
- Profit & Loss Accounts
- Balance Sheet
- Tax (VAT) Statement
- Pay slips for file and copy
- Monthly & Periodic Summary Reports of Gross pay, Net pay, PAYE, NSSF, NHIF, HELB & Other payment instructions
- All KRA reports in print-ready formats (P9, P9A, P10, etc)
- Options for pay slip emailing

2.3. System Requirements

Our products are developed with the latest Microsoft technologies (.NET) suitable to run on single desktop or LAN/server environment. Up scaling or integration with mobile or web is therefore available upon request. Minimum of Windows XP (Windows 7 preferable) is required with 2Gb of RAM and 2GHz of processing speed.

2.4. Value Proposition

Mambo Software Business ERP is developed with the local market in mind. It rides on the fact that none of the imported software does HR & Payroll the way we do it in Kenya, and thus none has the capability to completely integrate accounting, inventory, HR, CRM and payroll management in one application the way you will find it in our Business ERP. Our document management system is advanced, allowing you to attach unlimited number of documents just where you need them, eg, employee photos, IDs and even client contracts so that you have everything you need, paperless, all the time. Moreover, customization is available at your call, so you will get your system to work exactly how you want it, affordably.

3. Product Price

Our pricing is based on the number of users and customizations that may be required. Based on our discussion, the above features will be at the following costs:

3.1. Price Schedule

Cost Item	Basis	Price (Ksh)
Product License (Accounting & Inventory Management)	Up to 5 user license	80,000
Product License (HRM & Payroll)	Up to 5 user license	20,000
Installation, Set up & Training (within Nairobi – Ksh 5,000pd)	Per day (min 3 days)	15,000
Online Updates & Telephone Support (Free for first year)		
Annual Maintenance fee (required to access above services)		15% of price

3.2. Terms of Sale

- 50% of the price will be due at the time of contracting.
- The balance, and any other costs, will be due 30-days after installation.
- Any other costs will be paid in advance.

Notes:

These prices are of the standard product. Customizations are available at negotiated rate.

Installation in additional computers in a LAN is chargeable at 10% of cost per computer

4. Project Management:

The following persons will sign and bind the two companies on the implementation process and sign off milestones. Further requirements and milestones will be signed and appended to this document if required. If in agreement, please sign and return a copy to Mambo Software

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