

DRAFT CONFIDENTIAL • STATEMENT OF WORK

Zoho One Business Transformation & Digital Growth Implementation

A fully integrated business ecosystem spanning CRM, Finance, Inventory, Projects, Marketing Automation, and a complimentary corporate website.

PREPARED FOR

Tambra by Magnus Solutions

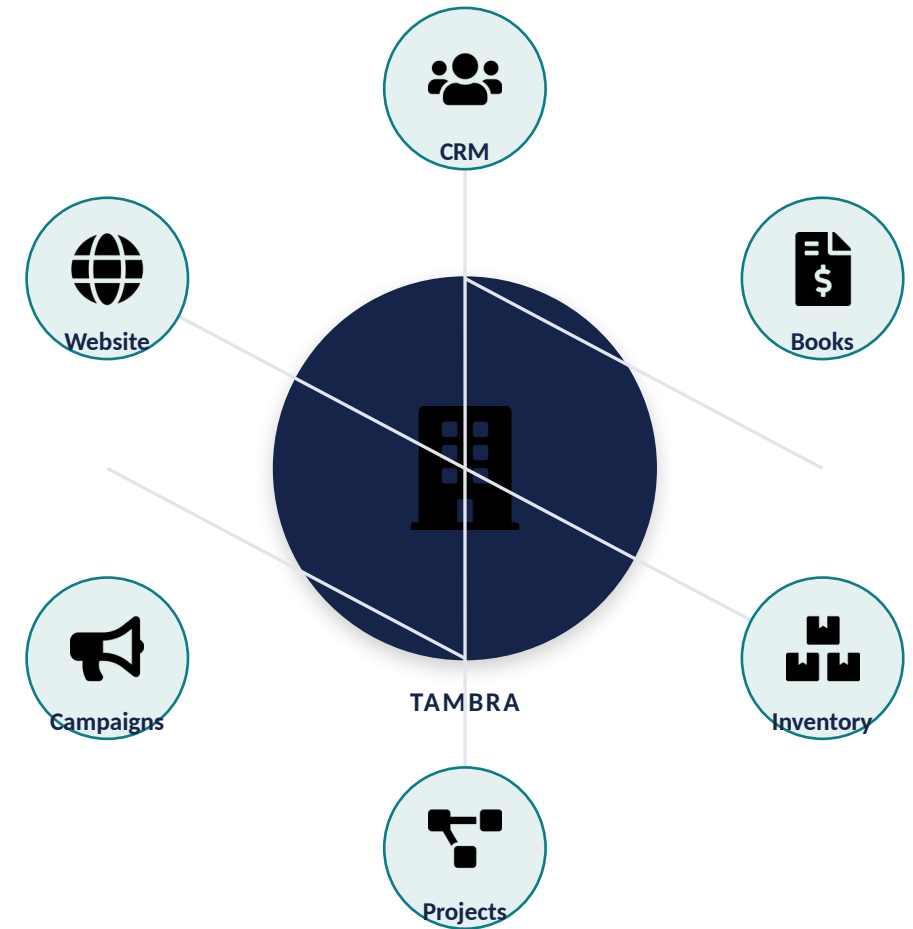
PREPARED BY

Savvy Signature Integrations

EXECUTIVE SUMMARY

One Connected Platform for Every Stage of the Business

- Tambda's expansion across healthcare, hospitality, education, corporate, security, and industrial sectors calls for a single, connected digital ecosystem — not a patchwork of standalone tools.
- This engagement implements Zoho One as a complete digital operating system: from lead generation and quotation through manufacturing, inventory, invoicing, delivery, and long-term retention.
- A professionally designed, CRM-integrated company website is included at no additional implementation cost — capturing and nurturing every new enquiry automatically.



What This Implementation Achieves



Centralise Data

Customer and supplier information unified in a single platform.



Automate Sales

Digitise and automate quotation and sales workflows end-to-end.



Inventory Visibility

Real-time stock control and improved purchasing decisions.



Financial Integration

Accounting and financial operations connected across teams.



Project Tracking

Production and customer projects tracked start to finish.



Executive Reporting

Real-time dashboards for confident, data-led decisions.



Team Collaboration

Improved coordination across every department.



Scalable Foundation

A platform built to support Tambda's future growth.

Five Zoho Applications, One Ecosystem



Zoho CRM

Lead-to-cash sales pipeline



Zoho Books

Accounting & financial control



Zoho Inventory

Stock, warehousing & fulfilment



Zoho Projects

Production & delivery tracking



Zoho Campaigns

Marketing automation & retention

+ A complimentary CRM-integrated corporate website unifies every enquiry into a single sales pipeline.

The Complete Sales Lifecycle, Enquiry to Completion



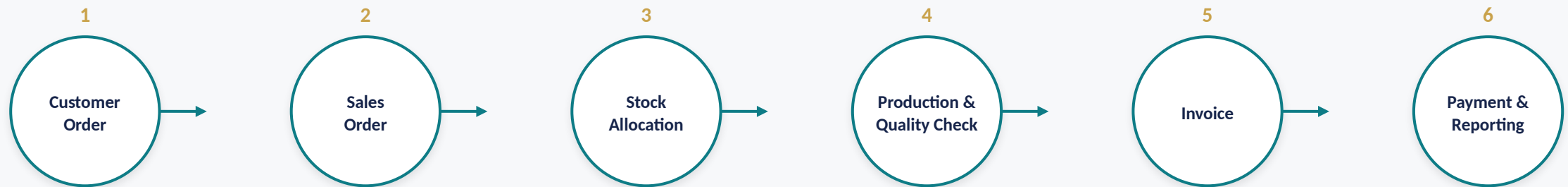
Lead sources feeding the pipeline:

- ✓ Website enquiries
- ✓ Email enquiries
- ✓ Distributor & trade enquiries
- ✓ Phone enquiries
- ✓ Referral opportunities
- ✓ Corporate enquiries

Workflow Automation Includes

- ✓ Automatic lead assignment
- ✓ Follow-up & quote reminders
- ✓ Stage progression automation
- ✓ Internal sales alerts & templates

From Order to Cash, Fully Connected



Zoho Books

- ✓ GST configuration & invoice templates
- ✓ Purchase & sales orders
- ✓ Bank reconciliation setup
- ✓ Outstanding invoice monitoring



Zoho Inventory

- ✓ Product catalogue & SKU management
- ✓ Warehouse management
- ✓ Low stock alerts & batch tracking
- ✓ Inventory valuation & reporting

Production Delivery & Customer Retention



Zoho Projects

- 1 Measurements Approved
- 2 Artwork Approval
- 3 Fabric Procurement
- 4 Manufacturing
- 5 Quality Control
- 6 Dispatch
- 7 Project Completion



Zoho Campaigns

- ✓ CRM synchronisation & customer segmentation
- ✓ Newsletter & email marketing campaigns
- ✓ Automated customer journeys
- ✓ Product announcements & follow-up sequences
- ✓ Campaign analytics — open & click reporting
- ✓ Lead nurturing workflows

Real-Time Visibility Across the Organisation



Executive Dashboard



Sales Performance



CRM Pipeline



Inventory Dashboard



Financial Dashboard



Outstanding Receivables



Project Status



Marketing Performance



Revenue Analytics



Customer Insights

A Modern Website, CRM-Integrated from Day One

- ✓ Modern responsive design
- ✓ Contact & enquiry forms
- ✓ Automated lead capture
- ✓ Basic SEO configuration
- ✓ Company profile & service pages
- ✓ Zoho CRM integration
- ✓ Mobile optimisation
- ✓ Google Analytics integration

Enquiry Form

Submit Enquiry

Auto-synced to Zoho CRM

Every enquiry flows directly into Zoho CRM for immediate follow-up.

Delivered in Four Focused Weeks



Transparent, Fixed-Scope Investment

ONE-TIME IMPLEMENTATION FEE

₹75,000

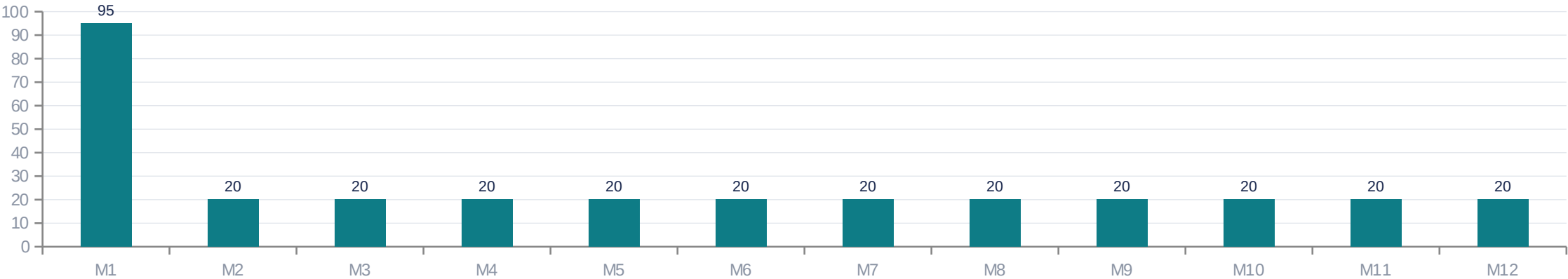
+ GST • Discovery, configuration, automation, migration, training & complimentary website

ONGOING MANAGED SERVICES

₹20,000

per month + GST • Support, optimisation, advisory & quarterly business reviews

Illustrative 12-Month Investment Profile (₹ '000s)



What Tambra Receives at Completion

- ✓ Fully configured Zoho CRM
- ✓ Zoho Inventory implementation
- ✓ Zoho Campaigns implementation
- ✓ Data migration
- ✓ User permissions & security roles
- ✓ Training documentation & sessions
- ✓ Complimentary corporate website
- ✓ Zoho Books implementation
- ✓ Zoho Projects implementation
- ✓ Business workflow automation
- ✓ Executive dashboards
- ✓ Email templates
- ✓ Go-live support
- ✓ Website – Zoho CRM integration

NEXT STEPS

Ready to Build Tambra's Digital Operating System

- ✓ Nominate an internal project coordinator
- ✓ Supply accurate business data & documentation
- ✓ Provide access to key stakeholders
- ✓ Participate in review, approval & UAT sessions

Savvy Signature Integrations

Draft Confidential — Statement of Work