

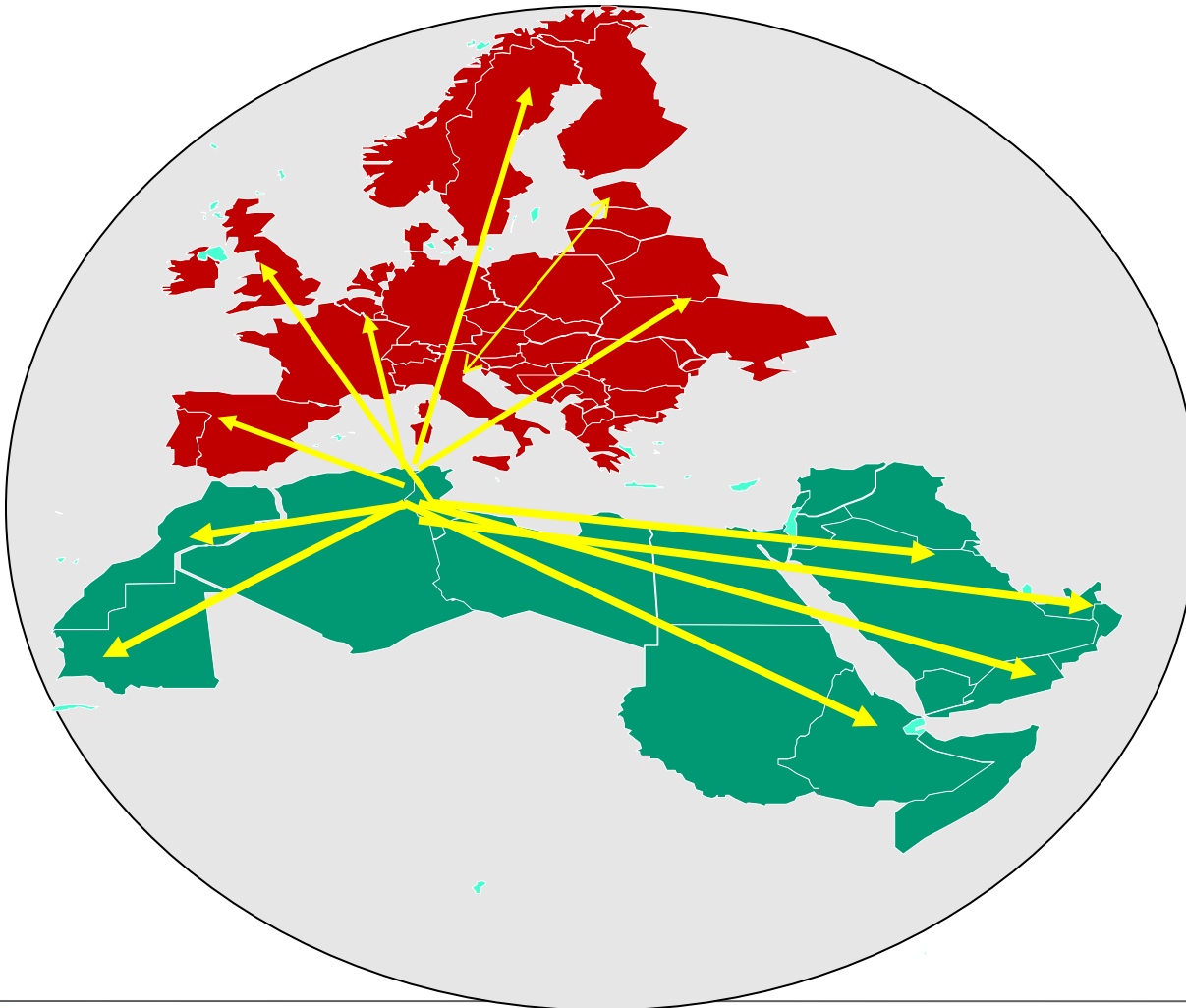
B2B Platform

Action plan & Budget

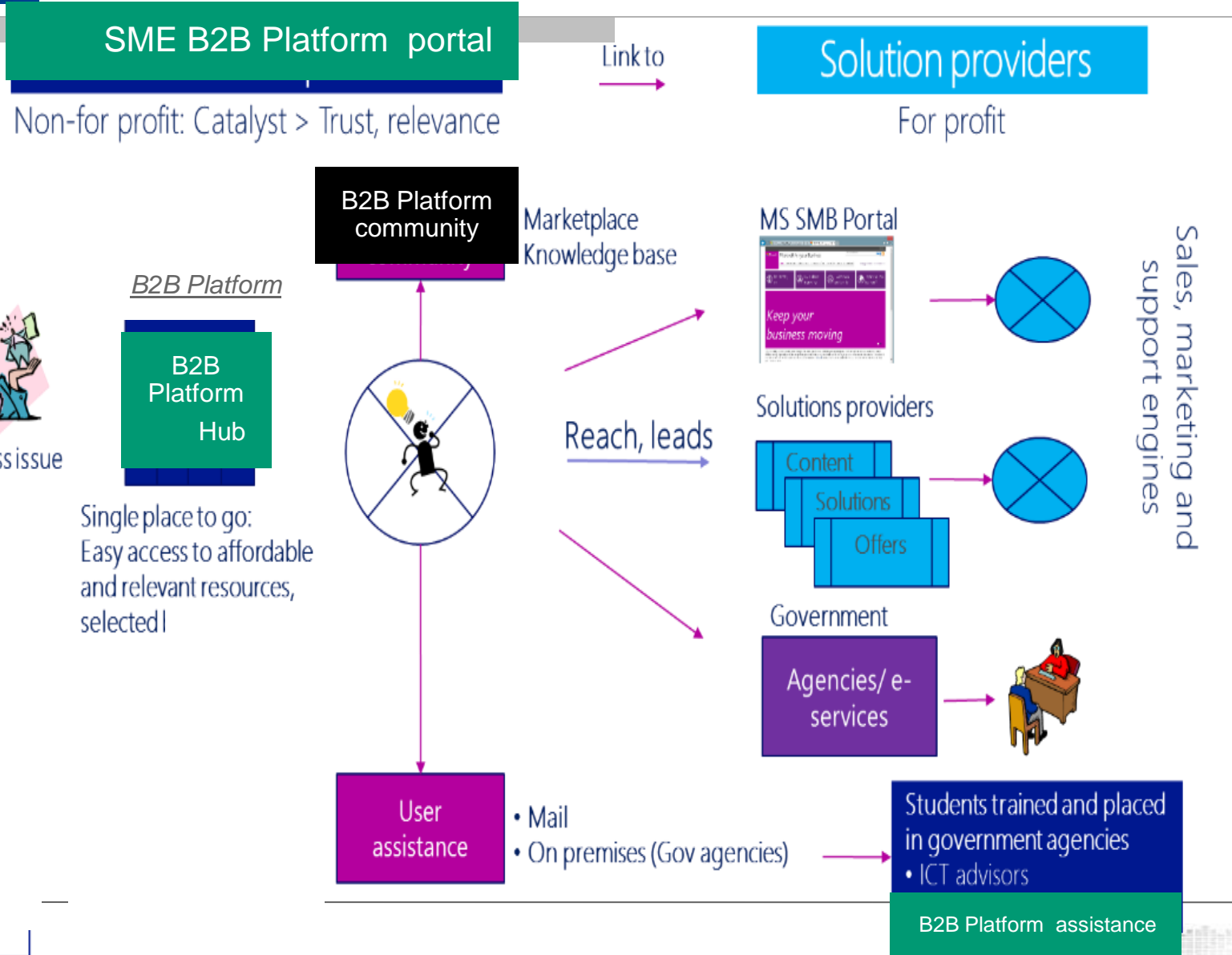
Amman, 27th April 2014

Kais Sellami

B2B Information process flow



The model





Project actions (by selected service provider)

Global design

Detailed design per module

Development (Customization of existing platform, Interfaces...)

Prototyping and Testing (detailed and global)

Data content collection and load Implementation

Golive & post Go-live





Support actions

Marketing (before and post go-live)

External coaching and advising - PMO (before and after project)

Hardware & Network (investment or Hosting)

Post go-live support by Service provider

Admin and webmastring

Logistics and administration





Human resources

External Service provider for implementation project

External coaching and advising

External Marketing specialists

Internally :

1 PM during project

3 Ressources after golive :

Marketing, Webmaster/admin, Technical support



Implementation planning

Selection of service providers for implementation and Coaching

General & Detailed design

Development , prototyping & testing,

Data content collection

Implementation

Golive

Coaching, Advising

Marketing actions

0 2 months 4 months 9 months 12 mois 15 months 18 months 24 mois



Project Budget

Item	Charge in man.days	Cost (in €)		
Selection of Service providers		2 000		
Project Implmentation		54 500		
Global & detailed design	40	14 000		
Development (Customization of existing MS platform, Interfaces...)	50	15 000		
Prototyping and Testing (detailed and global)	40	12 000		
Data collection and load	20	6 000		
Implementation & Golive	25	7 500		
Support actions		42 600		
External advising and coaching (PMO)	48	16 800		
Marketing (before golive)	36	10 800		
Hardware & Network Investment		15 000		





Post project annual Budget

Item	Charge in man.days	Cost	
Annual exploitation cost		45 600	
Marketing (post golive)	24	7 200	
Post golive support by Service providor	22	6 600	
Internal Ressources (CP/webmastr./Mrktg)		28 800	
Internal Logistics and adminsitration		3 000	





ROI revenues with Advertising and later Registration fees for companies (mid & long term)





Thanks

