

# B2B ENTERPRISE SALES PROPOSAL

Solution Architecture, Implementation Timelines, and Commercial Agreement

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## 1. Client Requirements

Brief summary of the client's current workflow challenges, technical limitations, and strategic business requirements.

## 2. Proposed Solution Overview

Outline the software platforms, integrations, APIs, and custom modules designed to address client challenges.

## 3. Scope of Work (SOW)

Detailed deliverables list. Includes consulting, training, custom feature additions, and ongoing support metrics.

## 4. Implementation Timeline

Project management roadmap. Includes milestones, integration periods, user acceptance testing (UAT), and release dates.

## 5. Commercial Pricing & Terms

Table of subscription fees, seat licensing costs, one-time onboarding charges, and billing cycles (annual/monthly).