

Different types of Report in BOQ and Implementation Challenges



Internship Report on Different types of Report in BOQ and Implementation Challenges



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Subject: Submission of the Internship Report on a “Different Types of Report in BOQ and Implementation Challenges”.

Dear Sir,

It is a great pleasure and honor for me to submit the report of my internship on “Different Types of Report in BOQ and Implementation Challenges”. In this report, I have tried to analyze a new it product and its features which is developed by AIMS (BD) Ltd, a sister concern of DreamApps.

I have prepared this report in a details format with adequate information search and to prepare an effective & creditable report, I have tried my level best to conduct this in a professional manner.

I have found the study to be quite interesting, beneficial & insightful. I hope that you will find this report worth of all the labor I have put in it.

I welcome your entire query & take pride to answer them.

Thanking You.

Mohammad Kamrul Hasan Razib

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Acknowledgements

This is high time for me to convey my deepest gratitude and sincere submission to the Almighty Allah for giving me the opportunity to accomplish such a huge task of preparing this report.

Then I would like to acknowledge guidance and effort of Internship and placement committee for arranging such a nice program for co-relating theoretical learning with real life situation. It's a pleasure to convey my heartiest gratitude and greeting to my honorable supervisor G. M. Shafayet Ullah, Internship Supervisor, BRAC Business School. Without his co-operation, it would not be possible to prepare the report into a nice ending.

I would also like to acknowledge and thanks the following personnel who has extended their whole-hearted co-operation for preparing the report. I would like to thank Mr. Abdul Mueed (Technical Director, AIMS) and A. N. M. Sadiqur Rahman (Sr. Application Specialist, AIMS), who helped me the most to prepare the report. I am also grateful to Mr. Moniruzzaman Munna, Operation Director of AIMS, who has given me the opportunity to do my internship in AIMS.

I would like to convey my gratitude to my internship supervisor G. M. Shafayet Ullah for giving me such excellent opportunity to work on **“Different Types of Report in BOQ and Implementation Challenges”** and particularly for his continuous guidance while I was doing my fulltime job in AIMS.

Finally, I would like to convey my heartiest thanks and gratitude to all of my teachers, friends, and many others who extend their support to prepare the report.

Executive Summary

Advanced Information Management Solutions (BD) Ltd. (AIMS) is an ERP (Enterprise Resource Planning) software provider company in Bangladesh who are providing the DreamApps ERP software. With the expert IT professionals of AIMS, DreamApps made a new IT software product BOQ (Bill Of Quantity), which is for the Real Estate companies and also as well as for the architects and civil engineers. This report provides an overview of the newly developed BOQ software and different types of reports generated from it. This report also shows the challenges met through the process of implementation of BOQ.

This report is prepared as a requirement of the course Internship (BUS 400). I selected Advanced Information Management Solutions (BD) Ltd. (AIMS) to work with them as an application specialist, who developed the BOQ software and also the sole distributor of this product. Working for a time frame with this company, I came to know various kinds of implementation & marketing tools which are used here. I worked not only as an Application Specialist but also as a marketing executive of the Company. ERP modules take care of all the back-end operations relating to Procurement, Distribution, Manufacturing, Human Resource, Logistics and Accounts. AIMS provide ERP solution for Garments (Knit, Woven, Sweater), Schools, Pharmaceuticals, Retail Sales, Transport Business, Hotel Management and Real Estate - are in operation, amongst a range of satisfied clients. DreamApps engine is built on state-of-the-art technologies like Java and XML and is way ahead of its competition in portability, connectivity and inter-operability. It can connect to most popular databases like Microsoft SQL Server, Oracle and PostgreSQL. It can also communicate with any other application using standard-based technologies. BOQ module is developed by using all these facilities and it is capable of doing all the required works of a Real Estate company.

ERP software is no longer a foreigner but plays a vital role in business transactions. The use of BOQ ERP software is the tool brings varying data together and turns it into the efficient processing of funds for the Real Estate industries. This processing or transactions, is a function that automates well, design of the actual process and work flow still remains in the hands of the human being.

AIMS (BD) Ltd. possess the vision to evolve into a globally competent software house offering quality ERP software solution and services to Customers around the world with DREAM (Dynamic Resource Extended Application Management) technology.

Table of Contents

Chapter 1: Introduction	1
1.1 Introduction	2
1.2 Origin of the report	2
1.3 Objective	2
1.4 Scope	2
1.5 Methodology	3
1.6 Limitations	3
Chapter 2: Organization Overview	4
2.1 Introduction to AIMS	5
2.1.1 Background and History of the company	5
2.1.2 Company Summary	6
2.2 Function of the Organization	7
2.2.1 Function of Top Management	7
2.2.2 Function of Executive Management	7
2.2.3 Function of Marketing and Sales Department	8
2.2.4 Function of Implementation Department	10
2.2.5 Function of Research & Development Department	10
2.3 Role of the Organization in the Economic Development of Bangladesh	12
2.4 Organogram of the Organization	12
2.5 Programs of the Organization	13
2.5.1 Present Programs of the Organization	13
2.5.2 Future Program of the Organization	13
2.6 AIMS and DreamApps	13
2.6.1 Mission	13
2.6.2 Vision	14
2.6.3 Objective of different Departments	14
2.7 SWOT analysis	16
2.7.1 SWOT Analysis of AIMS	17
Chapter 3: Internship Experience	20
3.1 Job description	21
3.2 Job Responsibility	21
3.3 Learning Outcome	22

3.3.1	I'm not alone.....	22
3.3.2	To keep presenting.....	22
3.3.3	How to behave in the office	22
3.3.4	How to build my resume.....	22
3.4	Critical observations & recommendation.....	23
Chapter 4:	Project Part.....	24
4.1	Brief on the Project.....	25
4.2	Brief on ERP.....	25
4.2.1	Advantages of ERP Systems.....	25
4.2.2	Why ERP in Real-Estate?	25
4.2.3	DreamApps Real-Estate Product (BOQ).....	26
4.2.4	Features of BOQ.....	26
4.3	Brief on BOQ.....	28
4.3.1	Current Situation without the BOQ.....	28
4.3.2	System Description of BOQ	28
4.3.3	Technical Analysis of BOQ	29
4.3.4	Sales and Marketing	30
4.3.5	Implementation of BOQ	31
4.3.6	Protocols.....	33
4.4	BOQ Reports	33
4.4.1	Reports	34
4.5	BOQ Implementation Challenges.....	54
4.5.1	Understanding and preparation	54
4.5.2	Participation of the Business Stake holders.....	55
4.5.3	Security issues.....	55
4.6	Recommendation.....	55
Chapter 5:	Conclusion.....	56
References.....		58

Chapter 1: Introduction

1.1 Introduction

In BRAC Business School students has to do an internship of three month to earn their BBA Degree. Students have to do internship program as a practical orientation to the work place where he/she can combine the theoretical knowledge with practical work experience and also helps the student to understand the corporate culture, professionalism attitude and behavior and how theories are applies into real life. So to fulfill this requirement, I have joined Advanced Information Management Solution Bangladesh Limited (AIMS) as an intern from September 2013. So,based on the knowledge and experience I have gathered by working for last three months, this internship report is prepared.

1.2 Origin of the report

The report was assigned to me as a requirement of the Internship program, a prerequisite for the completion of the BBA Program at BRAC University. The proposed topic of this project report is - Different types of Report in BOQ and Implementation Challenges

1.3 Objective

The objectives of this report are:

- To fulfill the requirements of the project program of the BBA degree
- To find and describe Different Types of Report in BOQ and Implementation Challenges
- To know about the product BOQ and its features
- To know about the implementation of BOQ and the challenges of implementation
- To study the organizational aspects of AIMS BD Ltd.
- To find the problems and give recommendations by analysis and observations.

1.4 Scope

This report is made only for academic purpose and to fulfill the requirement for internship. This report has covered the direct and indirect aspects of BOQsoftware system, including the benefits and challenges.

1.5 Methodology

For this report, information has been gathered from both primary and secondary sources.

Primary Sources:

For primary data, several face-to-face interviews have been conducted with officials from different departments. Information provided by them has been very important for this report.

- Mr. Abdul Mueed, Technical Director, AIMS
- Mr. Moniruzzaman Munna, Operation Director of AIMS
- A. N. M. Sadiqur Rahman, Sr. Application Specialist, AIMS

Secondary Sources:

For secondary data, I have searched the internet to collect relevant data's for my report which I have included in the reference section of my report.

1.6 Limitations

While gathering information, analyzing and representing them I have faced some limitations.

However, despite the limitations, I have tried hard to prepare a comprehensive and rather interesting report. The overall limitations of the report are mentioned below:

- The major limitation factor for this report was primarily the reluctance and strict devotion to confidentiality maintenance attitude show by the officials of AIMS.
- Some statistical and qualitative data which were needed for the report, were not fully obtained because of the Finance and Accounts officials. They did not disclose their financial data's because of the organizational confidentiality.
- When I made interview with the director and manager and also the executives, they did not provide their accurate internal information to me and this becomes difficult for me to prepare the report perfectly.

Chapter 2: Organization Overview

2.1 Introduction to AIMS

2.1.1 Background and History of the company

AIMS (BD) Ltd. stands for Advanced Information Management Solution Bangladesh Limited and deals with DreamApps product. DreamApps stands for Dynamic Resource Extended Application Management. At first DreamApps, Inc. launched their company as a name of Open Sesem in the USA in 1978. A group of people in the USA known as the VC (Venture Capitalists) provided necessary fund to Mr. Ashok Chottopadhai, founder of DreamApps, Inc. for preparing ERP (Enterprise Resource Planning) solution software. Mr. Ashok switched from USA and started business in Singapore by establishing a new company named Advance ERP Singapore. Day by day DreamApps became more popular because of unlimited facilities and services.

In 2010, KaziGolamFarook started a new company in Bangladesh as the name of AIMS (BD) Ltd. The company provides DreamApps products throughout Bangladesh. The founders of AIMS (BD) Ltd. came directly from the DreamApps, Inc. So they have all the skills and trainings required to run a new company in an IT sector.

The achievement of DreamApps ERP is huge. Near about 260 companies already use DreamApps ERP. Such as Abul-Khair Group, Walton, Destiny2000, Meghna group, Cambrian College, Singer, General Automation, RB Group, Al-Amin Group, BSB Global Network, Beximco Pharmaceutical and so on.

From the very beginning of AIMS, the managing director Mr. KaziGolamFarook started to encourage his software developer team to develop a new software which will be very useful for the Real Estate companies not only for the Bangladeshi Real Estate companies but also for the companies of the countries where the DreamApps are providing their services. With this target, the IT experts of AIMS succeeded in 2012 and they created a new module of DreamApps and named it to BOQ which means Bill Of Quantity.

2.1.2 Company Summary

Establish year	Open Sesem (1978), DreamApps, Inc. (1978) AIMS (1991)
Founder	Ashok Chottopadhai
Type	Global company
Corporate office (Bangladesh) AIMS BD Ltd.	Road#2,House 206,Baridhara DOHS Dhaka 1212, Bangladesh. Phone: 8837050 Web site: www.aimsbd.com
Corporate office USA & Singapore	DreamApps, Inc. Inc. 600 Townsend Street, Suite 120e, San Francisco, CA 94103-4959, USA. Phone (415) 230 0254, (415) 230 0254 Fax (415) 358 4988 9 Temasek Boulevard 31-00 Suntec Tower 2 Singapore 038989 Phone: +65 6332 0560, +65 6332 0560 Fax: +65 6336 7732
Key people	Ashok Chottopadhai (Chairman) MD. Faruk Hossain (Director) Md.Moniruzaman (Director Operation)
Products/Service	Real Estate (BOQ), Garments (Knit, Woven, Sweater, Pharmaceuticals, Recruiting Agencies, Hospital&Diagnostics, Retail Sales, Courier Services, Transport Business, Hotel Management
Employees	250
Countries are Covered	USA, Singapore, Bangladesh, Malaysia, Indonesia, Srilanka, India
Website	http://www.dreamapps.com http://www.advancederpbd.com

2.2 Function of the Organization

DreamApps, Inc. operated their business globally. DreamApps, Inc. has the great opportunities turn into as a multinational Company within 2025. As a brunch office of DreamApps, Inc. AIMS (BD) Ltd. run their activities successfully throughout the Bangladesh.

AIMS (BD) Ltd. provide ERP software that is developed by DreamApps, Inc. Total activities such as Advertising, Marketing, Sales, URS, Implementation, Customer Support, and Development all are run by the AIMS (BD) Ltd. throughout the Bangladesh.

2.2.1 Function of Top Management

Top management is very important part of corporate business. It is so important to develop a strong top management for keeping the pace of growth stable. AIMS (BD) Ltd. got a team of dedicated management team who are always keen to achieve the mission vision of the company. They are responsible for leading the company, monitoring companies' activities and maintain relationships with the other party businessman agent team. They act as innovator, entrepreneur, disturbance handler, resource allocator, and negotiator. Top management of AIMS (BD) Ltd. provides a vision of the future and sees the firm not as it is, but as it can be.

Therefore customer values and decisions are the starting point for the actual practice of the top management of AIMS (BD) Ltd., its policy and strategy. Calling for never-ending effort for improvement at all organizational levels, is the most important management concept of AIMS (BD) Ltd.

In the new era of rapid changes and knowledge-based enterprises, managerial work becomes increasingly a leadership task. Leadership is the primary force behind successful change. Top Management of AIMS (BD) Ltd. has all the leadership quality to lead this company to become the pioneer in business field. As per provisions of the Article of Association, Board of Directors holds periodic meetings to resolve issue of policies and strategies, recording minutes, and decisions for implementation by the Executive Management.

2.2.2 Function of Executive Management

The Managing Director heads the Executive Management, the MD who has been delegated necessary and adequate authority by the Board of Directors. The Executive Management operates through further delegations of authority at every echelon of the line management. The

Executive Management is responsible for preparation of segment plans, sub-segment plans for every profit centers with budgetary targets for every item of goods & services and is held accountable for deficiencies with appreciation for exceptional performance. These operations are carried out by the Executive Management through series of committees, sub-committees, ad-hoc committees, standing committees assisting the line management.

2.2.3 Function of Marketing and Sales Department

The workflow of the marketing department is defined by its functions. AIMS (BD) Ltd. has a marketing division responsible for marketing strategy, advertising, researching, promoting, conducting customer surveys, branding, public relations and creating of corporate style. All these responsibilities can be gathered in several main functions of the marketing department of AIMS (BD) Ltd.

These functions are as follows:

- Development of marketing goals and strategy
- Conducting marketing researches and monitoring customer needs
- Promotion and advertisement

Also specialists give the following marketing department functions:

- Managing customer relations
- Concentrating on customers
- Researching customers' habits
- Identifying customers' needs
- Analyzing customers' reaction to advertising
- Identifying customer's influential groups
- Collaborating with marketplace
- Specifying target audiences or market segments
- Processing orders and payments
- Getting feedback from target audience
- Researching new markets
- Managing vendors
- Managing budget
- Tracking competitors' activity

- Conducting advertising campaigns
- Preparing sales presentation materials
- Making marketing schedules
- Measuring effectiveness of marketing promotion
- Developing company and product brand
- Forecasting sales
- Planning sales
- Analyzing sales
- Reporting sales
- After sales support
- Analyzing price
- Developing price strategy
- Developing product and package design
- Online promotion

Development of marketing goals and strategy

One of the most important functions of marketing department of AIMS (BD) Ltd. is to design a set of written goals, objectives and strategies for marketing activities of the organization. This means establishing rules and business concept of how the organization will conduct itself on the market, what marketing instruments will be used, what goals will be set and what strategies should be applied to attaining effective advertising campaigns. The marketing department develops a market-based business strategy that provides unique value to the customers on all services and products of the organization. The strategy establishes the workflow in the marketing department so that each process within the workflow can be continually evaluated, measured, and improved until the marketing goals are successfully achieved.

Conducting marketing researches and monitoring customer needs

To introduce products and services into a market and create value in the mind of the customers, the managers of the marketing department in AIMS (BD) Ltd. need clear and appropriate information. The marketing research provides the facts and directions that the managers can use to make their important decisions for marketing and competitive activities.

Advertising and Promotion

Finding new customers is the key challenge for every business. Through creative advertising and promotion AIMS (BD) Ltd. attracts new customers and gain more revenue. The marketing department is responsible for providing product/service advertising and promotion. The function of advertising and promotion is especially important when the organization launches a new brand and it should be promoted by informing the customers of the brand's features and advantages.

2.2.4 Function of Implementation Department

Implementing an ERP system is no cakewalk. In a large organization, implementing an ERP system takes a lot of time. It is advised that experts of AIMS (BD) Ltd. should be advised for implementing the software. Implementation of an Enterprise Resource Planning system goes through various phases, such as, Planning, Process Assessment, Data migration, Education and Testing, and Usage and Evaluation.

Before implementing the software, AIMS (BD) Ltd. selected the team of capable people. They go through all the information of the organization. They look after the minutest thing and a plan is to be executed. Then a standard working procedure is constructed and the ERP system is examined. This leads to Data Migration. In this process, the experts identify the important data and transfer it into the system. After implementing the software, now the experts are educating the employees and the ERP system is being tested. Later, when the employees of the organization get used to Enterprise Resource Planning system, the system is being checked and is evaluated that is it facing any sort of error or not.

ERP software comes with a package of advantages for the business organization. First and foremost advantage is that it binds all the department of an organization and helps them communicate better. As the communication between the departments improve productivity and performance of the business organization also gets a boost. This software also helps to track down the progress of a particular project and increases the speed of work.

2.2.5 Function of Research & Development Department

The workflow of the research and development department of AIMS (BD) Ltd. is defined depending on the functions the department is associated with. There are several main functions such as follows:

- Researches for and development of new products
- Product maintenance and enhancement
- Quality and regulatory compliance

2.2.5.1 Researches for and development of new products

Usually, the primary function of the R&D department in AIMS (BD) Ltd. is to conduct researches for new products and develop new solutions. Each product has a finite commercial life. In order to be competitive, the company continuously needs finding ways for new technological development of product range. When researching and developing new products, both the R&D managers and their staff take responsibility of performing the following key tasks:

- Ensuring the new product meets the product specification
- Researching the product according to allocated budget
- Checking if the product meets production costs
- Delivering products in time and in full range
- Developing the product to comply with regulatory requirements and specified quality levels

2.2.5.2 Product maintenance and enhancement

Probably, this is the most important secondary function of R&D department in AIMS (BD) Ltd. It helps to keep the company product range ahead of the competition and enhance the life of products. Existing products should be maintained ensuring that they can be manufactured according to specification. For instance, an element required for an existing product may become obsolete. When this situation happens, the department is expected to discover an alternative quickly so that the product manufacturing will not be postponed. At the same time, the commercial life of a product may be extended through enhancing it in some way like giving it extra features, improving its performance, or making it cheaper to manufacture, etc.

2.2.5.3 Quality and regulatory compliance

Quality is a major issue and R&D department in AIMS (BD) Ltd. is deeply involved in ensuring quality of new products and attaining the required levels of regulatory requirements. In cooperation with the quality assurance department, R&D department develops a quality plan for

new products. When a company sells a product on the marketplace, it should keep regulatory compliance with legal requirements.

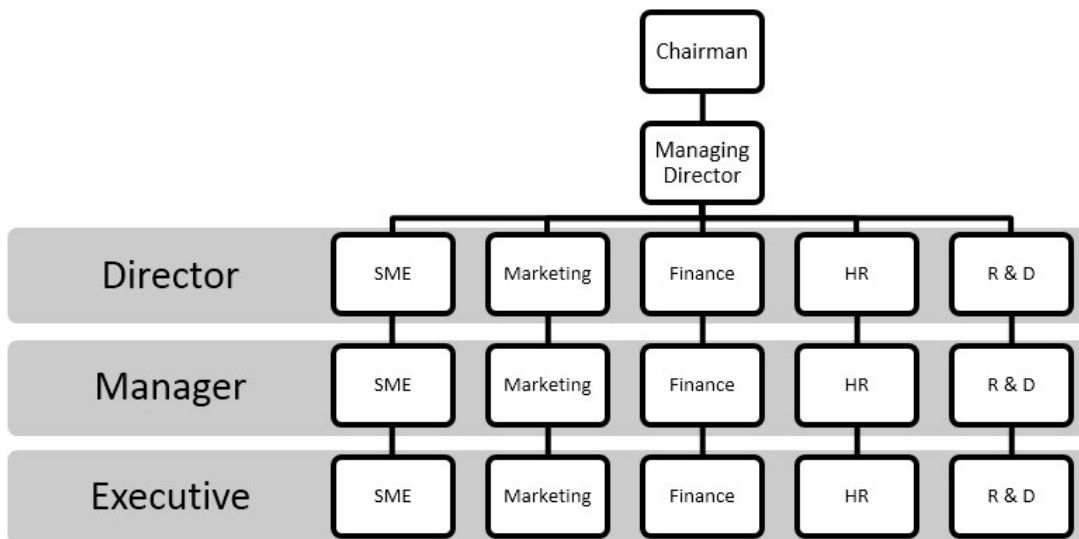
2.3 Role of the Organization in the Economic Development of Bangladesh

AIMS (BD) Ltd. plays a vital role for the economic development of Bangladesh. AIMS (BD) Ltd. believes youth is the best period to contribute the economic development. For that reason AIMS (BD) Ltd. provide the opportunity to the university students to develop themselves. The company’s HR department appoints student and train up them about the ERP. On the other hand there are many opportunity to learn ERP for other people who seeking job. They can make themselves a quality human resource to find the huge job opportunity in ERP sector. As well as it reduces the unemployment problem.

It is good news, today many big organizations using ERP in Bangladesh. Their production volume is increasing day by day. They contribute in GDP and GNP. AIMS (BD) Ltd. also provide ERP for small and mid-size business in a minimum price. So, they can also contribute in GDP and GNP in the economy of Bangladesh. AIMS (BD) Ltd. has many foreign clients. Bangladesh earns lots of foreign currency by selling ERP in abroad and has a good impact in BOT and BOP.

2.4 Organogram of the Organization

Figure: Organizational Structure



2.5 Programs of the Organization

2.5.1 Present Programs of the Organization

The current performance of the company is upright. Now nine projects are going on at a time. Among those French Fashion Knitting Privet Ltd., DODY Export Ware Ltd., A1 Corporation, M & J Group, MR Dying, Mustafa Group etc. Garment and Real estate software is selling at this time. Company makes more profit in present time. In this time it's product got more popularity. In this year company's turnover is increasing. The chairman is happy to see the performance of AIMS (BD) Ltd.

2.5.2 Future Program of the Organization

AIMS (BD) Ltd. going to organize many future programs. Upcoming year, the company is going to a contract agreement with Citycell. In that contract Citycell helps us to marketing our product to their client list. In near future the company will be signing contract with other new companies, which also helps to increase the sales volume. For understanding ERP easier the company will arrange many workshop in many university campus. That also helps them to make a better career in IT sector.

2.6 AIMS and DreamApps

2.6.1 Mission

- Promote DreamApps products in Bangladesh and global market with varied of products range and better service to enhance Software market.
- Upgrade and enhance software use to Corporate and SME business providing customized and affordable software solutions.
- Market study, understand business requirements, provide support accordingly and gain market share.
- Create business alliance to reach vast level of potential clients and ensure at most support. Develop DreamApps centric resources to provide better service globally including Bangladesh and establish DreamApps as true global product.
- Help organizations realize the needs and benefits of using software for business operations and promote our products to them.
- Develop DreamApps products in global standard to capture the global market share.

- Provide package with software solutions along with hardware in reasonable price for SME clients.

2.6.2 Vision

DreamApps, Inc. wants to be number one ERP service Provider Company in the world by providing an easy, effective, and efficient ERP system to the all kinds of organization.

2.6.3 Objective of different Departments

Different corporate objectives are given bellow:

2.6.3.1 Human Resource Departments

Broad Objective

To recruit the qualified employee, train up & develop them and providing their incentives, benefits and other motivational activities.

Specific Objective

- Selection the employee according to their performance or select from the external source
- Recruiting people for the par time and full time job
- Job analysis, job design, and job description
- Create a good relation among the employee

2.6.3.2 Sales Department Objectives

Broad Objective

The Sales department objective should be identifying the present market condition and sales volume is increasing.

Specific Objectives

- Monitoring, supervise and analysis of the competitor's activities.
- Receive sales order from company
- Ensure implementation of the products in coordination with the implementation department

2.6.3.3 Objective of Accounts and Finance Department

Broad Objective

The broad objective would be to maximize the profit and forecast the budget.

Specific Objectives

- If necessary then finance department will borrow the money from different banks
- Maintains all the accounts like recording of transaction, preparation final accounting reports, costing and budgeting, taxation, bookkeeping's, providing funds to the projects by using our own software

2.6.3.4 Research and Development Department

Broad Objective

Develop the product to face the challenges of modern era.

Specific Objectives

New product design and development

- Research about the product
- Research about the Market
- Research about the customer
- Develop the new product.
- Add value of the product
- Providing computer and other related accessories supports to the entire user.
- Maintenance of server and ensure smooth LAN operation
- Providing up to date technical and software support to all the sectors of AIMS BD Ltd.
- Train up about the development of the software

2.6.3.5 International Marketing Department

Broad Objective

We have to follow that marketing policy which is helpful to cross the border countries.

Specific Objectives

- Exploration of new markets all over the world
- Operating of export business in the different countries
- Provide training to field forces in overseas countries

2.7 SWOT analysis

SWOT is the acronym for Strengths, Weaknesses, Opportunities and Threats. It is an analytical framework to help summarize in a quick and concise way the risk and opportunities for any company across the value chain. A good SWOT should look into internal and external factors affecting the issue at hand.

- Factors pertaining to the **internal environment** of the company. These are usually classified as Strengths (S) or Weaknesses (W)
- Factors that are **external** to the company. These are classified as Opportunities (O) or Threats (T).

A SWOT analysis helps anyone match his/her company's resources and capabilities to threats and opportunities in the competitive environment. SWOT analysis can be very subjective, but adding weighting and criteria to each factor increases the validity of the analysis. Finally, a SWOT matrix can help pick the best strategy to implement and takes the SWOT analysis to the next step

SWOT Analysis		
I N T E R N A L	STRENGTHS	WEAKNESSES
	<ul style="list-style-type: none"> ▪ Define the strong points of the organization ▪ Core competences 	<ul style="list-style-type: none"> ▪ Define the weaknesses of the organization ▪ Certain flaws or mistakes that have been identified
E X T E R N A L	OPPORTUNITIES	THREATS
	<ul style="list-style-type: none"> ▪ Identify new opportunities in the market and in the general external environment 	<ul style="list-style-type: none"> ▪ Identify certain threats from the external environment of the organization, such as threats from competitors.

2.7.1 SWOT Analysis of AIMS

As AIMS sell all the products of DreamApps, so all the strength, weakness, opportunities and threats of the DreamApps products are considered as the strength, weakness, opportunities and threats for AIMS.

2.7.1.1 Strengths

- **Quality of Client references**
All of the clients of AIMS are highly satisfied with their products and they referred other companies to buy the products of AIMS.
- **Strong Customer Support**
AIMS do have a strong service and support team to give the customer support according to the customers demand.
- **Product Strength - Architecture & Compatibility, Integrated Solution**
The products of AIMS are designed to be compatible for all the users.

2.7.1.2 Opportunities

- **Growing demand for ERP products**
After the government use the term “Digital Bangladesh”, usage of ERP software by various companies has increased and this trend will increase day by day
- **Only provider of BOQ with ERP**
AIMS have developed the BOQ product using the DreamApps engine and it’s the only company in Bangladesh, which is providing this product with a complete ERP solution.

2.7.1.3 Weaknesses

- **Complex Product**
Any user of DreamApps must be an educated person, otherwise he/she cannot understand the process of work.
- **High learning curve for developers and end users**
Users and developers of DreamApps have to go through a long training session before using or developing the system.
- **High licensing costs**
Cost of the license of DreamApps is comparatively high
- **High switching costs**
Switching costs from other applications to DreamApps is also high.

2.7.1.4 Threats

- Competition from cloud based ERP firms like SAP, Oracle
Other multinational companies like SAP, Oracle are also selling their ERP solutions in Bangladesh which is alarming for DreamApps.

- Political Unrest
Due to political unrest in our country, many companies have reduced their business costs and for that reason sales of new products has decreased.

- Errors for using JAVA
DreamApps uses the JAVA platform to develop their system which is an open source product. But now-a-days, every user has to register their JAVA through an online registration process and install the updates regularly. Without the JAVA update, users face a lot of problems to view the reports generated from DreamApps.

Chapter 3: Internship Experience

3.1 Job description

The company I worked for, Advanced Information Management Solutions (BD) Ltd. (AIMS), is located in Baridhara DOHS, Dhaka. I worked as a Marketing and Sales Intern with the designation of Application Specialist. My job description were

- Responsible to explore new target markets, find and identify new customers to sale DreamApps products (Specially BOQ) and grow the business as well
- Proactively inform customers regarding our products and service
- Maintain branding of the company through online activities and campaigns
- Visit corporate clients regularly, establish and maintain good relationship with clients
- Email Marketing campaign designing and executing

3.2 Job Responsibility

The actual works that I did in AIMS were

- To know about the DreamApps products which they are selling
- Search and analyze for the potential customers using various resources provided by AIMS
- Create database of the potential customers
- Prepare sales presentations for different companies
- Take part in the advertising and promotional activities in social media and face to face communication

I basically learned what it takes to be a marketing and sales executive. My favorite experience of the internship wasn't necessarily the internship itself, but every time I go to a new company and met different types of corporate peoples.

3.3 Learning Outcome

My internship at AIMS has taught me more than I could have imagined. As the Marketing and Sales Intern, I feel my duties were different, and ever-changing. Sometimes it's tough to recall everything I have taken in over the past months, but I feel that these are some of the most beneficial lessons I have learned.

3.3.1 I'm not alone

Coming into this position, I felt that I had no idea where my career was going and I lacked confidence about what I could do and what I am really good at. My internship has definitely given me a better understanding of my skill set and where my career may take me, but most importantly, I've come to learn that I am not alone. This job has taught me that almost everybody is in my same position. Very few students know what they want to do, and it is something that is simply not worth worrying about.

3.3.2 To keep presenting

This was huge experience for me. I have always enjoyed making presentations, and always felt that I was pretty good at it. Yet, what this position taught me is that I really didn't have the presenting skills I thought I had. Giving presentations takes practice and I simply was not practicing enough. Giving sales presentations for a software company and giving presentations on your average term paper could not be more different. I had to learn to adapt a new tone with my presenting skills, something that took a little getting used to. This position kept me making something new everyday, and I can say that my presenting skills has improved drastically.

3.3.3 How to behave in the office

This being my first position in an office atmosphere, I didn't know exactly what to expect. The environment here at AIMS is quite relaxed, yet it taught me how to behave in the workplace. Simply working in the office and getting used to everything here has definitely prepared me for whatever my next position may be. Just observing the everyday events has taught me more about teamwork, and how people can come together to get things done. Although sometimes I have to remind myself to use my inside voice, I feel I've adapted to the office life relatively well.

3.3.4 How to build my resume

This internship has improved my skills a lot, both off paper and on paper. I didn't realize it all of this time, but this position served not only as a positive learning experience, but a resume builder

as well. I came into this with a resume that was basically naked, now I am leaving and I have lots of updating to do. My resume doesn't need a makeover, it needs to be restarted from scratch, and that's a good thing. I underestimated how much work I did that actually translates to my resume.

I'd also like to thank everyone of AIMS, who has helped me out. This has truly been a great learning experience and I'll be forever indebted to those who gave me a hand here.

3.4 Critical observations & recommendation

As we know that, most of the company agreed that their previous manual system could not save their time and minimizing the cost of the organization. So it's clear that AIMS have huge demand of their product and incidentally they should make a strong sales & implementation team for future.

Most of the customers of AIMS says, it took less time to import data into the MRP/ERP system & they are confident for the system to go live transactions. So it's a big complement for AIMS and they should maintain their software's potentiality and day by day try to develop their software base on customer demand.

Most of the company agreed that the system function to the expectation as AIMS promised. So they should maintain more and more of their software's potentiality and day by day try to develop their software base on customer demand.

This is proved by the research that, there was great resistance by the employees of their company to use the new software. The main reason of this is lack of knowledge about the ERP software.

Finally it can be said that AIMS has great market of ERP software. The quality of ERP is very high and standard and they have the ability to capture the SME market. The demand of ERP is high; they know this by the research. So AIMS should make a strong sales and implementation team for future and should maintain their software's potentiality.

Chapter 4: Project Part

4.1 Brief on the Project

During my internship at AIMS, I came to know that, they sell various types of ERP products for different types of businesses. Using the DreamApps engine, now they have developed a new product BOQ for the real estate companies.

The BOQ software system would allow the real estate companies to do their various types of works more efficiently. Different types of reports generated from BOQ can help the companies in various ways. They can prepare the budget for any project more accurately, which also helps to reduce the entire working time to finish a project and maximize the profit of the companies.

I thought that it would be quite interesting if I did a report on “Different types of Report in BOQ and Implementation Challenges” and would give us an insight. The report is an essential part of my internship and I have tried my level best to collect all the direct and indirect data in order to provide a complete overview. I have put my best efforts to focus strongly on the topic, so that the reports generated from BOQ software system could be clear to us. I am grateful to my academic supervisor for allowing me to work on the topic.

4.2 Brief on ERP

4.2.1 Advantages of ERP Systems

There are many advantages of implementing an EPR system. A few of them are listed below:

- A perfectly integrated system chaining all the functional areas together
- The capability to streamline different organizational processes and work flows
- The ability to effortlessly communicate information across various departments
- Improved efficiency, performance, and productivity levels
- Enhanced tracking and forecasting
- Improved customer service and satisfaction

4.2.2 Why ERP in Real-Estate?

Real estate and construction business process is different as project completion period is longer. This project based business is mostly managed manually or by using Excel and piece meal solution which causes numerous problems in accuracy, time management etc.

- Duplication of work

- Lack of coordination among the departments
- Cost controlling is difficult
- Timely decision is hampered
- Cash managing is problematic

4.2.3 DreamApps Real-Estate Product (BOQ)

DreamApps Real estate ERP is an industry specific solutions, covering all areas of real estate and construction business operations. Uniqueness of solutions;

- Integrated
- Simplification of BOQ Estimation
- Budget and actual variance analysis
- CPM based activities monitoring
- Auto purchase requisition generation for each elements from BOQ
- Auto labor bill preparing for each job done
- Auto material consumption calculation
- System generated alerts for planned jobs
- System generated auto mailing system to customers
- Message to management for delays
- Online data entry from remote location

4.2.4 Features of BOQ

“Bill of Quantity” (BOQ) is totally an integrated and customization business operating system. As we know that, now a day’s, one of the most growing businesses is Real Estate business, so AIMS is proposing their software BOQ for the developers to take care of all the back end operations related to Procurement, Distribution, Manufacturing, HR, Logistics and Accounts.

- Through BOQ, a user can even access important information and perform critical tasks using his/her cell phone.
- If BOQ is installed for once, then it can be used for different SBU’s of a single company.

- It can be connected to most popular databases such as PostgreSQL server, Microsoft SQL Server, Oracle and any other standard based technologies.
- It can be customized and reconfigured according to business process need.
- Developers need an organized database to be maintained and BOQ is the most flexible web based ERP solution for them.
- BOQ provides unlimited user access and high speed data processing capability.
- BOQ is a multi-user system that is highly scalable and fully platform independent.
- BOQ facilitates secured object transfer through firewalls using standard
- Project estimations can be generated by giving the land measurements before starting any project.
- Based on land information system will generate a feasibility report with profit and loss indication.
- Scheduled and actual dates can be assigned to the project and project floors
- Option for job level scheduling
- Each floor (or alternate project breakdown structure) can be assigned jobs to be executed
- The system provides reports of materials required by job, by floor and for the full project
- Controls implementable to verify purchasing against estimates
- Possibility to manage labor rates by floors
- Possibility to create project budgets by accounts and period for revenue and expense
- Automated (configurable) rules for monthly WIP asset and revenue allocation generation
- Automated (configurable) rules for allocating Head-office costs / Management Overhead to individual projects
- Automated job progressing from contractor billing (contractor liability and job progress can be handled from one booking, if required). Alternate configuration options are possible.
- Inter-project material transfers
- Various possible approaches for managing cash advances to project sites and managing adjustment entries
- Project Profitability reports
- Various reports for the management

4.3 Brief on BOQ

4.3.1 Current Situation without the BOQ

Now-a-days world market has been growing so fast that it's become an important issue to cope up with the pace during own business. For adapting into this sporadically separated business one has to have an advanced information technology where we can continue our business activities. For many years, our country has faced such critical problems like this while enhancing their own good. Management information system is not only a computer systems - these systems encompass three primary components: technology, people (individuals, groups, or organizations), and data/information for decision making. The current system we have, is not as appropriate as defining all the solution to the problems at once. We have to go through different sources to find one solution and again for finding others. This technology is not suitable for a developing country like ours.

What we need is a complete solution package for upgrading our way of activities and it has to be time consuming. But what we have is just a couple of software's which can solve a particular problem not the entire solution. For this situation we are facing huge technological set back which stands in front of our advancement like a giant. We need to create business alliance to reach vast level of potential clients ensure at most support.

To improve our business capability and workability, this information software has to change in such a way that the user should get the right outcome at the right time and can develop the organization in such an authentic way which can lead to the organization towards global market.

4.3.2 System Description of BOQ

DreamApps is one of the world most flexible web based ERP solutions, which has numbers of features to place its status to international standards for serving large/medium/small organizations of all business. This is a totally integrated & customizable Enterprise Business Operating System. Dream Apps ERP/MRP modules take care of all the back-end operations relating to procurement, Distribution, Manufacturing, Human Resource Logistics & Account. This system's objective is to develop DreamApps centric resources to provide better service globally including Bangladesh and established DreamApps as true global products. This provides packages with software solutions along with hardware at reasonable price for SME client.

Some precious features of DreamApps are briefed hereafter for better understanding of its power.

- **Total browser based solution:** DreamApps is completely web based ERP solution. User can open browser window from any place and can access to concerned system using user ID and password.
- **Developed in Java completely:** The main engine is developed in Java and able to integrate with any other system.
- **High system security**
- **Platform independent:** This can run in any operating system .User does not need to worry for operating system change.
- **Database independent:** DreamApps is database independent which gives it the flexibility to run in any database. For large organization where huge amount data generated every day should use SQL or ORACLE for better performance.
- **Run time customization:** this provides the opportunity to customize any part of the system even the user is on screen.
- **Unlimited customization:** DreamApps can be customized as much required for user need to serve the best support and fit.
- **Unlimited user access:** There is no limit of user in DreamApps solutions.
- **One time license**
- **Multi user:** DreamApps is totally developed as much multi user system. There is no issue of buying single or multi-user system.
- **Customized reporting:** DreamApps gives the options to generate any number of reports from the system.
- **High speed data processing capability.**

4.3.3 Technical Analysis of BOQ

The whole procedures for calculating the estimate budget for any construction project can be done in the BOQ through a series of procedures. The procedures are:

- Set Up
- FAR (Field Area Ratio) Calculation
- Civil Work

- Electric Work
- Plumbing Work
- Finishing Work
- Work Schedule
- Other Work
- Contractor Billing &
- Reports

In the Set Up Process, all the necessary set up procedures for running the BOQ software is done. The Set Up process includes creation of new project, creating the element id (Beam, Column, Pile, Slab, Wall etc.) are created. Then the diameter of the rod or rod grades is also defined here. Cost and Profit set up is also another function of the set up procedures.

As the entire group members of us are business students, so we cannot fully describe the architectural process such as Electric, Plumbing, Finishing etc. work of any Real Estate company, but the BOQ is designed to fulfill all the requirements of any Real Estate company.

Work schedule is designed to create schedules of the working in any construction project and it can also keep track of the current situation of the work.

Contractor Billing and Reports are two necessary things which are very important for any Real Estate agency's work. These are also provides in the BOQ.

4.3.4 Sales and Marketing

The following steps are used in AIMS (BD) Ltd. in marketing functions:

- Market research gathers data to assess customer needs—information critical to an organization's success. Ongoing market research reflects how well an organization is meeting customers' expectations and helps anticipate customer needs. It also helps identify competitors.
- Test marketing is small-scale product marketing to assess customer acceptance. Using surveys and focus groups test marketing, goes beyond identifying general requirements and looks at what (or who) actually influences buying decisions.

- Based on the marketing research team's result, AIMS fixed the price of their product for any organizations. If the organization is small in size, their requirements are also small and for that reason the product's price will be much less.
- As the BOQ is completely a new product in the market and the product features are much unique, so the price is fixed as 500,000 taka.

4.3.5 Implementation of BOQ

4.3.5.1 DreamApps ERP implementation process

The process of ERP implementation is actually referred to as life cycle. Selection of an ERP package needs a thorough analysis of the various aspects. This usually involves choosing a few suitable applications for the company from an assortment of vendors.

There are different stages in which DreamApps ERP system is implemented. DreamApps ERP life cycle process involves the following stages:

Pre-screening of the chosen packages

A team of experts with specialized knowledge in the field is made to study the basis of different parameters. The experts perform tests to determine whether the package is apt for the range of application in their field. Further, they ascertain the level of coordination that the software would be able to achieve in working with different departments. This plainly means that they ensure whether the various departments would offer an increased output due to ERP implementation.

4.3.5.2 Preparing for the venture

The implementation of ERP is defined in this stage. The conditions and regulations to meet are also decided. This is done by a team of officers, who reports to the highest authority in the hierarchy of the organization.

4.3.5.3 Project Planning

This is a crucial stage where the implementation process is designed. In this phase the details of the implementation are worked out. The deadlines and the time-schedules are also decided. A plan is chalked out, roles are allotted and responsibilities are assigned. The date for starting the project is also decided. A committee of team leaders does the planning.

4.3.5.4 GAP analysis

This is a stage in which the company identifies the gaps that needs to be traversed to make the company's practice in sync with ERP environment. However, this process involves huge expenses, yet it unavoidable. The team decides on restructuring of the business made on the basis of GAP analysis.

4.3.5.5 Designing the System

In this stage, a lot of microscopic planning and deliberate action are carried out. The step helps to decide and resolve which areas are important for restructuring. It is chosen from the ERP implementation models.

4.3.5.6 Reengineering

ERP implementation involves an evident change in the number of employees and their job responsibilities, which results due to a more automated and efficient system. The human factors are taken into account in this stage.

4.3.5.7 Team training

This stage is all about preparing the employees to use ERP. The employees in the organization are trained to handle the system on daily and regular basis.

4.3.5.8 Testing

The phase is marked by attempts to break the system. At this point, the company tests the real case scenarios. The system has been configured, now only extreme cases like system overloads, hackers trying to access restricted areas, multiple users logging on at the same time, users entering invalid data, are addressed. This phase is performed to find the weak links, which could be rectified before implementation.

4.3.5.9 Post implementation

Finally, the process of implementation would be complete when there is a regular follow up and proper instruction flow thereafter and along the lifetime of ERP. This involves the entire efforts and measures taken to update and attain better benefits, after the system is implemented. The organizations should ensure that the ERP implementation process should be smooth and safe.

4.3.6 Protocols

There are some developer companies which are following manual system for billing. The people who are dealing with this, they are preparing the same bill for twice even more. This is totally unethical. As the record of billing is not maintained in proper and authorized database, so many unethical issues occurred. But BOQ can be the simplest solution of so many complicated problems. BOQ ensures an authorized database where bills must be prepared according to exact quantity. BOQ is such a system where quantities of equipment's are maintained with totally computerized system. For a single project, BOQ reserves information by diversifying the whole project into different departments. It automatically updates information according to date and work schedule. In which floor work is being done and in how much quantity inventory is needed there that is also determined by BOQ. Material consumption, Labor maintenance cost, duty of site engineers and architects' can be managed in an organized way by BOQ. If all the day to day operations are updated by BOQ system then there is no chance to make any kind of illegal issue in billing amount. Moreover, preparing and calculating all the material cost manually is a very lengthy process and costly too. But our proposed system BOQ has brought single solution for all the problems regarding developer business only authorized people such as site engineers or architects have the access to this system. So it is highly secured and reliable web based solution. BOQ keeps records of each materials (Brick, rod, cement) consumption details indivisibly. Again there is no chance to prepare double bill for a single material. Lastly BOQ is a customized and affordable solution for developers, which is easy to operate as well.

4.4 BOQ Reports

There are different types of reports generated from the BOQ. For generating different types of reports from the system, different types of data's are required and they have to be given manually. When all the required data's are entered, we can see the reports. Based on these reports the management and the engineers can make various types of planning and also can change their future plans. For the data entry, BOQ uses different types of entry screen from which some of them are given below.

4.4.1 Reports

Using the data's entered through various screens, various reports are generated from the BOQ. Some of the reports are given below.

4.4.1.1 Summary Construction Budget

AIMS (BD) LTD.

House # 205, Lane # 02 , Baridhara DOHS, Dhaka - 1206, Bangladesh

Summary Construction Budget of KALAR PARA

Construction Area : 7,352 SFT
 Construction Start Date : 17-Jul-12
 Construction End Date : 27-Jun-13
 Project Duration : 13 Months

Construction Cost

Civil

BRICK			166,451.61
MSBAR			33,087.16
RCC			59,015.70
	Civil	35.17 TK/SFT	258,554.47

Finishing

Other			89,250.00
	Finishing	12.14 TK/SFT	89,250.00

Others

Other			225.00
	Others	0.03 TK/SFT	225.00

Plumbing

Other			60.00
	Plumbing	0.01 TK/SFT	60.00

Total			348,089.47
Per Sft Cost			47.35 TK/SFT

4.4.1.2 Item wise Summary Construction Budget

AIMS Test Company

Itemwise Summary Construction Budget of KHUSBO

Construction Area : 0 SFT
 Construction Start Date : 01-January-2013
 Construction End Date : 31-December-2999
 Project Duration : 11,821 Months

Item Description	Unit	Quantity	Amount
Civil			
BRICK			
WALL 10 inch	CFT	88,300.00	1,068,643.00
MSBAR			
Rod Binding	TON	79,733.12	481,767.40
Plaster			
Wall Plaster	SFT	80,000.00	800,000.00
RCC			
Casting	CFT	7,003.52	91,350.72
Shutter	SFT	12,514.12	128,252.89
Total : Civil			2,570,014.01
Finishing			
Plaster			
Wall Plaster	SFT	80,000.00	800,000.00
Total : Finishing			800,000.00
Total :			3,370,014.01

4.4.1.3 Project wise Material Details

AIMS Test Company

Project: KHUSBO From Floor: FLOOR-1 To Floor: FLOOR-10

FLOOR-1

Earthing Earthing Electric

ELCT000068	4 SWG Copper Wire	250.00	LBS
ELCT000219	Air Terminal	3.00	SET
GIFT000003	1" G I Pipe	60.00	RFT
GIFT000009	4" G I Pipe	10.00	RFT

Marble & Granite M&G

Tiles

CV--000001	Grey Cement	0.00	BAG
CV--000004	Medium Sand(Local)	0.00	CFT
FSM-000007	Marble	84.53	SFT

SLAB

Slab RCC

CV--000001	Grey Cement	547.00	BAG
CV--000005	Sylhet Sand	668.00	CFT
CV--000011	3/4 " Down Stone Chips-A Grade	254.00	CFT
DWF-000034	Mango wood(Runner & Others)	0.00	CFT

Slab-1

MSBAR

CV--000017	Deformed Bar-8mm - Rod (Xtreme 500W DIA-08MM)	21.57	KG
CV--000018	Deformed Bar- 10mm - Rod (Xtreme 500 DIA-10MM)	3,178.65	KG
CV--000019	Deformed Bar -12mm - Rod (Xtreme 500 DIA-12MM)	538.27	KG
CV--000020	Deformed Bar-16mm - Rod (Xtreme 500 DIA-16MM)	1,290.24	KG
CV--000021	Deformed Bar-20mm - Rod (Xtreme 500 DIA-20MM)	1,723.07	KG

Tiles work

Toilet Floor

Finishing

CV--000001	Grey Cement	0.00	BAG
CV--000003	White Cement	70.00	BAG
CV--000004	Medium Sand(Local)	0.00	CFT
FSM-000001	Floor Tiles 3255 (12"x12")	1,766.00	SFT

Toilet Wall

Finishing

CV--000001	Grey Cement	0.00	BAG
CV--000004	Medium Sand(Local)	0.00	CFT

AIMS Test Company

Project: KHUSBO From Floor: FLOOR-1 To Floor: FLOOR-10

FSM-000029	Floor Tiles 1031 DBR (16"x10")	954.00	SFT
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WALL 10 inch Slab

BRICK

CV--000001	Grey Cement	0.00	BAG
CV--000004	Medium Sand(Local)	1,525.00	CFT
CV--000007	1st Class Bricks(Auto)	25,616.00	NOS

Wall Plaster 1st

Plaster

CV--000001	Grey Cement	0.00	BAG
CV--000004	Medium Sand(Local)	0.00	CFT

Item wise Summary:

Grey Cement	547.000	BAG
White Cement	70.000	BAG
Medium Sand(Local)	1,525.000	CFT
Sylhet Sand	668.000	CFT
1st Class Bricks(Auto)	25,616.000	NOS
3/4 " Down Stone Chips-A Grade	254.000	CFT
Deformed Bar-8mm - Rod (Xtreme 500W) DIA-08MM	21.570	KG
Deformed Bar- 10mm - Rod (Xtreme 500W) DIA-10MM	3,178.650	KG
Deformed Bar -12mm - Rod (Xtreme 500W) DIA-12MM	538.270	KG
Deformed Bar-16mm - Rod (Xtreme 500W) DIA-16MM	1,290.240	KG
Deformed Bar-20mm - Rod (Xtreme 500W) DIA-20MM	1,723.070	KG
4 SWG Copper Wire	250.000	LBS
Air Terminal	3.000	SET
Floor Tiles 3255 (12"x12")	1,766.000	SFT
Marble	84.530	SFT
Floor Tiles 1031 DBR (16"x10")	954.000	SFT
1" G I Pipe	60.000	RFT
4" G I Pipe	10.000	RFT

4.4.1.4 Item wise Budget of a project

AIMS Test Company

Bill Of Quantities

Project Name : **KHUSBO**

Location	Qty	Unit	Mat Rate	Lab/Sub	Total Rate	Amount
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Civil

BRICK

WALL 10 inch

FOUNDATION	8,300.00	CFT	1	9.50	10.82	89,796.00
FLOOR-1	10,000.00	CFT	3	9.50	12.21	122,141.00
FLOOR-2	10,000.00	CFT	3	9.50	12.20	122,033.00
FLOOR-3	10,000.00	CFT	3	9.50	12.21	122,112.00
FLOOR-4	10,000.00	CFT	3	9.50	12.23	122,308.00
FLOOR-5	10,000.00	CFT	3	9.50	12.33	123,319.00
FLOOR-6	10,000.00	CFT	3	9.50	12.20	121,992.00
FLOOR-7	10,000.00	CFT	3	9.50	12.24	122,352.00
FLOOR-8	10,000.00	CFT	3	9.50	12.26	122,590.00
Total :	88,300.00					1,068,643.00

MSBAR

Rod Binding

FOUNDATION	20,761.21	TON	1	5.00	6.00	124,567.26
G - FLOOR	7,567.03	TON	1	5.00	6.00	45,402.18
FLOOR-1	6,751.80	TON	1	6.00	7.00	47,262.60
FLOOR-2	6,440.44	TON	1	8.00	9.00	57,963.96
FLOOR-3	6,488.76	TON	1	7.00	8.00	51,910.08
FLOOR-4	6,551.73	TON	1	5.00	6.00	39,310.38
FLOOR-5	6,446.45	TON	1	2.00	3.00	19,339.35
FLOOR-6	6,154.46	TON	1	5.00	6.00	36,926.76
FLOOR-7	6,285.62	TON	1	3.70	4.70	29,542.41
FLOOR-8	6,285.62	TON	1	3.70	4.70	29,542.41
Total :	79,733.12					481,767.40

Plaster

Wall Plaster

FLOOR-1	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-2	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-3	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-4	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-5	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-6	10,000.00	SFT	0	10.00	10.00	100,000.00

AIMS Test Company

Bill Of Quantities

Project Name : KHUSBO

Location	Qty	Unit	Mat Rate	Lab/Sub	Total Rate	Amount
FLOOR-7	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-8	10,000.00	SFT	0	10.00	10.00	100,000.00
Total :	80,000.00					800,000.00

RCC

Casting

FOUNDATION	7,003.52	CFT	2	11.00	13.04	91,350.72
Total :	7,003.52					91,350.72

Shutter

FOUNDATION	22.72	SFT	0	11.00	11.00	249.89
FLOOR-1	1,544.50	SFT	0	11.00	11.00	16,989.50
FLOOR-2	1,544.50	SFT	0	11.00	11.00	16,989.50
FLOOR-3	1,555.20	SFT	0	10.00	10.00	15,552.00
FLOOR-4	1,581.60	SFT	0	10.00	10.00	15,816.00
FLOOR-5	1,556.60	SFT	0	10.00	10.00	15,566.00
FLOOR-6	1,556.60	SFT	0	10.00	10.00	15,566.00
FLOOR-7	1,586.90	SFT	0	10.00	10.00	15,869.00
FLOOR-8	1,565.50	SFT	0	10.00	10.00	15,655.00
Total :	12,514.12					128,252.89

Finishing

Plaster

Wall Plaster

FLOOR-1	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-2	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-3	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-4	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-5	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-6	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-7	10,000.00	SFT	0	10.00	10.00	100,000.00
FLOOR-8	10,000.00	SFT	0	10.00	10.00	100,000.00
Total :	80,000.00					800,000.00

Total :	3,370,014.01
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4.4.1.5 Detail Labor Budget

AIMS (BD) LTD.

House # 205, Lane # 02 , Baridhara DOHS, Dhaka - 1206, Bangladesh

Detail Labour Budget of

KALAR PARA

Construction Area : 7,352.00 SFT
 Construction Start Date : 17-Jul-2012
 Construction End Date : 27-Jun-2013
 Project Duration : 13 Months

SL N	Location	Quantity	Unit	Rate	Amount
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Civil

**BRICK
WALL**

10 Inch Wall Laying

FLOOR-1	Inside & out side	3,619.50	CFT	10.17	36,810.32
FLOOR-1	Inside & out side	3,619.50	CFT	10.17	36,810.32
Floor-1	Floor1	1,354.02	CFT	10.17	13,770.38
Floor-3	Inside & out side	3,619.50	CFT	10.17	36,810.32
Floor-3	Inside & out side	3,619.50	CFT	10.17	36,810.32
Floor-3	Floor1	1,354.02	CFT	10.17	13,770.38
ROOF	Railing	39.52	CFT	10.17	401.92

Total For: 10 Inch Wall Laying 175,183.96

5 Inch Wall Laying

FLOOR-1	Inside & out side	3,237.00	SFT	8.03	25,993.11
FLOOR-1	Inside & out side	3,237.00	SFT	8.03	25,993.11
FLOOR-1	Inside & out side	3,237.00	SFT	8.03	25,993.11
Floor-1	Floor1	660.09	SFT	8.03	5,300.52
Floor-3	Inside & out side	3,237.00	SFT	8.03	25,993.11
Floor-3	Inside & out side	3,237.00	SFT	8.03	25,993.11
Floor-3	Inside & out side	3,237.00	SFT	8.03	25,993.11
Floor-3	Floor1	660.09	SFT	8.03	5,300.52

Total For: 5 Inch Wall Laying 166,559.70

Total For: WALL 341,743.66

**MSBAR
BEAM**

MS Bar Fabrication

FLOOR-1	B1	340.29	KG	108.00	36,751.21
FLOOR-1	B2	1,070.06	KG	108.00	115,566.59

AIMS (BD) LTD.

House # 205, Lane # 02 , Baridhara DOHS, Dhaka - 1206, Bangladesh

Detail Labour Budget of

KALAR PARA

Construction Area : 7,352.00 SFT
 Construction Start Date : 17-Jul-2012
 Construction End Date : 27-Jun-2013
 Project Duration : 13 Months

SL N	Location	Quantity	Unit	Rate	Amount
Total For: COLUMN					159,700.60
SLAB					
Casting					
Floor-1	SL2	492.18	CFT	10.00	4,921.80
Floor-3	SL2	492.18	CFT	10.00	4,921.80
G - FLOOR	SL1	347.67	CFT	10.00	3,476.70
G - FLOOR	SL2	626.66	CFT	10.00	6,266.60
Total For: Casting					19,586.90
Shuttring					
Floor-1	SL2	984.36	SFT	30.00	29,530.68
Floor-3	SL2	984.36	SFT	30.00	29,530.68
Total For: Shuttring					59,061.36
Total For: SLAB					78,648.26
Spread Footing					
Casting					
Foundation	F1	17,648.68	CFT	10.00	176,486.80
Foundation	F1	17,648.68	CFT	10.00	176,486.80
Foundation	F2	391.98	CFT	10.00	3,919.80
Foundation	F2	391.98	CFT	10.00	3,919.80
Foundation	F3	200.36	CFT	10.00	2,003.60
Foundation	F3	200.36	CFT	10.00	2,003.60
Foundation	F4	211.74	CFT	10.00	2,117.40
Foundation	F4	211.74	CFT	10.00	2,117.40
Foundation	F5	130.86	CFT	10.00	1,308.60
Foundation	F5	130.86	CFT	10.00	1,308.60
Foundation	F6	40.84	CFT	10.00	408.40
Foundation	F6	40.84	CFT	10.00	408.40
Total For: Casting					372,489.20

DreamApps|Print Date,Time & Page No.:March 03, 2013 | 5:49 am | Page 6 of 7

AIMS (BD) LTD.

House # 205, Lane # 02 , Baridhara DOHS, Dhaka - 1206, Bangladesh

Detail Labour Budget of

KALAR PARA

Construction Area : 7,352.00 SFT
 Construction Start Date : 17-Jul-2012
 Construction End Date : 27-Jun-2013
 Project Duration : 13 Months

SL N	Location	Quantity	Unit	Rate	Amount
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Shuttring

Foundation F1	4,648.02	SFT	30.00	139,440.60
Foundation F2	224.00	SFT	30.00	6,720.00
Foundation F3	126.60	SFT	30.00	3,798.00
Foundation F4	154.00	SFT	30.00	4,620.00
Foundation F5	112.08	SFT	30.00	3,362.40
Foundation F6	46.67	SFT	30.00	1,400.00

Total For: Shuttring **159,341.00**

Total For: Spread Footing **531,830.20**

Total For: Civil **4,755,381.70**

Total :	4,755,381.70
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4.4.1.6 Budgeted Material Report

AIMS (BD) LTD.
Budgetedm Material Report

Group : Engineering Department User :
Project Name : KALAR PARA

Material Name, Size And Brand Name	Quantity	Unit	Rate	Amount
Civil				
MSBAR				
Deformed Bar 40 grade 10 mm				
CV--000134 Deformed Bar 40 grade 10 mm	0.164	TON	1.00	0.16
CV--000134 Deformed Bar 40 grade 10 mm	0.401	TON	1.00	0.40
CV--000134 Deformed Bar 40 grade 10 mm	0.230	TON	1.00	0.23
CV--000134 Deformed Bar 40 grade 10 mm	0.092	TON	1.00	0.09
CV--000134 Deformed Bar 40 grade 10 mm	0.092	TON	1.00	0.09
				110,994.57
RCC				508,741.83
Civil				508,869.47
Electric				
Other				
Window Alluminium				
ALU-000001 Window Alluminium	225.000		1.00	225.00
ALU-000001 Window Alluminium	225.000		1.00	225.00
ALU-000001 Window Alluminium	225.000		1.00	225.00
ALU-000001 Window Alluminium	225.000		1.00	225.00
				900.00
Grey Cement 50 Kg.				
CV--000001 Grey Cement 50 Kg.	12,250.000	BAG	1.00	12,250.00
CV--000001 Grey Cement 50 Kg.	12,250.000	BAG	1.00	12,250.00
				24,500.00
Find Sand 0.8-1.2				
CV--000007 Find Sand 0.8-1.2	77,000.000	CFT	1.00	77,000.00
CV--000007 Find Sand 0.8-1.2	77,000.000	CFT	1.00	77,000.00
				154,000.00
Angel Stop Cock				
SAN-000001 Angel Stop Cock	3.000	PCS	1.00	3.00
SAN-000001 Angel Stop Cock	3.000	PCS	1.00	3.00
SAN-000001 Angel Stop Cock	3.000	PCS	1.00	3.00

DreamApps|Print Date,Time & Page No.: March 03, 2013 | 3:21 am | Page 30 of 40

Material Name, Size And Brand Name	Quantity	Unit	Rate	Amount
Electric				179,640.00
Finishing				
Other				
Window Alluminium				
ALU-000001 Window Alluminium	225.000		1.00	225.00
ALU-000001 Window Alluminium	225.000		1.00	225.00
ALU-000001 Window Alluminium	225.000		1.00	225.00
ALU-000001 Window Alluminium	225.000		1.00	225.00
				2,025.00
Grey Cement 50 Kg.				
CV--000001 Grey Cement 50 Kg.	12,250.000	BAG	1.00	12,250.00
CV--000001 Grey Cement 50 Kg.	12,250.000	BAG	1.00	12,250.00
CV--000001 Grey Cement 50 Kg.	12,250.000	BAG	1.00	12,250.00
CV--000001 Grey Cement 50 Kg.	12,250.000	BAG	1.00	12,250.00
				49,000.00
Find Sand 0.8-1.2				
CV--000007 Find Sand 0.8-1.2	77,000.000	CFT	1.00	77,000.00
CV--000007 Find Sand 0.8-1.2	77,000.000	CFT	1.00	77,000.00
CV--000007 Find Sand 0.8-1.2	77,000.000	CFT	1.00	77,000.00
CV--000007 Find Sand 0.8-1.2	77,000.000	CFT	1.00	77,000.00
				308,000.00
Pan				
SAN-000059 Pan	3.000	PCS	1.00	3.00
SAN-000059 Pan	3.000	PCS	1.00	3.00
SAN-000059 Pan	3.000	PCS	1.00	3.00
SAN-000059 Pan	3.000	PCS	1.00	3.00
SAN-000059 Pan	3.000	PCS	1.00	3.00
				54.00
Other				359,565.00
Finishing				359,565.00
Others				
Other				
Window Alluminium				
ALU-000001 Window Alluminium	225.000		1.00	225.00
ALU-000001 Window Alluminium	225.000		1.00	225.00
				450.00
Grey Cement 50 Kg.				
CV--000001 Grey Cement 50 Kg.	12,250.000	BAG	1.00	12,250.00
CV--000001 Grey Cement 50 Kg.	12,250.000	BAG	1.00	12,250.00
				24,500.00

Material Name, Size And Brand Name	Quantity	Unit	Rate	Amount
SAN-000059 Pan	3.000	PCS	1.00	3.00
SAN-000059 Pan	3.000	PCS	1.00	3.00
SAN-000059 Pan	3.000	PCS	1.00	3.00
SAN-000059 Pan	3.000	PCS	1.00	3.00
SAN-000059 Pan	3.000	PCS	1.00	3.00
				54.00
Other				359,565.00
Finishing				359,565.00
Others				
Other				
Window Alluminium				
ALU-000001 Window Alluminium	225.000		1.00	225.00
ALU-000001 Window Alluminium	225.000		1.00	225.00
				450.00
Grey Cement 50 Kg.				
CV--000001 Grey Cement 50 Kg.	12,250.000	BAG	1.00	12,250.00
CV--000001 Grey Cement 50 Kg.	12,250.000	BAG	1.00	12,250.00
				24,500.00
Plumbing				
Other				
Window Alluminium				
ALU-000001 Window Alluminium	225.000		1.00	225.00
				225.00
Angel Stop Cock				
SAN-000001 Angel Stop Cock	3.000	PCS	1.00	3.00
SAN-000001 Angel Stop Cock	3.000	PCS	1.00	3.00
				6.00
Pan				
SAN-000059 Pan	3.000	PCS	1.00	3.00
SAN-000059 Pan	3.000	PCS	1.00	3.00
				6.00
Other				285.00
Plumbing				285.00
Total :				1,227,429.47

4.4.1.7 Item wise Summary Construction Budget

AIMS (BD) LTD.

House # 205, Lane # 02 , Baridhara DOHS, Dhaka - 1206, Bangladesh

Itemwise Summary Construction Budget of

KALAR PARA

Construction Area : 7,352.00 SFT
 Construction Start Date : 17-July-2012
 Construction End Date : 27-June-2013
 Project Duration : 13 Months

Material Name, Size and Brand Name	Quantity	Unit	Rate	Amount
Civil				
BRICK				
	WALL			
	BRICK	166,351.05	1.00	166,451.61
Total For:	BRICK	166,351.05	1.00	166,451.61
MSBAR				
	BEAM	12.30 Ft	999.85	12,300.19
	COLUMN	9.39 Ft	1,000.14	9,387.32
	SLAB	10.52 Ft	999.99	10,523.94
	Spread Footing	0.88 Ft	1,000.81	875.71
Total For:	MSBAR	33.09	1,000.00	33,087.16
RCC				
	BEAM	11,195.85	0.79	8,889.87
	COLUMN	11,669.67	0.91	10,643.68
	SLAB	6,234.06	1.00	6,234.07
	Spread Footing	38,559.42	0.86	33,248.08
Total For:	RCC	67,659.01	0.87	59,015.70
Total For:	Civil	234,043.14	1.10	258,554.47
Finishing				
Other				
	Plaster	89,250.00	1.00	89,250.00
Total For:	Other	89,250.00	1.00	89,250.00
Total For:	Finishing	89,250.00	1.00	89,250.00
Others				
Other				
	Alluminium Work (Window)	225.00	1.00	225.00
Total For:	Other	225.00	1.00	225.00
Total For:	Others	225.00	1.00	225.00
Plumbing				
Other				
	Common Toilet (Normal)	60.00	1.00	60.00
Total For:	Other	60.00	1.00	60.00
Total For:	Plumbing	60.00	1.00	60.00
Total :				348,089.47

4.4.1.8 Budgeted Material Report

AIMS (BD) LTD.

House # 205, Lane # 02 , Baridhara DOHS, Dhaka - 1206, Bangladesh

Budgeted Material Report

KALAR PARA

Material Name, Size and Brand Name	Quantity	Unit	Rate	Amount
Civil				
BRICK				
WALL				
CV--000001	Grey Cement 50 Kg.	13,935.40 BAG	1.00	13,935.40
CV--000007	Find Sand 0.8-1.2	88,041.55 CFT	1.00	88,041.55
CV--000010	Brick Auto	64,374.10 PCS	1.00	64,474.66
Total For:	WALL	166,351.05	1.00	166,451.61
Total For:	BRICK	166,351.05	1.00	166,451.61
MSBAR				
BEAM				
CV--000134	Deformed Bar 40 grade 10 mm	3.20 TON	1,000.25	3,201.79
CV--000136	Deformed Bar 40 grade 16 mm	1.68 TON	1,000.26	1,680.44
CV--000139	Deformed Bar 60 grade 16 mm	2.14 TON	998.57	2,134.94
CV--000140	Deformed Bar 60 grade 20 mm	5.28 TON	1,000.00	5,283.02
Total For:	BEAM	12.30	999.85	12,300.19
COLUMN				
CV--000137	Deformed Barr 60 grade 10 mm	1.28 TON	998.19	1,278.68
CV--000139	Deformed Bar 60 grade 16 mm	1.66 TON	999.84	1,657.74
CV--000140	Deformed Bar 60 grade 20 mm	6.45 TON	1,000.60	6,450.90
Total For:	COLUMN	9.39	1,000.14	9,387.32
Overhead Tank				
Total For:	Overhead Tank	0.00	0.00	0.00
SLAB				
CV--000137	Deformed Barr 60 grade 10 mm	10.52 TON	999.99	10,523.94
Total For:	SLAB	10.52	999.99	10,523.94
Spread Footing				
CV--000138	Deformed Bar 60 grade 12 mm	0.88 TON	1,000.81	875.71
Total For:	Spread Footing	0.88	1,000.81	875.71
Total For:	MSBAR	33.09	1,000.00	33,087.16
RCC				
BEAM				
CV--000001	Grey Cement 50 Kg.	290.96 BAG	1.00	290.96
CV--000005	Stone Chips ¼"	938.03 CFT	1.00	938.04
CV--000008	Coarse Sand 1.2-2.5	469.01 CFT	1.00	469.01
CV--000018	Brick Chips ¾"	260.57 CFT	1.00	260.58
CV--000069	Steel Wire	4,618.64 RFT	0.50	2,312.64

Material Name, Size and Brand Name	Quantity	Unit	Rate	Amount
CV--000159 Mango wood	4,618.64	CFT	1.00	4,618.64
Total For: BEAM	11,195.85		0.79	8,889.87
COLUMN				
CV--000001 Grey Cement 50 Kg.	439.52	BAG	1.00	439.52
CV--000005 Stone Chips ¼"	1,318.55	CFT	1.00	1,318.55
CV--000008 Coarse Sand 1.2-2.5	659.28	CFT	1.00	659.27
CV--000069 Steel Wire	4,626.17	RFT	0.78	3,600.17
CV--000159 Mango wood	4,626.17	CFT	1.00	4,626.17
Total For: COLUMN	11,669.67		0.91	10,643.68
SLAB				
CV--000001 Grey Cement 50 Kg.	208.78	BAG	1.00	208.78

Material Name, Size and Brand Name	Quantity	Unit	Rate	Amount
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Others

Other

Alluminium Work (Window)

ALU-000001 Window Alluminium	225.00		1.00	225.00
Total For: Alluminium Work (Window)	225.00		1.00	225.00
Total For: Other	225.00		1.00	225.00
Total For: Others	225.00		1.00	225.00

Plumbing

Other

Common Toilet (Normal)

SAN-000001 Angel Stop Cock	6.00	PCS	1.00	6.00
SAN-000007 Bib Cock	12.00	PCS	1.00	12.00
SAN-000009 Consealed Stop Cock	6.00	PCS	1.00	6.00
SAN-000021 Head Shower	6.00	PCS	1.00	6.00
SAN-000027 Paper Holder	6.00	PCS	1.00	6.00
SAN-000030 Towel Ring	6.00	PCS	1.00	6.00
SAN-000037 Soap Case	6.00	PCS	1.00	6.00
SAN-000058 Padestal basin	6.00	PCS	1.00	6.00
SAN-000059 Pan	6.00	PCS	1.00	6.00
Total For: Common Toilet (Normal)	60.00		1.00	60.00
Total For: Other	60.00		1.00	60.00
Total For: Plumbing	60.00		1.00	60.00

Total :	348,089.47
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4.4.1.9 Summary – Structural

AIMS (BD) LTD.
SUMMARY - (Structural)
Project : KALAR PARA

Item	Casting	Shutter	Reinforcement					T.Reinforce.
			10 mm	12 mm	16 mm	20 mm	25 mm	
FLOOR-1								
BEAM	519.33	1,205.32	979.31		1,493.62	433.08		2,906.01
COLUMN	165.14	684.00	332.57		274.98	1,367.09		1,974.65
SLAB	1,530.81	984.36	2,193.77					2,193.77
Sub Total :	2,215.28	12,620.63	3,505.65		1,768.60	1,800.17		7,074.43
FLOOR-2								
BEAM	462.15				1,315.48	2,081.45		3,396.93
COLUMN	690.00	1,060.00	382.15		474.97	1,367.09		2,224.21
SLAB	1,775.00		5,048.39					5,048.39
Sub Total :	2,927.15	5,300.00	5,430.54		1,790.44	3,448.54		10,669.52
FLOOR-3								
BEAM	519.33	1,205.32	979.31		1,493.62	433.08		2,906.01
COLUMN	165.14	684.00	332.57		274.98	1,367.09		1,974.65
SLAB	1,530.81	984.36	2,193.77					2,193.77
Sub Total :	2,215.28	12,620.63	3,505.65		1,768.60	1,800.17		7,074.43
FOUNDATION								
BEAM	828.00	2,208.00	1,243.15		1,848.03			3,091.18
COLUMN	137.10	98.17			532.82	1,412.16		1,944.98
Spread Footing	9,007.07	5,311.37		875.70				875.70
Sub Total :	9,972.17	39,375.70	1,243.15	875.70	2,380.84	1,412.16		5,911.86
G - FLOOR								
COLUMN	540.00	2,100.00	231.36		99.99	937.43		1,268.78
SLAB	661.00		1,088.00					1,088.00
Sub Total :	1,201.00	8,400.00	1,319.36		99.99	937.43		2,356.79
Grand Total :	18,530.88	78,316.97	15,004.35	875.70	7,808.49	9,398.48	0.00	33,087.02

4.4.1.10 Bill Of Quantities

AIMS (BD) LTD.

House # 205, Lane # 02 , Baridhara DOHS, Dhaka - 1206, Bangladesh

Bill Of Quantities

Project Name : KALAR PARA

Location	Qty	Unit	Mat Rate	Lab/Sub	Total Rate	Amount
Grey Cement 50 Kg.						
FLOOR-1	32.57	BAG	1.00	1.00	2.00	65.14
FLOOR-1	6,150.30	BAG	1.00	1.00	2.00	12,300.60
Floor-3	32.57	BAG	1.00	1.00	2.00	65.14
Floor-3	6,150.30	BAG	1.00	1.00	2.00	12,300.60
Foundation	23.93	BAG	1.00	1.00	2.00	47.86
Foundation	71.80	BAG	1.00	1.00	2.00	143.59
Foundation	130.09	BAG	1.00	1.00	2.00	260.18
Foundation	4,813.28	BAG	1.00	1.00	2.00	9,626.55
Foundation	106.90	BAG	1.00	1.00	2.00	213.81
Foundation	54.64	BAG	1.00	1.00	2.00	109.29
Foundation	57.75	BAG	1.00	1.00	2.00	115.49
Foundation	35.69	BAG	1.00	1.00	2.00	71.38
Foundation	11.14	BAG	1.00	1.00	2.00	22.28
G - FLOOR	74.50	BAG	1.00	1.00	2.00	149.00
G - FLOOR	134.28	BAG	1.00	1.00	2.00	268.57
G-Floor	1,634.80	BAG	1.00	1.00	2.00	3,269.60
19,514.54						39,029.08
Stone Chips ¼"						
FLOOR-1	130.29	CFT	1.00	1.00	2.00	260.57
Floor-3	130.29	CFT	1.00	1.00	2.00	260.57
Foundation	71.80	CFT	1.00	1.00	2.00	143.59
Foundation	215.39	CFT	1.00	1.00	2.00	430.77
Foundation	390.27	CFT	1.00	1.00	2.00	780.55
Foundation	14,439.83	CFT	1.00	1.00	2.00	28,879.66
Foundation	320.71	CFT	1.00	1.00	2.00	641.42
Foundation	163.93	CFT	1.00	1.00	2.00	327.86
Foundation	173.24	CFT	1.00	1.00	2.00	346.48
Foundation	107.07	CFT	1.00	1.00	2.00	214.13
Foundation	33.42	CFT	1.00	1.00	2.00	66.83
G - FLOOR	298.00	CFT	1.00	1.00	2.00	596.01
G - FLOOR	537.14	CFT	1.00	1.00	2.00	1,074.27
17,011.36						34,022.72
Find Sand 0.8-1.2						
FLOOR-1	38,844.00	CFT	1.00	1.00	2.00	77,688.00
FLOOR-1	38.84	CFT	1.00	1.00	2.00	77.68
Floor-3	38,844.00	CFT	1.00	1.00	2.00	77,688.00
Floor-3	38.84	CFT	1.00	1.00	2.00	77.68
G-Floor	10,275.87	CFT	1.00	1.00	2.00	20,551.74
88,041.55						176,083.10

DreamApps|Print Date,Time & Page No.: March 03, 2013 | 3:21 am | Page 1 of 8

Location	Qty	Unit	Mat Rate	Lab/Sub	Total Rate	Amount
Find Sand 0.8-1.2						
G-Floor	77,000.00	CFT	1.00	1.00	2.00	154,000.00
	77,000.00					154,000.00
						646,586.29
Others						
Window Alluminium						
Floor-1	225.00		1.00	1.00	2.00	450.00
	225.00					450.00
						647,036.29
Plumbing						
Angel Stop Cock						
Floor-1	3.00	PCS	1.00	1.00	2.00	6.00
Floor-3	3.00	PCS	1.00	1.00	2.00	6.00
	6.00					12.00
Bib Cock						
Floor-1	6.00	PCS	1.00	1.00	2.00	12.00
Floor-3	6.00	PCS	1.00	1.00	2.00	12.00
	12.00					24.00
Consealed Stop Cock						
Floor-1	3.00	PCS	1.00	1.00	2.00	6.00
Floor-3	3.00	PCS	1.00	1.00	2.00	6.00
	6.00					12.00
Head Shower						
Floor-1	3.00	PCS	1.00	1.00	2.00	6.00
Floor-3	3.00	PCS	1.00	1.00	2.00	6.00
	6.00					12.00
Paper Holder						
Floor-1	3.00	PCS	1.00	1.00	2.00	6.00
Floor-3	3.00	PCS	1.00	1.00	2.00	6.00
	6.00					12.00
Towel Ring						
Floor-1	3.00	PCS	1.00	1.00	2.00	6.00
Floor-3	3.00	PCS	1.00	1.00	2.00	6.00
	6.00					12.00
Soap Case						
Floor-1	3.00	PCS	1.00	1.00	2.00	6.00
Floor-3	3.00	PCS	1.00	1.00	2.00	6.00
	6.00					12.00
Padestal basin						
Floor-1	3.00	PCS	1.00	1.00	2.00	6.00
Floor-3	3.00	PCS	1.00	1.00	2.00	6.00
	6.00					12.00
Pan						
Floor-1	3.00	PCS	1.00	1.00	2.00	6.00
Floor-3	3.00	PCS	1.00	1.00	2.00	6.00
	6.00					12.00
						647,156.29

DreamApps|Print Date,Time & Page No.:March 03, 2013 | 3:21 am | Page 8 of 8

4.4.1.11 Budget and Variance Report

AIMS Test Company

Budget and Variance Report

Project Name : KHUSBO

Item Code	Item Name	Unit	Budget Quantity	Actual Quantity	Variation
BRFF000075	3" Royal Bolt 10mm	NOS	40.00		40.00
CV-000001	Grey Cement	BAG	8,014.36	2,760.00	5,254.36
CV-000003	White Cement	BAG	634.00		634.00
CV-000004	Medium Sand(Local)	CFT	14,610.00	241.00	14,369.00
CV-000005	Sylhet Sand	CFT	11,100.68	6,464.50	4,636.18
CV-000007	1st Class Bricks(Auto)	NOS	280,818.00	828.00	279,990.00
CV-000011	3/4 " Down Stone Chips-A Grade	CFT	4,617.91	4,825.50	(207.59)
CV-000013	1/2" Stone Chips	CFT	170.46	1,876.50	(1,706.04)
CV-000017	Deformed Bar-8mm - Rod (Xtreme 500W)	KG	3,212.63		3,212.63
CV-000018	Deformed Bar- 10mm - Rod (Xtreme 500W)	KG	36,474.16	9,354.42	27,119.74
CV-000019	Deformed Bar -12mm - Rod (Xtreme 500W)	KG	7,914.33	1,628.51	6,285.82
CV-000020	Deformed Bar-16mm - Rod (Xtreme 500W)	KG	25,353.83	3,666.20	21,687.63
CV-000021	Deformed Bar-20mm - Rod (Xtreme 500W)	KG	11,073.15	6,003.97	5,069.18
DEC-000013	Fire Extinguisher	NOS	12.00		12.00
DWF-000034	Mango wood(Runner & Others)	CFT	0.00		0.00
DWF-000072	1 1/2" Mudgut Screw	NOS	2.00		2.00
ELCT000001	1/2" PVC Pipe (1.5 mm)	RFT	400.00		400.00
ELCT000002	3/4" PVC Pipe (2 mm)	RFT	13,000.00	2,190.00	10,810.00
ELCT000003	3/4" PVC Pipe (1.5 mm)	RFT	7,500.00		7,500.00
ELCT000004	1" PVC Pipe (2 mm)	RFT	3,000.00	1,120.00	1,880.00
ELCT000005	1" PVC Pipe (1.5 mm)	RFT	3,500.00		3,500.00
ELCT000011	SDB Box (30"x24"x5")	NOS	2.00		2.00
ELCT000023	Expended Metal Wire Mesh	SFT	1,200.00		1,200.00
ELCT000024	3/4" Flexible Pipe	RFT	200.00		200.00
ELCT000025	1" Flexible Pipe	RFT	100.00		100.00
ELCT000027	1 1/2" Flexible Pipe	RFT	300.00		300.00
ELCT000029	1.5 Re (BYA) Cable	MTR	5,000.00		5,000.00
ELCT000030	2.5 Re (BYA) Cable	MTR	2,500.00		2,500.00
ELCT000031	4 RM (BYA) Cable	MTR	5,400.00		5,400.00
ELCT000032	6 RM (BYA) Cable	MTR	700.00		700.00

DreamApps|Print Date,Time & Page No.: March 09, 2014 | 1:19 pm | Page 1 of 5

Item Code	Item Name	Unit	Budget Quantity	Actual Quantity	Variation
ELCT000034	16 RM (BYA) Cable	MTR	100.00		100.00
ELCT000036	2.5 RM (NYY) Cable	MTR	400.00		400.00
ELCT000037	4 RM (NYY) Cable	MTR	100.00		100.00
ELCT000039	10 RM (NYY) Cable	MTR	2,100.00		2,100.00
ELCT000040	16 RM (NYY) Cable	MTR	120.00		120.00
ELCT000041	25 RM (NYY) Cable	MTR	80.00		80.00
ELCT000042	35 RM (NYY) Cable	MTR	70.00		70.00
ELCT000043	50 RM (NYY) Cable	MTR	30.00		30.00
ELCT000045	95 RM (NYY) Cable	MTR	50.00		50.00
ELCT000054	3x70 RM H.T. XLPE Cable	MTR	43.00		43.00
ELCT000056	2 Pair Telephone Cable	MTR	1,800.00		1,800.00
ELCT000062	RG-6 Dish Cable	MTR	1,000.00		1,000.00
ELCT000063	RG-11 Dish Cable	MTR	40.00		40.00
ELCT000068	4 SWG Copper Wire	LBS	500.00		500.00
ELCT000070	1 Gang Switch	NOS	48.00		48.00
ELCT000071	2 Gang Switch	NOS	130.00		130.00
ELCT000072	3 Gang Switch	NOS	122.00		122.00
ELCT000073	5A 2 Pin Switch Socket	NOS	142.00	12.00	130.00
ELCT000075	13A 3 Pin Switch Socket	NOS	102.00	6.00	96.00
ELCT000076	20 A DP Switch	NOS	57.00		57.00
ELCT000077	Bell Push	NOS	8.00		8.00
ELCT000078	TV Socket	NOS	34.00		34.00
ELCT000080	Telephone Socket	NOS	46.00		46.00
ELCT000082	10 Amp SP MCB	NOS	174.00		174.00
ELCT000083	20 Amp SP MCB	NOS	178.00	3.00	175.00
ELCT000084	16 Amp SP MCB	NOS	184.00		184.00
ELCT000088	63 Amp TP MCB	NOS	18.00		18.00
ELCT000091	40 Amp TP MCB	NOS	20.00		20.00
ELCT000095	40 Amp TP MCCB	NOS	4.00		4.00
ELCT000097	63 Amp TP MCCB	NOS	2.00		2.00
ELCT000104	Magnetic Conductor 40 Amps	NOS	34.00		34.00
ELCT000106			15.00		15.00
ELCT000107	Ceiling/Saucer Light	SET	68.00		68.00
ELCT000109	Gate Light	SET	2.00		2.00
ELCT000119	6" Exhaust Fan	NOS	35.00		35.00
ELCT000121	10" Exhaust Fan	NOS	10.00		10.00
ELCT000124	Ceiling Rose	NOS	54.00		54.00
ELCT000125	Button Holder	NOS	49.00		49.00
ELCT000148	PIB Tape	NOS	6.00		6.00

4.5 BOQ Implementation Challenges

Implementing the BOQ system is not an easy process. In a large organization, implementing BOQ system takes a lot of time. It is advised that experts should be advised for implementing the software. Implementation of BOQ with an Enterprise Resource Planning (ERP) system goes through various phases, such as, Planning, Process Assessment, Data migration, Education and Testing, and Usage and Evaluation.

Before implementing the software, a team of capable people is selected. They go through all the information of the organization. They look after the smallest thing and so a plan is made to be executed. Then a standard working procedure is constructed and the ERP system is examined. This leads to Data Migration. In this process, the experts identify the important data and transfer it into the system. After implementing the software, now the employees are being educated by the experts and the ERP system is being tested. Later, when the employees of the organization get used to Enterprise Resource Planning system, the system is being checked and is evaluated that is it facing any sort of error or not.

BOQ ERP software comes with a package of advantages for the business organization. First and foremost advantage is that, it binds all the department of an organization and helps them communicate better. As the communication between the departments improve productivity and performance of the business organization also gets a boost. This software also helps to track down the progress of a particular project and increases the speed of work.

4.5.1 Understanding and preparation

As BOQ is new in the market, the product is in a blue ocean in Bangladesh because; no one has any idea about this product. Customers may not understand the service. As the business organizations in Bangladesh is not much advanced in the technology sector, customers are not enough familiar with the ERP products yet. And this software is much advanced in level. So AIMS may have to face problems to implement this software in the new organizations that have the necessity of this new software.

4.5.2 Participation of the Business Stake holders

BOQ is not cheap software then the other software's. So AIMS have to ensure the participation of the business stake holders. If they do not show any interest, then they will be in great trouble. This software is mainly for them. Normal customers may not want to use this software because they don't need to use it. So participation of the stake holders is very important.

4.5.3 Security issues

All the updated information about any project will be available in BOQ. But the site engineer or the site manager has to visit the location regularly for the security reason. The materials will be counted by the software but it will not ensure the physical security or visibility. They are buying an expensive ERP software, so that they do not want to visit the location. It will create an additional expense. So they will want to avoid it. It will be a great challenge for us to avoid this sort of problem.

4.6 Recommendation

- Need to work on the GUI (Graphical User Interface). The graphical interface of BOQ is very simple. If the interface can be customized according to the users demand, user will feel more comfortable for using the software.
- Need to provide a simple user menu. So the user can easily capture the system.
- Before the installation of BOQ software, the basic firewall protection of windows operating system is manually turned off. It is done because, the firewall blocks the users outside of the local area network. This issue has to be solved.
- With BOQ, if AIMS can provide a system which can read the architectural drawings and input the data's into the BOQ database, they can attract more customers increase the sales volume.
- At this stage, AIMS do not provide any hardware support for the users, if they do, they can collect more revenue.

Chapter 5: Conclusion

AIMS (BD) Ltd. follows some principles, which are usually used in international companies and their products also has the international quality so we can assume that this company has the ability to compete with other existing ERP software. Our country has the great market of software especially ERP software has a big prospect in future. So this company's mission is to capture this market. The quality of BOQ is very high and standard, so BOQ has the ability to capture the Real Estate market. The demand of BOQ is high and AIMS know this by the research. AIMS has targeted that, before 2015, they will cover the whole Real Estate sector of our country and also look forward to expand their operations in the neighbor countries as well as in the countries where the DreamApps is serving various business organizations.

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