

07 - Detailed Commercial Offer and Cost Estimate

Hours, rates, totals and commercial assumptions

Date: 23 June 2026
Procedure: ocds-b3wdp1-MD-1779798670296
Object: Development of the Information System for Monitoring Medicine Stocks (SIMSM)
Bidder: Varnix Technologies Ltd.

1. Commercial basis

The proposed fixed price for the SIMSM implementation is 2,865,000.00 MDL without VAT. This amount is calculated from Varnix internal effort analysis of the SIMSM tender scope and the estimated project complexity. It is not calculated from, and does not rely on, the attached third-party Indictrans offer.

The proposed price is below the tender estimated value of 2,872,666.66 MDL without VAT and includes implementation, testing, documentation, training and twelve months of warranty/maintenance as specified in the tender documents.

2. Effort and cost by specialist role

Role	Hours	Rate MDL/hour	Cost MDL without VAT	Scope
Project Manager / Team Lead	520	513.00	266,760.00	Project governance, stakeholder management, delivery coordination, acceptance support
Solution Architect / Senior Backend	300	650.00	195,000.00	Architecture, technical design, integration patterns, senior code review
Data Analyst / Data Engineer	650	547.00	355,550.00	Domain data model, aggregation model, dashboards, alert logic, performance-oriented data structures
Backend Developer	1,350	513.00	692,550.00	SIMSM API, reporting workflows, MPass/MConnect/MNotify/MLog integrations, business logic
Frontend Developer / UX	900	479.00	431,100.00	FrontOffice, manual reporting, administration screens, responsive and accessible UI
DevOps Engineer	520	599.00	311,480.00	Kubernetes, Helm chart, CI/CD, staging/production environments, observability
QA / Performance Engineer	600	376.00	225,600.00	Functional testing, regression, performance testing, test reports
Cybersecurity Engineer	160	684.00	109,440.00	Threat model, OWASP review, authorization and security testing, remediation support
Technical Writer / Trainer	260	308.00	80,080.00	Documentation, guides, editable sources, training materials and training delivery
Management reserve / bugfix buffer	300	427.00	128,100.00	Controlled reserve for issue remediation, cross-role support and warranty preparation
Labor subtotal	5,560		2,795,660.00	
Commercial rounding / warranty and delivery risk reserve			69,340.00	Difference between labor model and fixed tender price
TOTAL OFFER PRICE WITHOUT VAT			2,865,000.00	Fixed offer price

3. Effort by project phase

Phase	Summary	Hours	Share of total
Weeks 0-4	Analysis and final architecture	650	11.7%
Weeks 5-12	Core development and first MVP	1,750	31.5%
Weeks 13-18	Integrations and extended functionality	1,600	28.8%
Weeks 19-22	Registrar integrations, production and performance	850	15.3%
Weeks 23-26	Security, training, final adjustments and acceptance	710	12.8%

4. Payment milestones

Milestone	Deliverable	Timing	Share	Amount without VAT
M1	Architecture and analysis accepted	End of Week 4	15%	429,750.00 MDL
M2	Core platform and MVP accepted	End of Week 12	30%	859,500.00 MDL
M3	Integrations and extended functionality accepted	End of Week 18	25%	716,250.00 MDL

M4	Production deployment, performance and documentation accepted	End of Week 22	20%	573,000.00 MDL
M5	Security testing, training and final acceptance	End of Week 26	10%	286,500.00 MDL

5. Price inclusions

- Analysis, solution architecture and final implementation plan.
- Backend APIs and FrontOffice implementation for the tender-defined SIMSM functions.
- Integration adapters for MPass, MConnect, MNotify, MLog and MCloud/KaaS deployment, subject to timely access and platform support.
- Configuration of at least ten aggregations, ten visualizations and ten alert/notification rules agreed with the beneficiary.
- Staging and production deployment package, including a configurable Helm chart.
- Functional, performance and security testing within the tender-defined scope.
- Documentation package and training for five system administrators.
- Twelve months of warranty/maintenance after final acceptance.

6. Price exclusions

- Paid third-party software licenses, SMS/notification charges and other external service fees unless explicitly included in the final accepted financial offer.
- Hardware procurement, cloud resource fees outside the MCloud/KaaS allocation and telecommunications costs.
- Development inside external registrar systems or remediation of external systems not owned by AMDM/SIMSM.
- Independent third-party certification or audit by an external accredited auditor, unless added by change request.
- On-site travel, accommodation and per diem if in-person work is required and not explicitly included in the final contract.
- Material scope changes, new integrations, new dashboards/alerts beyond the agreed baseline, or regulatory changes requiring substantial redesign.

Подписант:

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