Commercial Framework

In our project we have the following revenue streams

A. Setup, Implementation (includes training) and customization which is one time. The typical project cost varies from INR 10 lacs to 30 lacs depending on the complexity of customization and size of the business.
B. Subscription which is quarterly. Based on the number of concurrent users vary from 4200 to 3600/mo/concurrent user (slab based). Please refer our sample proposal for more details.

Following is our proposal for partners:

- Partner will be involved in Lead to Closure (with or without eDominer support for demonstration).
- The lead can be self-generated or can be provided by eDominer.
- eDominer will share 20% of total revenue generated on subscription for 3 years or client tenure (whichever is earlier)
- These earnings are subject to receipt from Customer and are immediately payable upon submission of invoice.
- If partner has team for implementation then, eDominer will share 80% of implementation revenue.

Customer profiling:
1. Must be from manufacturing and/or export domain.
2. Preferably in discrete manufacturing. It is also preferred if from chemical, beverages, jute, handicraft, food processing, plastics, engineering, auto parts, automobile distribution, fabric processing.
3. Should have a turnover of over 200cr, multiple location, good resource pool, tech friendly. These are evaluation parameters only.

Note: This document is for information purpose only and not any obligation or binding of any kind. The information in the document can change anytime without any notice.