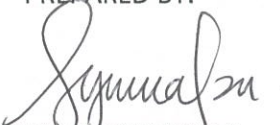



DESIGN & TECHNICAL SERVICES DEPARTMENT

SOLIDWORKS PURCHASE PROPOSAL

PREPARED BY:


MOHD YUSSYUWARI
DESIGN ENGINEER

REVIEWED BY:


IR NIZAM NAZAR 6/7/2021
HEAD OF DEPARTMENT

1. INTRODUCTION

Design department is using SOLIDWORKS as a tool for producing 3D Models and engineering data, not limited for structural and mechanical. This software is used for as part of design and engineering analysis.

This proposal is written to recommend the best solution provider for arising 3D Modelling software scantiness issue in Design Department.

2. PROBLEM STATEMENT

As to date there is only Qty:1 seat of SOLIDWORKS available to ratio of Qty:7 structural engineers. By the number and current state of job requirement, it is alarming low and that will lead to long queuing time for utilization of the SOLIDWORKS. Furthermore, with up-and-coming project such as AS555 Fennec, King Air and Nomad Avionics Upgrade, surely will require long gestation period of single use of solid to the project. Hence this scenario could lead to backlog to the delivery of project cycle and it will affect department's productivity and efficiency.

3. REQUIREMENT

In order to tackle current pain points as highlighted in Para. 2 above, it is highly recommended to add number of seats on SOLIDWORKS. Ideally, the ratio should be 1:1 ratio, however if the ratio can be reduced by half the productive will increase by 50%.

Following table shows the possible number of seat vs ratio.

SOFTWARE SEAT	STAFF NUMBER	RATIO	PRODUCTIVE
1	7	1:7	14%
2	7	1:3.5	29%
3	7	1:2.3	43%
4	7	1:1.75	57%
5	7	1:4	71%
6	7	1:1.16	86%
7	7	1:1	100%

Table 1: Seat vs Ratio

Based on the Table 1 above, Design Department need to buy at least Qty:2 more seats in order to gain at least 43 % of production.

Furthermore, besides the improvement in productivity, Design department will also see a gain in number of skilled SOLIDWORKS users when more seats are available due to higher chances of experience gaining for each engineer.

4. SOLUTIONS

After market study was conducted, it was found that SOLIDWORKS has their authorized reseller in Malaysia namely IME TECHNOLOGY SDN BHD and CADVISION SDN BHD. Both resellers are authorized from Dassault Systems.

The offering from both companies are comparatively the same as summarized below.

	IME TECHNOLOGY SDN. BHD.	CADVISION SYSTEMS SDN. BHD. Q1	CADVISION SYSTEMS SDN. BHD. Q2
SOLIDWORKS VERSION (Qty)	Standard (2)	Standard (2)	Standard (3)
ADDITIONAL ADD-IN SOFTWARE	Nil	Yes. Free one(1) add in software. Free two(2) Draftsight Enterprise	Yes. Free one(1) add in software.
HARDWARE	Nil	Included two(2) mobile workstation	Nil
TRAINING	1 pax per license; 5 Days	1 pax per license; 4 Days, *HRDF claimable if need to add more seats.	1 pax per license; 4 Days, *HRDF claimable if need to add more seats.
ONLINE LEARNING PORTAL	Yes via MySOLIDWORKS and IME Wiki	Yes via MySOLIDWORKS	Yes via MySOLIDWORKS
PROFESSIONAL CERTIFICATION	a) Free CSWP Exam for 1 pax b) Free Refresher Course for certified professional	a) Free CSWP Exam (1 pax per license) b) Free exam course guidance	a) Free CSWP Exam (1 pax per license) b) Free exam course guidance
TECHNICAL SUPPORT	a) Hotline b) Whatsapp c) Email d) Remote Support e) On-Line Support f) On-Site Support	a) Hotline b) Whatsapp c) Email d) Remote Support e) On-Line Support f) On-Site Support g) Service Pack Upgrade	a) Hotline b) Whatsapp c) Email d) Remote Support e) On-Line Support f) On-Site Support g) Service Pack Upgrade
TOTAL COST FOR QTY:2 LICENSE	RM73,627.18	RM72,928.00	RM73,809.50

Table 2: Comparison between companies

More item and cost's detail can be found in the official price quotation attached with this proposal.

5. RECOMMENDATION

Based on the table 2, we have identified that CADVISION SYSTEMS SDN. BHD. Q1 has the best and most valuable offer. The advantages are as follows:

- A. Free add-in software which help to improve productivity.
- B. Free Qty:2 mobile workstations worth more than RM 12,000.
- C. Free Qty:2 Draft Sight Enterprise (an alternate software to AUTOCAD) with perpetual license worth more than RM7000. This software is 85% similar to AUTOCAD so there will only be short adaptation period by engineer to get familiarize with the software.
- D. The training is HRDF claimable and no limitation on seat availability.
- E. They provide guidance documentation and instructor plus practice test for the professional CSWP exam.
- F. Additional technical support in term of Service Pack Upgrade

6. CONCLUSION

CADVISION SYSTEMS SDN. BHD. has been chosen as the best solution provider and their first quotation,Q1 is picked as the best offer.

IME TECHNOLOGY SDN. BHD. 199501026987 (356192-T)

A member of IME Group of Companies - Certified ISO 9001:2015 QMS

HQ: 22A, Jalan PJS 1/46, Taman Petaling Utama, 46000 PJ, Selangor, Malaysia.
 PG: 68, Jalan Perai Jaya 4, Bandar Perai Jaya, 13700 Pulau Pinang, Malaysia.
 JB: 25-01, Jalan Bestari 8/2, Taman Nusa Bestari, Iskandar Puteri, 79150 Johor, Malaysia.
 Service Tax: W10-1902-32000297
 www.imetech.com.my Hotline: 1300 88 2797 Tech.Sup.: +6019-269 2054 Email: sales@cadcam.com.my

T: +603-7783 6866 / F: +603-7783 4384
 T: +604-399 5571 / F: +604-399 5572
 T: +607-238 7978 / F: +607-238 2162

**QUOTATION**

TO

Galaxy Aerospace (M) Sdn Bhd

Lot 11-14, MRO Centre,
 Malaysia International Aerospace Centre,
 Sultan Abdul Aziz Shah Airport,
 47200 Subang, Selangor
 Tel : 03-7734 7226 Fax :
 Email : nizamnazar@galaxyaerospace.my

Attn: **Mr. Ir. Nizam NAZAR**

No.	ITS-QN-21-2473 R0
Date	22/06/2021
Validity	14 days
Sales Person	Shabila Roslan
Term	30% non refundable down payment upon PO & issuance of Proforma Invoice, balance on delivery.
Delivery	Approximately 2 to 4 weeks upon received official PO confirmation and down payment or full payment.

ITEM	TAX CODE	DESCRIPTION	QTY	UNIT PRICE (MYR)	TAX AMOUNT (MYR)	AMOUNT (MYR)
1	SV6%	SOLIDWORKS 3D CAD : Standard * Latest version : 2021 * A Fundamental 3D Design Platform includes tools for 3D modelling, complex assembly designs, and 2D drawings * Powerful advanced tools like surface, sheet metal, weldment, and mold design suit specific industry needs * Wizards based Xpress tools like DriveWorksXpress for design automation, DFMXpress to verify the manufacturability of products, SimulationXpress for part models stress analysis, visualize flow behavior with FloXpress, and SustainabilityXpress to evaluate environmental impact of a part design * Remove communication gap with the aid of intuitive animation and rendering tools * Collaborate quickly and efficiently with wide variety of CAD data exchange formats	2	34,729.80	4,167.58	73,627.18
2	SV6%	SolidWorks Fundamental Training - Essentials Complimentary Training with Software Purchase. Duration: 5 Days Normal Price: RM2500 Training Schedule will follow IME Training Calendar Participant needs to register first prior to attend the training course 1 week before the actual date. Training will be conducted at IME SolidWorks Training Centre. The validity of Training is 6 months only from the date issued.	2	0.00	0.00	0.00
3	SV6%	People Development - Engineer experience Reward system - COMPLIMENTARY Monthly Skill Enhancement & Tips & Tricks - FREE Access to Monthly Hands On Test Drive - COMPLIMENTARY 1 day What's New Training - 50% Discount on Advance Training	1	0.00	0.00	0.00
4	SV6%	Professional Certification - COMPLIMENTARY Refresher Course for Certified SOLIDWORKS Professional -CSWP - INCLUSIVE CSWP Exam	1	0.00	0.00	0.00
5	SV6%	Online Portal Access - Access to MySOLIDWORKS - Unlimited Access to IME Wiki	1	0.00	0.00	0.00
6	SV6%	Productivity Support Assist	1	0.00	0.00	0.00



IME TECHNOLOGY SDN. BHD. 199501026987 (356192-T)

A member of IME Group of Companies - Certified ISO 9001:2015 QMS

HQ: 22A, Jalan PJS 1/46, Taman Petaling Utama, 46000 PJ, Selangor, Malaysia.

PG: 68, Jalan Perai Jaya 4, Bandar Perai Jaya, 13700 Pulau Pinang, Malaysia.

JB: 25-01, Jalan Bestari 8/2, Taman Nusa Bestari, Iskandar Puteri, 79150 Johor, Malaysia.

Service Tax: W10-1902-32000297

www.imetech.com.my Hotline: 1300 88 2797 Tech.Sup.: +6019-269 2054 Email: sales@cadcam.com.my

T: +603-7783 6866 / F: +603-7783 4384

T: +604-399 5571 / F: +604-399 5572

T: +607-238 7978 / F: +607-238 2162



ITEM	TAX CODE	DESCRIPTION	QTY	UNIT PRICE (MYR)	TAX AMOUNT (MYR)	AMOUNT (MYR)
		- Hotline (1300-88-2797) - E-mail (swsupport@cadcam.com.my) - Whatsapp (019-269 2054) - Remote support - On-site support - Technical Visit				
					Grand Total	73,627.18

Remarks:

Yours sincerely,

Shabila Roslan

Assistant Manager, Sales

bella.roslan@cadcam.com.my

019-2763655

Customer Order Confirmation

I/We, Galaxy Aerospace (M) Sdn Bhd hereby accept and confirm the above quoted item (s).

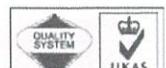
Authorized Signature and Company Stamp:

Full Name _____

Designation _____

Date _____

Looking forward to your favourable reply. Thank you.



QUOTATION , Q1



Galaxy Aerospace (M) Sdn. Bhd.*

79-1, 1st Floor, Jalan PJU 1A/41B,
 NZX Commercial Center,
 Ara Damansara, Petaling Jaya
 47301 Selangor Darul Ehsan
 Tel : +603 7887 0426 | Fax : +603 7887 0526
 ATTN : Ir Nizam Nazar

Date : 30-06-2021
Quote No : Q20210630_GASB_SWX + Training
***Validity** : 15-07-2021
Sales Rep : Alvy Yap
Our Ref : Q17173

Solution For Solidworks

Thank you for your enquiries , we are pleased to quote you the following solutions for you perusal

Item	Descriptions	QTY	Unit Price	Sub Total	Discount	Tax	Total
1	SOLIDWORKS Standard W/ Initial Annual License Update 3D Modeling, Assembly, Drawings, Translators, Surfacing, Sheet Metal, Mold Design, Weldment, eDrawings, FeatureWorks, Utilities, Simulation Express, FloXpress, DFMXpress, DriveWorksXpress, DimXpert, *SolidWorks CAM Standard (*Active Annual License Update is required .)	2	34,815.80	69,631.60	3,631.60	3,960.00	69,960.00
2	Dassault Systemes Draftsight Enterprise W/ Initial Annual License Update The complete 2D drafting solution to meet any design need. Includes full technical support, deployment and network licensing. ***Bundle with the 2 SolidWorks standard Purchase ***	2	3,351.60	6,703.20	6,703.20	0.00	0.00
3	Training: SolidWorks Essential-4 Days-HRDF Claimable SolidWorks Essentials teaches you how to use the SolidWorks mechanical design automation software to build parametric models of parts and assemblies, and how to make drawings of those parts and assemblies. ***Buy 1 second 50%***	2	2,800.00	5,600.00	2,800.00	168.00	2,968.00

4	<p>Hardware</p> <p>***Bundle with the 2 SolidWorks standard Purchase ***</p> <p>20VXS01900 Lenovo ThinkPad P14s (Intel) Gen 2 Mobile Workstation Display : 14" FHD (1920x1080) IPS 300nits Anti-glare Processor : Intel Core i7-1165G7 (4C / 8T, 2.8 / 4.7GHz, 12MB) vPro Certified Model Non vPro Chipset : Intel SoC Platform Memory : "16GB Soldered DDR4-3200 non-ECC one DDR4 SO-DIMM slot available for future upgrade" HDD : 512GB SSD M.2 2280 PCIe 3.0 NVMe Opal2 Graphics : NVIDIA Quadro T500 4GB GDDR6 Keyboard : Backlit Keyboard Fingerprint Reader : Yes Wireless : Intel AX210 11ax, 2x2 + BT5.2 Camera : 720p + IR with Privacy Shutter Battery : "3Cell 50Wh, comes with 1 year warranty Supports : Rapid Charge Pro (charge up to 50% in 30min) with 65W USB Type-C AC adapter" Power Adapter : 65W AC Adapter (USB Type C) Ports : "1x USB 3.2 Gen 1 1x USB 3.2 Gen 1 (Always On) 1x HDMI 2.0 1x microSD card reader 1x Ethernet (RJ-45) 1x headphone / microphone combo jack (3.5mm) 1x side docking connector 2x Thunderbolt 4 / USB-C 3.2 Gen 2 (support data transfer, Power Delivery 3.0 and DisplayPort™ 1.4)" Operating System : Windows 10 Pro 64 Weight : Starting at 3.24 lb (1.47kg) Warranty : 3 Years Premier Support (Next business day onsite) Free Bundle : ThinkPad 15.6" Basic Backpack (4X40K09936)</p>		2	6,300.00	12,600.00	12,600.00	0.00	0.00
5	<p>MyCADTools</p>	<p>Productivity tools consisting of more than 50 SOLIDWORKS utilities to automate repetitive daily tasks.</p> <p>* FREE 1 (One) SOLIDWORKS Add-In Software per 1 (One) License * Additional Feature to Improve Productivity * Exclusive for CADVision Systems Customer Only</p>	2	1,000.00	2,000.00	2,000.00	0.00	0.00
6	<p>MySOLIDWORKS Standard</p>	<p>Included with Active SOLIDWORKS Subscription Browse & search Forums, Blogs, Videos, Online Help 3D ContentCentral Share & Bookmark Articles Explore & Search Advanced Forums, Knowledge Base VAR news, Event and Technical Content Share large design files via Dropbox, GoogleDrive Find, rate, review manufacturers Activate SOLIDWORKS Xpress Products Xpress product tutorials 600+ Product Tutorial Videos</p> <p>***Online learning portal***</p>	2	0.00	0.00	0	0.00	0.00

	Certified SolidWorks Professional Exam	A Certified SolidWorks Professional is an individual who has successfully passed advanced skills examination that can be used as a benchmark to measure SolidWorks knowledge and competency						
7	* 1 (One) pax per License * Refer Attachment for Exam Outline * Copyrighted SOLIDWORKS Certification Exam Guide and Practice Test * Complimentary Tea-Break Session * Exam Room Facilities (Duration One Day) * Real-Time Guidance from Certified Instructor * Certification of Attendance is Provided to Each Attendee		2	0.00	0.00	0	0.00	0.00
	Helpdesk Assistance	Technical Assistance through email/ telephone/remote access						
8	* Tech Support Email : support@cad-vision.com.my * Local Hotline : +603-2630 6118 (ext 2) * Regional Hotline : +6012-678 9035 (Call / WhatsApp) * On-Line Remote / On-Site Visitation * Service Pack Upgrade for Active Subscribers		1	0.00	0.00	0	0.00	0.00
Terms & Conditions						Total		72,928.00
1. Payment : 50% down payment, balance 30 days upon invoice delivery 2. All cheques must be crossed and made payable to CADVision Systems Sdn. Bhd. (MBB A/C No.5643 9711 1968) (CIMB A/C No. 800 733 4360) CADVision Systems Penang Sdn. Bhd. (CIMB A/C No. 800 838 6068) 3. Cancellation : Down payment will be forfeited OR a minimal penalty of 50% of the total sales value will be charged 4. Delivery : 1-2 weeks upon confirmation 5. The validity period for training is THREE (3) months upon Confirmation, else it would be forfeited. 6. Interest of 1.2 % per month will be imposed on all overdue accounts.						Final Discount (Refer *Validity)		0.00
						Adjustment		0.00
						GRAND TOTAL (Malaysia, Ringgits)		72,928.00

Please do not hesitate to contact me if you need further clarification. Looking forward to your favorable reply soon

Yours Sincerely,
CADVision Systems Sdn. Bhd.

Accepted (Client) by:

Alvy Yap
Account Manager
Mobile : +6014 379 0663
email : alvy.yap@cad-vision.com.my



Signature & Co Stamp
By signing above, I certify that I have my company's authorization to purchase items indicated on this quotation on behalf of my company.
I hereby authorize to perform the work described herein for the prices indicated. This signed quotation will be used as substitute purchase order until receives my company' formal written purchase order.

QUOTATION , Q2



Galaxy Aerospace (M) Sdn. Bhd.*

79-1, 1st Floor, Jalan PJU 1A/41B,
 NZX Commercial Center,
 Ara Damansara, Petaling Jaya
 47301 Selangor Darul Ehsan
 Tel : +603-7734 7226| Fax : +603-7734 7526
 ATTN : Ir Nizam Nazar

Date : 29-06-2021
Quote No : Q20210629_GASB_3 SWX
***Validity :** 15-07-2021
Sales Rep : Alvy Yap ,
Our Ref : Q17174
SST No : P13-1808- 31026483

Solution For Solidworks

Thank you for your enquiries , we are pleased to quote you the following solutions for you perusal

Item	Descriptions	QTY	Unit Price	Sub Total	Discount	Total
1	SOLIDWORKS Standard W/ Initial Annual License Update 3D Modeling, Assembly, Drawings, Translators, Surfacing, Sheet Metal, Mold Design, Weldment, eDrawings, FeatureWorks, Utilities, Simulation Express, FloXpress, DFMXpress, DriveWorksXpress, DimXpert, *SolidWorks CAM Standard (*Active Annual License Update is required .)	2	34,815.80	69,631.60	0	0.00
2	SOLIDWORKS Standard W/ Initial Annual License Update 3D Modeling, Assembly, Drawings, Translators, Surfacing, Sheet Metal, Mold Design, Weldment, eDrawings, FeatureWorks, Utilities, Simulation Express, FloXpress, DFMXpress, DriveWorksXpress, DimXpert, *SolidWorks CAM Standard (*Active Annual License Update is required .) *** Buy 2 free 1*** *** Special promotion to Galaxy Aerospace***	1	34,815.80	34,815.80	34,815.80	0.00
3	Training: SolidWorks Essential-4 Days-HRDF Claimable SolidWorks Essentials teaches you how to use the SolidWorks mechanical design automation software to build parametric models of parts and assemblies, and how to make drawings of those parts and assemblies. ***Bundle Training with SolidWorks license purchase***	3	2,800.00	8,400.00	8,400.00	0.00
4	MyCADTools Productivity tools consisting of more than 50 SOLIDWORKS utilities to automate repetitive daily tasks. * FREE 1 (One) SOLIDWORKS Add-In Software per 1 (One) License * Additional Feature to Improve Productivity * Exclusive for CADVision Systems Customer Only	3	1,000.00	3,000.00	3,000.00	0.00

5	MySOLIDWORKS Standard	Included with Active SOLIDWORKS Subscription Browse & search Forums, Blogs, Videos, Online Help 3D ContentCentral Share & Bookmark Articles Explore & Search Advanced Forums, Knowledge Base VAR news, Event and Technical Content Share large design files via Dropbox, GoogleDrive Find, rate, review manufacturers Activate SOLIDWORKS Xpress Products Xpress product tutorials 600+ Product Tutorial Videos	3	0.00	0.00	0	0.00			
Online learning portal										
6	Certified SolidWorks Professional Exam	A Certified SolidWorks Professional is an individual who has successfully passed advanced skills examination that can be used as a benchmark to measure SolidWorks knowledge and competency	3	0.00	0.00	0	0.00			
<ul style="list-style-type: none"> * 1 (One) pax per License * Refer Attachment for Exam Outline * Copyrighted SOLIDWORKS Certification Exam Guide and Practice Test * Complimentary Tea-Break Session * Exam Room Facilities (Duration One Day) * Real-Time Guidance from Certified Instructor * Certification of Attendance is Provided to Each Attendee 										
7	Helpdesk Assistance	Technical Assistance through email/ telephone/remote access	1	0.00	0.00	0	0.00			
<ul style="list-style-type: none"> * Tech Support Email : support@cad-vision.com.my * Local Hotline : +603-2630 6118 (ext 2) * Regional Hotline : +6012-678 9035 (Call / WhatsApp) * On-Line Remote / On-Site Visitation * Service Pack Upgrade for Active Subscribers 										
Terms & Conditions										
<ol style="list-style-type: none"> 1. Payment : 50% down payment, balance 30 days upon invoice delivery 2. All cheques must be crossed and made payable to CADVision Systems Sdn. Bhd. (MBB A/C No.5643 9711 1968) (CIMB A/C No. 800 733 4360) CADVision Systems Penang Sdn. Bhd. (CIMB A/C No. 800 838 6068) 3. Cancellation : Down payment will be forfeited OR a minimal penalty of 50% of the total sales value will be charged 4. Delivery : 1-2 weeks upon confirmation 5. The validity period for training is THREE (3) months upon Confirmation, else it would be forfeited. 6. Interest of 1.2 % per month will be imposed on all overdue accounts. 				115,847.4			Total 69,631.60			
							(46215.20)		Tax 4,177.90	
							GRAND TOTAL (Malaysia, Ringgits)		73,809.50	

Please do not hesitate to contact me if you need further clarification. Looking forward to your favorable reply soon

Yours Sincerely,
CADVision Systems Sdn. Bhd.

Accepted (Client) by:

Alvy Yap
Account Manager
Mobile : +6014 379 0663
email : alvy.yap@cad-vision.com.my



Signature & Co Stamp
By signing above, I certify that I have my company's authorization to purchase items indicated on this quotation on behalf of my company.
I hereby authorize to perform the work described herein for the prices indicated. This signed quotation will be used as substitute purchase order until receives my company' formal written purchase order.