KM SOLUTIONS
DATA & AI AUTOMATION

BIDDING ATTACHMENT 03 / COMMERCIAL QUOTATION

COMMERCIAL QUOTATION & ESTIMATE.

ITEMIZED PRICING & PAYMENT TERMS

SEPTEMBER 2026 · Hanoi, Vietnam · KMSOLUTIONS.TECH

COMMERCIAL QUOTATION

Itemized Cost Breakdown & Deliverables

This commercial quotation outlines the itemized pricing, milestone payment schedule, and commercial terms submitted by KM Solutions (Khoi Minh Technology Solutions MTV Co., Ltd).

QUOTATION NO	**QT-2026-KMTS-042**	DATE	20 September 2026
PREPARED FOR	**[Client Organization Name]**	VALIDITY	30 Days from issue
PAYMENT CURRENCY	VND / USD	PAYMENT TERMS	Milestone-based (Net 15)

Itemized Deliverable Pricing

#	DELIVERABLE	DESCRIPTION	UNIT	AMOUNT
01	**Discovery & Architecture**	Data mapping, architecture blueprint, interface contracts, sprint plan.	Package	**[Price 1]**
02	**Core Processing Engine**	Data ingestion pipelines, message broker, database schema, worker queues.	Package	**[Price 2]**
03	**Dashboard & Controls**	User interface, role-based permissions, audit trail viewer, live alerts.	Package	**[Price 3]**
04	**Validation & UAT**	Integration testing, security audit, load validation, acceptance sign-off.	Package	**[Price 4]**
05	**Deployment & Handover**	Production launch, infrastructure provisioning, training, 30-day warranty.	Package	**[Price 5]**
		SUBTOTAL		**[Subtotal]**
		VAT (10%)		[VAT]
		TOTAL (INCL. TAXES)		**[Total Amount]**

COMMERCIAL TERMS

Milestone Payment Schedule & Conditions

Payments are linked directly to verified milestone deliverables. Invoices are issued upon mutual acceptance sign-off.

STAGE	TRIGGERING EVENT & DELIVERABLE	SHARE	AMOUNT
M1	Contract Signing & Project Mobilization	20%	[Amount 1]
M2	Completion of Core Engine on Staging Environment	30%	[Amount 2]
M3	Formal User Acceptance Testing (UAT) Sign-off	30%	[Amount 3]
M4	Production Cutover & Final Handover Acceptance	20%	[Amount 4]

Inclusions, Exclusions & Warranty

Included in Quotation

- Complete source code & repository ownership
- CI/CD deployment scripts and Helm charts
- 30 days post-launch warranty support
- Technical administration handover documentation

Excluded / Third-Party Costs

- Cloud infrastructure hosting (AWS/GCP billings)
- Third-party SaaS subscription fees (e.g. SMS gateways)
- Feature additions outside agreed WBS scope
- On-site hardware cabling and physical networking

AUTHORIZED VENDOR SIGNATURE

Khoi Minh Technology Solutions MTV Co., Ltd

Tung Dao — Founder & Managing Director

Date: 20 September 2026

CLIENT ACCEPTANCE & CONFIRMATION

[Client Organization Name]

Authorized Representative Signature

Date: _____