COMMERCIAL PROPOSAL

Odoo ERP Implementation Proposal

A single integrated platform for **Kuwait Steel Industries Co.** — rolling mill, fabrication plant and yard in one system, one database and one cost model, so that the cost of a tonne of steel is known on the day it is rolled rather than at the end of the quarter.

SCOPE OF THIS PROPOSAL

7 modules

Implementation, configuration, data migration, training, go-live and 12 months of support for up to 30 named users — delivered by Dexor Integrated Computer Solutions Co. W.L.L., Commercial Register 551952, State of Kuwait.

PREPARED FOR
Kuwait Steel Industries Co.

QUOTATION REFERENCE
DX-2026-008

DATE
3 August 2026

COUNTRY
Kuwait

VALID UNTIL
2 September 2026

NAMED USERS
30

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EXECUTIVE SUMMARY

What this proposal is answering

Kuwait Steel Industries Co. does not have a reporting problem. It has a timing problem: the numbers that decide whether a tonne was sold profitably arrive after the decisions that depended on them have already been taken. This proposal is built to close that gap first.

Costing that keeps pace with production

Job costing prepared in a spreadsheet a month after the event is replaced by cost that assembles itself from the transactions: billets issued, hours run, tonnes produced, offcuts returned.

Inventory valued as it moves

Billet, work in progress, finished bundles and recoverable scrap are valued in the ledger at the moment they move, so the stock account, the yard and the audit file agree.

Scrap and offcuts given a value

Recoverable material is booked back into stock at a rate, then re-rolled, sold or written off as a recorded decision — recovery becomes a reported figure instead of an assumption.

One version of the margin

Sales quote against the live cost per tonne, so a thin deal is visible before signature rather than after the quarter closes.

> **What is not included:** hosting fees, Odoo Enterprise licences and third-party subscriptions are paid by the client directly to the relevant provider, separately from this quotation. We procure them on your behalf at cost if you prefer.

7	30	12–16	12
Modules in scope	Named users	Weeks to go-live	Months of support

THE CASE FOR CHANGE

Where the cost is leaking today

These four points were raised by your own team. Each one has a specific answer in the scope that follows, and each answer is a financial control rather than a piece of software.

Today	After implementation
Job costing is compiled in Excel roughly a month after the work was done. By the time a job's cost is known, the pricing decision, the purchase decision and the shift decision it should have informed are already history.	Cost is assembled by the transactions themselves. A production order closes with its own actual material, labour and burden the same day it finishes.
The real cost per tonne only appears when the quarter closes. Between closes, price is set on an estimate, and the difference between estimate and reality is discovered too late to correct.	Cost per tonne by product, order and shift is a live report, with a standard-versus-actual variance split into material, yield, labour and burden.
Scrap, crop ends and offcuts leave the plant without carrying a value. Recovery is real money, but it is not measured, so it cannot be improved or defended.	Recoverable material is weighed back into a valued stock location and then re-rolled, sold or written off — with the recovered value reported against the yield loss it came from.
Each department keeps its own version of the truth in a separate file, and the month is spent reconciling them rather than reading them.	One database. The yard, the mill, procurement, sales and finance write to the same records, and the reconciliation disappears because there is nothing left to reconcile.

SCOPE

Modules included in this proposal

Each module below is detailed on its own two pages later in this document — what it delivers, how it runs day to day, and exactly what you receive at the end of the project. The order is deliberate: costing and valuation are implemented first because everything else prices off them.

Module	Coverage
01 · Manufacturing, Job Costing & Cost per Tonne	Bills of material, work orders, yield capture and a true cost per tonne closed daily
02 · Inventory, Yard & Stock Valuation	Heat-number traceability, weight-based stock and perpetual valuation posted to the ledger
03 · Accounting & Finance	Full ledger, cost centres, landed cost, receivables, assets and statutory reporting
04 · Purchase & Procurement	Requests, RFQs, import landed cost, vendor agreements and three-way matching
05 · Sales & Order Management	Tonne pricing with extras, live margin, call-off contracts and delivery on weighed quantity
06 · CRM & Marketing	Enquiries, tender and project pipeline, tonnage forecast and win/loss analysis
07 · Analytics & Dashboards	A CFO cockpit on live transactions, with drill-down to the document behind every figure

Hosting option assumed: **Cloud (Odoo.sh recommended)**. The quotation covers up to **30 named users**; additional named users can be added at any time at the rate shown on the payment plan page.

MODULE 01

Manufacturing, Job Costing & Cost per Tonne

Cost per tonne on the day it is produced. This is the module the whole proposal is built around. Today the mill produces first and costs later — a job costing spreadsheet finished a month after the event, and a real cost per tonne that only appears when the quarter closes. Here the cost is assembled by the transactions themselves: billets issued by weighbridge weight, run hours booked at the stand, output and offcuts weighed back in, and the order closed with its own actual cost the same day it finishes.

What it delivers

Bills of material per rolled size

A separate multi-level BOM for each section, diameter and grade — billet input, alloy additions, consumables and packing — plus assembly BOMs for the fabrication shop.

Routing and work centre rates

Reheat furnace, roughing and finishing stands, cooling bed, shear and fabrication bays, each carrying a machine-hour rate, a labour rate and an overhead absorption rate.

Shop-floor work orders

Actual billet weight issued, actual run and downtime hours per stand and actual output weight, recorded at the line on a tablet as the shift happens.

Yield and scrap capture

The gap between weight issued and weight produced is booked as a yield loss against a reason — crop ends, mill scale, cobbles, off-spec — instead of disappearing into the monthly difference.

Standard versus actual costing

A standard cost per tonne per product, and a variance report that splits the gap into material, yield, labour and burden so the CFO knows which one moved.

Fabrication job orders

Make-to-order jobs for fabricated items with their own cutting list, weight take-off, consumables and labour booking, costed on the same model as the mill.

> Configured for **Kuwait Steel Industries Co.** during the configuration phase, demonstrated in user acceptance testing, and covered by the training and the 12 months of support included in this proposal.

MODULE 01 · MANUFACTURING, JOB COSTING & COST PER TONNE

How it runs day to day

1. Production plan raised from confirmed sales orders and the rolling schedule by size and grade
2. Billets issued to the order at actual weighbridge weight, not at theoretical BOM quantity
3. Operators book run time, downtime reason and output weight per shift at the work centre
4. Offcuts, crop ends and off-spec output are weighed back into stock as valued recoverable material
5. Order closed and its actual cost per tonne calculated and posted to the ledger the same day
6. Variance report compares actual against standard by product, shift, stand and period

What you receive

Deliverable	Detail
Costed BOM library	One per rolled size, grade and fabricated assembly, validated against your own output
Work centre rate model	Machine, labour and overhead rates per stand, furnace and fabrication bay
Shop-floor terminal	Issue, book, weigh and close a work order from a tablet at the line
Cost per tonne report	By product, order, shift and period — actual against standard, with the variance split

Same day
Cost per tonne closed

Per order
Yield and scrap booked

Std vs actual
Variance split four ways

Weighbridge
Actual issue weight

MODULE 02

Inventory, Yard & Stock Valuation

One valuation for the yard, the ledger and the auditor. Billets, work in progress, finished bar and section, offcuts and scrap are all valued in the same ledger, at the moment they move. The stock figure the yard supervisor reads, the figure the CFO reports and the figure the auditor tests are the same figure — including the recoverable material that today leaves the plant without ever having carried a value.

What it delivers

Heat number and mill certificate traceability

Every billet and finished bundle carries its heat number, traceable from the supplier consignment to the customer delivery note and the certificate issued with it.

Weight as the primary unit

Stock is kept in tonnes with pieces and length as secondary units, so theoretical weight and weighed weight reconcile in the system instead of in an argument.

Real-time perpetual valuation

Every receipt, issue, production output and transfer posts to the inventory account as it happens, so stock value is a live number rather than a month-end exercise.

Scrap and offcut recovery

Crop ends, offcuts and rejects are received into a valued recovery location and then re-rolled, sold or written off — as a recorded decision with a value attached to it.

Yard, bay and stack structure

Locations mapped down to bay, rack and stack so a specific bundle and heat can be found without walking the yard, and reservations are made against a real position.

Continuous cycle counting

Counts scheduled by location and product class through the year, with the difference posted and explained — replacing the annual shutdown count.

> Configured for **Kuwait Steel Industries Co.** during the configuration phase, demonstrated in user acceptance testing, and covered by the training and the 12 months of support included in this proposal.

MODULE 02 · INVENTORY, YARD & STOCK VALUATION

How it runs day to day

1. Billets received against the purchase order, weighed and put away by heat number and location
2. Material issued to a production order from a specific location, heat and bundle
3. Finished bundles received into the yard with weight, size, grade, heat and tag number
4. Offcuts, crop ends and rejects booked into the recovery location at an agreed valued rate
5. Deliveries picked by bundle tag, with heat numbers printed on the delivery note and certificate
6. Cycle counts reconcile the yard continuously and post the difference to the ledger with a reason

What you receive

Deliverable	Detail
Yard map	Sites, bays, racks and stacks mirroring the physical layout of the plant
Valuation policy	Costing method configured, tested on your data and reconciled to the ledger
Scrap recovery flow	Shop floor to valued stock to re-roll, sale or write-off, with approval
Stock reporting	Coverage in tonnes, ageing by heat, slow movers and stock-to-order visibility

Real time
Stock value in the ledger

Heat number
End-to-end traceability

Valued
Every offcut and reject

Tonnes
Primary unit of measure

MODULE 03

Accounting & Finance

A trial balance that is current every morning. Because production, the yard and procurement post as they happen, finance stops rebuilding the month and starts reviewing it. The inventory account agrees with the yard, work in progress is a real balance rather than a plug, and cost of goods sold is assembled from the production orders that actually ran.

What it delivers

Operations post themselves

Consumption, production output, stock moves, sales, purchases and payroll reach the ledger without a manual journal being typed.

Cost centre and analytic structure

Mill, fabrication, yard, maintenance, logistics and administration carried on every transaction, so a departmental profit and loss is a report rather than a project.

Landed cost on imported billet

Freight, insurance, customs, clearing and handling absorbed into the tonne cost of the consignment they belong to, before that billet is consumed.

Receivables control

Ageing, statements, credit limits and blocking rules per customer, applied at order entry rather than discovered at collection.

Fixed assets

Mill stands, rolls, cranes, furnace and vehicles on an asset register with automatic depreciation and disposal entries.

Budgets and variance

Budget per cost centre with actual and committed cost tracked against it, month and year to date.

Configured for **Kuwait Steel Industries Co.** during the configuration phase, demonstrated in user acceptance testing, and covered by the training and the 12 months of support included in this proposal.

MODULE 03 · ACCOUNTING & FINANCE

How it runs day to day

1. Operational documents post to the ledger in real time, tagged to their cost centre
2. Import consignments carry their landed cost into the tonne rate before consumption
3. Bank statements imported and matched against open items by rule
4. Depreciation, accruals and allocations run as scheduled period entries
5. Inventory, work in progress and cost of goods sold reconciled as part of the close checklist
6. Management accounts issued from the system rather than rebuilt in a spreadsheet

What you receive

Deliverable	Detail
Chart of accounts	Designed for a mill: material, conversion cost, yield loss and recovery separated
Opening balances	Migrated and reconciled to your last signed trial balance before go-live
Costing reconciliation	Stock ledger, work in progress and cost of goods sold tied to the general ledger
Month-end close checklist	A repeatable written procedure with an owner against every step

Daily	Per cost centre	Absorbed	Reconciled
Current trial balance	Mill, fab, yard, admin	Landed cost per tonne	Stock ledger to GL

MODULE 04

Purchase & Procurement

The billet price you agreed is the billet price you pay. Billet is the single largest line in the cost per tonne, and refractories, rolls, alloys, electrodes, gases and spares decide whether the mill keeps running. Procurement is therefore treated as a cost-control function: offers compared on landed cost per tonne, receipts weighed, and no invoice paid that the weighbridge and the purchase order do not both support.

What it delivers

Requests from the floor and from maintenance

Departments raise a request carrying its cost centre and budget line, routed for approval before any commitment is made to a supplier.

RFQ comparison on landed cost

Vendor offers compared on delivered cost per tonne — price, freight, duty, payment terms and lead time together — not on the invoice line alone.

Import and landed cost distribution

Letter of credit charges, freight, insurance, customs and clearing distributed across the consignment by weight or by value, automatically.

Vendor price agreements

Contracted billet and consumable prices, tolerances and minimum quantities enforced when the purchase order is raised, not checked afterwards.

Reorder rules for consumables and spares

Minimum and maximum levels with supplier lead time for refractories, rolls, electrodes, gases, packing and critical spares, so the mill does not stop for a stock-out.

Three-way matching with weight tolerance

Purchase order, weighbridge receipt and supplier invoice reconciled — including an agreed weight tolerance rule — before any payment is released.

> Configured for **Kuwait Steel Industries Co.** during the configuration phase, demonstrated in user acceptance testing, and covered by the training and the 12 months of support included in this proposal.

MODULE 04 · PURCHASE & PROCUREMENT

How it runs day to day

1. Requirement raised as a purchase request against a cost centre and budget line
2. RFQ issued to shortlisted suppliers and offers logged and compared on landed cost
3. Purchase order approved within the delegation of authority and issued to the supplier
4. Consignment received at the weighbridge; actual weight compared with ordered weight and tolerance flagged
5. Freight, duty and clearing added to the consignment so the tonne cost is complete
6. Supplier invoice matched three ways and scheduled for payment inside the agreed terms

What you receive

Deliverable	Detail
Procurement workflow	Request, RFQ, purchase order, weighed receipt, landed cost, matched bill
Approval matrix	Authority limits by amount, category and role, implemented in the system
Vendor master	Terms, price agreements and performance — on time, weight variance, quality
Landed cost model	Import charges allocated by weight or value to the true tonne rate

Landed
Offers compared per tonne

3-way
Match before payment

Tolerance
Weight variance flagged

Auto
Reorder on consumables

MODULE 05

Sales & Order Management

Quote on today's cost, not last quarter's. Selling steel is a margin-per-tonne business, and a quotation priced against a cost figure that is four to twelve weeks old is a guess. Once production posts its own cost, the salesperson sees the live margin on the quotation line — before the customer signs, not after the quarter closes.

What it delivers

Tonne pricing with size and grade extras

A base price per tonne plus size, grade, length and delivery-term extras applied automatically, so the same customer is quoted the same way by every salesperson.

Live margin at quotation

The quoted price is tested against the current actual cost per tonne, so a thin or negative deal is visible on screen before it is confirmed.

Contract and call-off orders

A framework tonnage agreed with a contractor, drawn down by call-offs, with the remaining balance and the price validity tracked automatically.

Fabrication quotations

Cutting list, weight take-off and labour estimate priced from the same cost model the workshop will use to produce the job.

Delivery scheduling

Committed dates checked against yard stock and the rolling schedule, so a promise made to a contractor is a promise production has seen.

Customer portal

Order status, delivery notes, mill certificates, invoices and statements available to the customer without a phone call to the office.

> Configured for **Kuwait Steel Industries Co.** during the configuration phase, demonstrated in user acceptance testing, and covered by the training and the 12 months of support included in this proposal.

MODULE 05 · SALES & ORDER MANAGEMENT

How it runs day to day

1. Sales order confirmed from an accepted quotation, with the credit limit checked at entry
2. Tonnage reserved from yard stock or scheduled into the rolling plan for the required size
3. Goods loaded and weighed out against a delivery note carrying heat numbers and tag numbers
4. Invoice raised on the weight actually delivered, not the weight originally ordered
5. Payment recorded, the customer balance updated and the credit position refreshed in real time
6. Margin per tonne reported by order, customer, product and salesperson

What you receive

Deliverable	Detail
Order-to-cash flow	Quotation, order, reservation, weighed delivery, invoice, collection
Price list structure	Base price per tonne plus size, grade and term extras, with validity dates
Delivery documents	Branded delivery notes and mill certificates carrying heat numbers
Sales analysis	Revenue, tonnage and margin per tonne by product, grade, customer and salesperson

At quote
Margin per tonne visible

Delivered
Invoiced on weighed quantity

Call-off
Contract balance tracked

Portal
Certificates and statements

MODULE 06

CRM & Marketing

Forecast the tonnes, not only the dinars. Contractors, traders, fabricators and government tenders each behave differently, and the rolling schedule needs to know what is coming in tonnes and sizes — not just in value. One pipeline holds every enquiry with its expected tonnage, grade and delivery window, so commercial expectation and production planning finally read from the same sheet.

What it delivers

Enquiry capture from every channel

Phone, email, WhatsApp, website and walk-in trader enquiries all land in one inbox with the source recorded, so nothing depends on one person's notebook.

Tender and project pipeline

A contractor's project tracked from tender to award to call-off, with the expected tonnage, sizes and delivery window attached to each stage.

Weighted tonnage forecast

The pipeline forecasts tonnes as well as value, which is the number the rolling schedule and the billet buyer actually need.

Follow-up discipline

Every open quotation carries a next action with an owner and a date; overdue follow-ups are surfaced to management instead of quietly ageing.

Win and loss reasons

Structured reasons — price, lead time, grade availability, credit terms — turn lost deals into a measurable pattern the CFO can act on.

Customer 360

Opportunities, orders, delivered tonnage, invoices, balance, credit limit and open disputes on one screen before a price is given.

> Configured for **Kuwait Steel Industries Co.** during the configuration phase, demonstrated in user acceptance testing, and covered by the training and the 12 months of support included in this proposal.

MODULE 06 · CRM & MARKETING

How it runs day to day

1. Enquiry captured and assigned by segment, territory or product line with its source recorded
2. Qualification logged: project, tonnage, grade, delivery window, decision maker and credit standing
3. Quotation built from the live price list with the margin per tonne checked before it is sent
4. Follow-up activities scheduled automatically until the customer gives an answer
5. Won opportunity converts to a sales order without a single field being retyped
6. Lost opportunity closed with a structured reason that feeds the win/loss report

What you receive

Deliverable	Detail
Pipeline dashboard	Live value and tonnage by stage, owner, segment and expected close month
Quotation templates	Your letterhead, terms, product catalogue and price extras
Follow-up automation	Reminders and escalation on ageing opportunities and quotations
Win/loss report	Conversion by source, segment, salesperson and reason for loss

Tonnes	**100%**	**1 click**	**0**
Forecast, not only value	Enquiries with a source	Quotation to sales order	Deals without a next action

MODULE 07

Analytics & Dashboards

Cost per tonne on the first screen, every morning. The point of the whole implementation is that the CFO stops asking for a number and starts reading it. Dashboards are built on live transactions, and every figure is clickable down to the production order, the weighbridge ticket or the invoice that produced it — so a number can be challenged and verified inside the same minute.

What it delivers

CFO cockpit

Cost per tonne, margin per tonne, yield percentage, recovered scrap value, working capital and receivable ageing on one screen, refreshed from live transactions.

Yield and recovery analytics

Weight in against weight out by product, shift, stand and month, with the value of recovered offcuts set against the yield loss it came from.

Drill-down to the document

Click a cost per tonne and land on the production orders, material issues and invoices that produced it — no separate reconciliation exercise.

Budget against actual by cost centre

Mill, fabrication, yard, maintenance and administration, month and year to date, with committed cost included alongside actual.

Scheduled report pack

A daily production and cost sheet and a monthly management pack emailed automatically to the people who are meant to read them.

Mobile view

The handful of numbers the CFO and the general manager need, readable on a phone away from the plant.

> Configured for **Kuwait Steel Industries Co.** during the configuration phase, demonstrated in user acceptance testing, and covered by the training and the 12 months of support included in this proposal.

MODULE 07 · ANALYTICS & DASHBOARDS

How it runs day to day

1. The management questions defined with the CFO in the discovery workshop and written down
2. Each KPI mapped to the exact transactions that supply it, and its definition documented
3. Role dashboards built for finance, production, procurement, sales and the general manager
4. Access assigned so each role sees the data it owns and nothing it should not
5. The report pack scheduled for automatic daily and monthly distribution
6. Reviewed after go-live and tuned to how the team actually works, inside the support period

What you receive

Deliverable	Detail
CFO cockpit	The leadership dashboard: cost, margin, yield, recovery, cash and receivables
Operational dashboards	Production, yard, procurement and sales views for the people running them
Report pack	Daily production and cost sheet, monthly management pack, distributed automatically
KPI definitions	Documented so that cost per tonne means exactly one thing across the company

Daily
Cost per tonne

Live
No manual refresh

Clickable
Down to the document

Scheduled
Automatic distribution

DELIVERY

Implementation methodology

Approximately 12–16 weeks from kick-off to go-live. Phases overlap where it is safe to overlap them. Each phase closes with a written acceptance note; if no written objection is raised within five working days of a deliverable being submitted, it is deemed accepted.

Phase	Key deliverables	Timing
Phase 1 · Discovery & cost model	Process mapping across mill, fabrication and yard; agreement of the costing model, the cost centres and the definition of cost per tonne; written solution design document	Week 1–3
Phase 2 · Configuration	System setup, chart of accounts, cost centres, product and grade master, bills of material, work centre rates, security roles and approval matrix	Week 3–7
Phase 3 · Development	Shop-floor terminal, weighbridge and tagging workflow, mill certificate and delivery documents, cost per tonne and yield reporting, CFO cockpit	Week 6–10
Phase 4 · Migration & UAT	Master data and opening balances migrated and reconciled; user acceptance testing on your own orders and heats; corrections and re-test	Week 9–13
Phase 5 · Training	Role-based training for finance, production, yard, procurement and sales, with written user manuals in Arabic and English	Week 12–14
Phase 6 · Go-live & hyper-care	Cut-over, go-live and thirty days of intensive on-site and remote support with daily review	Week 14–16

DELIVERY

How the project is governed

A project of this size fails on availability, not on technology. The commitments below are mutual, and they are the reason the timeline above is realistic.

What we need from you

1. A single project owner empowered to take decisions — for this project we recommend it sits with finance
2. Key users from the mill, fabrication shop, yard, procurement, sales and accounts available for workshops, testing and training
3. Legacy data — customers, suppliers, products, grades, stock and balances — in a readable electronic format
4. The chart of accounts, cost centre structure and opening balances signed by your accountant
5. Agreement on the costing model and the definition of cost per tonne before configuration begins
6. Phase acceptance notes reviewed and signed within five working days of submission

Assumptions this quotation is priced on

Assumption	Detail
Hosting	Cloud (Odoo.sh recommended); hosting fees and Odoo Enterprise licences are paid by the client directly to the provider
Sites	One production site with its associated yard and offices; additional sites can be added under change control
Named users	Up to 30 named users are included in the fee
Weighbridge and devices	Existing weighbridge, scanners and tablets are made available; hardware supply is not part of this quotation
Language	System interface, training and documentation delivered in Arabic and English

INVESTMENT

Commercial proposal

NET INVESTMENT

12,500.000 KWD

Special discount applied — you save 2,000.000 KWD against the list price of 14,500.000 KWD. Covers the 7 modules listed in this proposal for up to 30 named users, including implementation, configuration, data migration, training, go-live and 12 months of support. Excludes hosting and third-party licences.

What the fee covers

Included	Detail
Implementation of all modules	The 7 modules described in this document, configured to your processes
Costing and valuation design	The cost model, cost centres, work centre rates and the definition of cost per tonne
Data migration	Master data and opening balances migrated, reconciled and signed off before go-live
Custom reports and documents	Cost per tonne, yield and recovery reporting, mill certificates and delivery documents
Training	Role-based sessions for every department, with written manuals in Arabic and English
Support	12 months from go-live, including thirty days of hyper-care immediately after cut-over

INVESTMENT

Payment plan

Every instalment is invoiced against a delivered and accepted milestone. You pay for what you have received, in that order.

Milestone	Trigger	Share	Amount (KWD)
1 · On signing of this proposal	Kick-off scheduled and the discovery workshops booked	30%	**3,750.000**
2 · Configuration completed	System configured, cost model and chart of accounts accepted in writing	30%	**3,750.000**
3 · UAT and training completed	User acceptance testing signed off and role-based training delivered	20%	**2,500.000**
4 · 30 days after go-live	Thirty days of hyper-care completed after the live cut-over	20%	**2,500.000**
Total (net)		**100%**	**12,500.000**

Optional and out-of-scope rates

Item	Detail	Rate (KWD)
Annual support & maintenance	Optional, after the 12 months included — 20% of the contract value per year	2,500.000 / year
Additional named user	Beyond the 30 users included (one-off setup per user)	45.000
Out-of-scope development	Quoted and approved in advance under change control, charged per hour	25.000 / hour

Each invoice is payable within **15 days** of issue. Prices are quoted in Kuwaiti Dinar and exclude hosting fees, Odoo Enterprise licences and any third-party subscription.

TERMS

Commercial terms & conditions

Term	Detail
Validity	This quotation is valid until 2 September 2026. After that date the commercial terms are reconfirmed before acceptance.
Invoicing	Each instalment is invoiced against a delivered and accepted milestone and is payable within 15 days of issue.
Hosting & licences	Hosting, Odoo Enterprise and third-party subscriptions are paid by the client directly to the provider, separately from this quotation. We will procure them on your behalf at cost if you prefer.
Acceptance	Each phase closes with a written acceptance note. If no written objection is raised within five working days of a deliverable being submitted, that deliverable is deemed accepted.
Change control	Any addition to the agreed scope is documented in a written change request stating its effect on cost and timeline, and proceeds only once both parties sign it.
Data ownership	All data entered into the system is and remains the exclusive property of Kuwait Steel Industries Co., and is released as a standard restorable backup on request.
Confidentiality	Commercial, technical, production and financial information exchanged between the parties is kept confidential during the project and for three years afterwards.
Support scope	The 12 months of included support cover corrective support, user questions and configuration assistance on the delivered scope. New development is quoted separately.

THE SUPPLIER

Why Dexor

You are buying an implementation, not a licence. The distinction matters most in a plant where the value of the system is decided by how accurately it models the way steel is actually made and costed here.

A licensed Kuwaiti entity

Dexor Integrated Computer Solutions Co. W.L.L. — Commercial Register 551952, trade licence 2026/14049, activity code 620213, State of Kuwait. You contract with a registered local company, not with a remote reseller.

Costing before configuration

We agree the cost model, the cost centres and the definition of cost per tonne in writing before the first screen is configured. The software follows the accounting, not the other way round.

Built for the people who will use it

The shop floor gets a terminal it can operate in a hot mill with gloves on; finance gets the ledger it can defend to an auditor. Both come from the same transactions.

Accountable milestones

Written acceptance at every phase and payment tied to it, so at any point in the project you know exactly what has been delivered, what has been paid and what is next.

Bilingual delivery

Documentation, training and support in Arabic and English, by a team based in the region and reachable in your working hours.

Support that starts at go-live

12 months of support are included from the go-live date, beginning with thirty days of hyper-care while the first month-end closes on the new system.

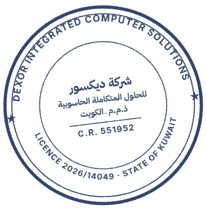
NEXT STEP

Acceptance

To proceed, sign below and return one copy. We will issue the implementation agreement referencing this quotation (DX-2026-008) and schedule the kick-off workshop within five working days.

Summary	Detail
Client	Kuwait Steel Industries Co.
Quotation reference	DX-2026-008
Modules in scope	7 modules as listed in this document
Named users	30
Implementation period	Approximately 12–16 weeks from kick-off
Net investment	12,500.000 KWD (list price 14,500.000 KWD)
Support included	12 months from go-live

For Dexor Integrated Computer Solutions Co. W.L.L.



ENG. HISHAM · AUTHORISED SIGNATORY

For Kuwait Steel Industries Co.

NAME, POSITION, SIGNATURE & COMPANY STAMP

Questions on any part of this proposal are welcome before signature — info@dexor.ae · +20 15 501 42 885.