

**SaaS is a well established 'Pay per use' model, where NO upfront investment\* for procuring software → NO CAPEX**

Expense Description	Own Solution	Remark	TIC Services	Remark
Investment	₹	Can be ₹ N00,000	0	
Manpower for S/w Maintenance	₹	Salary to IT team	0	
Hardware Cost & Maintenance	₹	Cost of Server systems	0	
Lead time to implement the solution	3-6 Months	<u>Mismatch of expectations</u>	Days	Get what you see
Configuration Cost TIC Services	₹	Part of S/w cost	₹	Refer Note
Monthly Rental to TIC Services	0		₹	Min. amount
Total Cost / IT Spend	High		Low	

***Total Cost of Ownership (or) IT cost is lowest with TIC Services***

*\*Require certain number of man days to configure and add data of Users, Customers, TPIs, Products, suppliers and train 'power-users'*

- ✓ **TIC / TPI / NDT / EPC industry centric, curated library of data on**
  - ✓ **240 + Skills**
  - ✓ **120 + Certifications**
  - ✓ **NABL Quality Report Templates for NDT Processes**
- ✓ **Get upgrades<sup>\$</sup> based on 'Collaborative Approach' – *we shall upgrade the software as we receive feedback from users***

<sup>\$</sup> While regular updates are almost free, certain features may attract additional charges