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PROPOSAL PREPARED FOR BLUE BITS (VIETNAM)



Americas | Asia | Australia | Europe | Middle East | South Africa | United Kingdom

www.signiflow.com



Customer Information:

BUSINESS NAME : Blue Bits
CONTACT : Bach Vu Xuan
REGION : Vietnam
CONSULTANT : David Saunders
DATE : 10-09-2021
REF : 468-V1-10-09-2021



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1. Introduction:

SigniFlow is a core workflow and cryptographic digital signature engine that works, either on its own, or fully integrated with existing core business systems.

SigniFlow utilizes the most advanced & trusted digital signature technologies known to man and brings powerful workflow functionality and ease of document distribution to automate any business process.

Our team of cryptographic experts, experienced engineers and business process automation architects assist global conglomerates daily with their digitization requirements.

SigniFlow's Digital signatures are the most advanced and secure type of electronic signature. They are compliant with the most demanding legal and regulatory requirements because they provide the highest levels of assurance about each signer's identity and the authenticity of the documents they sign.

Documents signed digitally in SigniFlow provide evidence of each participant's signature within the document itself. During the signing process, the signer's certificate is cryptographically bound to the document using our global PKI (Public Key Infrastructure).

SigniFlow is available in different deployments - Whether you choose our cloud as your Software as a Service (SaaS) solution or opt to deploy a SigniFlow Hybrid behind your firewall to comply with your stringent document policies, IT policies or organizational requirements, we have the solution.

Although often referred to as an on-premise solution, the SigniFlow Hybrid server is at home in a private server room or data centre, as well as in any hosted environment (private or public-cloud) and in a secure cloud services platform, such as Amazon Web Services (AWS) or Microsoft Azure.

The term 'Hybrid' refers to the combination of technology our solution employs – a dedicated private hosted server, virtualization technology and cloud-based cryptography.

SigniFlow's solution is a native cloud application that uses cloud computing frameworks and network-attached Hardware Security Modules (HSMs) to perform cryptographic signature operations.

SigniFlow, a leader in the field of electronic signatures, was developed for compliance, innovation, and flexibility. It supports multiple signature models and allows customers to have cloud and/or in-house deployments.

If cutting down on costs associated with paper, print and document distribution is something you have been thinking about, then this is the solution.



2. Steps required

2.1 Background

Blue Bits VN has requested a proposal for the integration of its mail services into a SigniFlow.

To fulfil this requirement, SigniFlow will need to deploy a hybrid server in Microsoft Azure in Singapore.

In doing so, Blue Bits can sync data and create a hybrid, customized system to be demonstrated to potential clients that leverage SigniFlows technology via a single interface.

2.2 Functional description

To facilitate sending transactions e-mails for Blue Bits, SigniFlow will need to utilize an e-mail relay service from Blue Bits.

The following details will be needed from Blue Bits to configure the integration between SigniFlow and Blue Bits hybrid instance.

E-mail Relay or SMTP Details		
SMIME Certificate if required.	Yes	No
Please note: No Mailbox is required for the e-mail account; the e-mails will be sent from the application server and not the web server.		
SMTP Server Address.		
SMTP Server Port		
Requires SSL	Yes	No
Requires TLS	Yes	No
E-mail Address Used to send out e-mails.	digisign@bluebit.vn	
Authentication Flag set to True.	Yes	No
Application Server has access to SMTP Server		

2.3 Next steps

Blue Bits to provide the information requested in 2.2

Blue Bits to provide SigniFlow with its company logo (or branding document) so that SigniFlow can rebrand the hybrid server according to the Blue Bits Corporate Identity (CI).

2.4 Discussion

SigniFlow can satisfy Blue Bits requirements through a hybrid server deployment.

The estimated deployment timelines are one week (7days) from Blue Bits accepting this proposal and SigniFlow receiving all the requested information.

SigniFlow is keen to engage with Blue Bits and will happily consider alternative proposals.

3. Commercial

- Includes a hosted Hybrid Server deployment in Microsoft Azure (Singapore)
- All user-based (Maximum 15 License) licensing costs have been discounted from the proposal (total saving of \$2,185.71 per annum)
- The core proposal includes 3,000 documents stored in Microsoft Azure.
 - Additional cloud storage can be purchased at any time at 0.14 cents per document.
- Hosted Solution Includes High-availability (MS Azure/Singapore), with daily back-up and point-in-time recovery – Multi-node Containerized Kubernetes Cluster.

3.1 Hybrid Server Deployment - Hosted by SigniFlow in MS Azure (Singapore)

Number Of New Users	20		
Annual Subscription (Total Users)	20	140.00	2,800.00
Number of capacity storage docs PER USER	200		

SIGNIFLOW HYBRID SERVER LICENSE CONFIGURATION				
PRODUCTION HYBRID				
Description	Qty	Price	Total	Frequency
Total User Subscription	15	140.00	2,800.00	Annually
Production Hybrid	1	2,500.00	2,500.00	Annually
Install Setup & Company Branding	1	1,857.14	1,857.14	Once Off
Business Profile & Load Users	1	85.71	85.71	Once Off
Microsoft Azure Hosting	1	685.71	685.71	Annually
Microsoft Azure Storage Capacity (Docs)	3,000	0.14	411.43	Annually
		Sub-total Once Off	1,942.86	
		Sub-total Annually	6,397.14	
		Discount (Less User Subscription)	2,800.00	
		Sub-total Production	5,539.99	



- Blue Bits will pay the above amounts to SigniFlow in two intervals: \$3,000 paid during the month of September 2021 and the balance due before 31 December 2021

3.2. Commercial notes

- 1 Pricing excludes taxes (if applicable) and is in USD.
Multiple Business Profiles can run on one Hybrid Server (as per configuration / domain allowance) with unique e-mail branding per profile.
- 3 User accounts that are re-configured to be used as API accounts are not permitted and will be blocked.
- 4 Usage of SigniFlow is subject to our Terms and Conditions and our End User License Agreement (EULA).
- 5 Priority user -and end-user support SLA's are available on request in accordance to customer requirements.
- 6 Priority infrastructure support SLA's are available on request in accordance to customer requirements.
- 7 Costs for third-party software integration and process automation projects are subject to scope.
- 8 Costs for training is subject to scope, based on requirements.

Please confirm acceptance of this proposal by signing below:

Company: SigniFlow Asia Pacific

Date:

Contact: David Saunders

Signature:

.....

Company: Blue Bits Vietnam

Date:

Contact: Bach. Vu Xuan

Signature

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