

Attachment 1



inaya POS Pricing  
2024

# Cost Types

inaya has two types of costs:

- Implementation Costs
- Running Costs

## Implementation Costs

Implementation costs are the initial costs required to implement inaya at your site. Because of this they are required to be paid at once before inaya is installed and implemented at your site.

## Running Costs.

Running costs are required to maintain a healthy running implementation of inaya. They last for the lifetime of the product and are charged on a monthly basis. This covers the cost of

- License
- Support And Maintenance
- Offsite Backup
- Continuous upgrades

For clients who have a *good internet connection* and prefer **not** to have a physical server on site they can opt to rent cloud servers via the cloud hosting plan.

## inaya Editions

Furthermore inaya is sold in three editions.

- Lite Edition

- Standard Edition
- Premium Edition

The editions differ in the number of features they have with Lite Edition having the smallest amount of features and the Premium edition having all the features that inaya has to offer.

## **Lite Edition**

inaya Lite Edition is the most affordable edition of inaya. It has just the minimum amount of features running. It includes all the features of inaya except the ones found in Standard Edition and Premium Edition.

The feature it contains

- Register items in store
- Item Batch management
- Stock management
- Expiry Date notifications
- Multi stores
- Payment by cash/prepaid
- A4 and Thermal receipt printing.
- Advance payment
- Cash box management
- Pending Bills Tracking
- Bill discount
- Multi level Approvals
- Barcode scanner
- Customer management
- Sales reports

## Standard Edition

The standard edition of inaya is the most pragmatic edition of inaya. It adds a couple of features to the Lite Edition to tackle more complicated problems of your organization.

The features it adds are:

- Multiple Locations
- Vendor Based Procurement
- Loyalty Programmes
- Multi Currency
- Multiple Billing Categories
- Credit Sales (Postpaid and Invoices)
- Manufacturing
- Restaurant/ Bar Mode

## Premium Edition

The premium edition of inaya is the most comprehensive and versatile edition of inaya. It lives to the holistic approach of inaya by being able to touch most (if not all) aspects.

Its built on top of the standard edition and adds the following features:

- IFRS Accounting
- Budget
- Inventory Requisitions
- Asset Tracking
- Payroll

## Pricing

The pricing is based on the number of users that will be logged in at the same time. We call these **live users**.

You will pay the implementation fee once before the start of the implementation. After implementation is over you will then start to pay a fixed amount per month.

## Implementation Costs -- TZS

No Of Live Users	Lite	Standard	Premium
2	250,000	400,000	750,000
5	500,000	750,000	1,000,000
10	750,000	1,500,000	2,000,000
20	1,500,000	2,500,000	3,500,000
35	2,500,000	4,000,000	6,000,000
50	4,000,000	6,000,000	8,000,000
70	6,000,000	8,000,000	12,000,000
Above 70	negotiable	negotiable	negotiable

## Running Costs (per month) -- TZS

No Of Live Users	Lite	Standard	Premium
2	35,000	50,000	80,000
5	80,000	110,000	165,000
10	110,000	165,000	330,000
20	165,000	275,000	495,000
35	275,000	495,000	715,000
50	495,000	715,000	935,000
70	715,000	935,000	1,155,000

Above 70	negotiable	negotiable	negotiable
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### Cloud Hosting(per month) -- TZS

No Of Live Users	Lite	Standard	Premium
2	10,000	15,000	20,000
5	20,000	55,000	80,000
10	35,000	75,000	110,000
20	55,000	110,000	165,000
35	110,000	165,000	275,000
50	165,000	275,000	385,000
70	275,000	385,000	550,000
Above 70	negotiable	negotiable	negotiable

The running costs and cloud hosting costs are referred to as **subscription fees**.

**NB:**For clients outside Dar-es-salaam Tanzania, the client will cover the transport and remote expenses of the implementation team.

### Postpaid Option

There is a postpaid option for subscription fees, however it is subject to the following conditions

- It costs 20% more than the prepaid option
- The bill must be paid within one month from the day of the activation of the postpaid option

### Package Switching Fee

If the client wants to upgrade by either increasing the number of live users or upgrading to standard or premium edition then the amount already paid will be deducted from the price of the upgrade.

## **Additional Costs**

For clients outside Dar-es-salaam, Tanzania the client will cover transport and remote expenses of the team visit during implementation and any support visit.

The remote expenses rate is **100,000/=** per day. The transport fees varies depending on the distance from Dar es Salaam and will be shared before the trip.

# **Payment Schedule**

## **Implementation License**

For implementation Users will be granted a free implementation license, which will cover running costs, license and cloud hosting. and it will last for:

- 30 days for up to 35 users
- 60 days for more than 35 users.

The implementation license is expected to be used during implementation and testing of the system. implementation phase is considered completed once the implementation license expires, after which the support phase kicks in.

## **Fixed Pricing Mode**

- 50% Implementation Fees Before start of Implementation
- 50% Implementation Fees After implementation Ends
- Running Costs and Cloud Hosting monthly, after the implementation license expires.

Other Services

## Virtual EFD (VFD)

inaya has been integrated into Tanzania Revenue Authority (TRA) Virtual EFD service (VFD). This allows you to generate EFD Receipts without requiring to have an actual physical EFD device, thus allowing you to save money required to purchase the EFD hardware.

Inaya can generate receipts which have TRA verification code and QR-CODE that can be used to verify the receipt. This saves you the time of reentering the receipt in a device and can reduce errors.

This service costs **240,000/=** per year

## Other Services

### Intelligent SMS

inaya offers intelligent sms services that can automatically or manually send sms based on the data that's on the system. Smart criteria and schedules can be applied which will send out custom personalized SMS based on the data that's on the system. E.g an sms to clients whose invoices are more than 45 days overdue.

Our SMS are sold in bundles as shown below. The bundles are prepaid.

No Of SMS	Lite
500	25,000



1,500	70,000
5,500	225,000
15,500	600,000
55,500	2,000,000
Above 55,000	negotiable

## Price Changes

The prices indicated in this document are subject to annual reviews, however it is guaranteed that any changes made to the prices will not exceed 30% of the previous year's price. These changes will be communicated 60 days before they become active.