OKB SAPR

List of Questions

29 October 2018

Q1. Please provide more details about your Company as per below:

Company Profile	Business Registration, Shareholding and management, types of business, products and services, years of experience, resource strengths, market share etc.
Financials	Last 3 years of Profit & Loss Statement and Balance sheets
Reference sites	Major Clients Within and Outside Russia from key industries e.g. Government, financial Services, Telco etc.
Testimonials	Any awards, certifications or recognition received from any global entity? Best Practices?
Independent Assessment	By Gartner or Forrester etc.
Business Partnership	Business Partnerships or joint ventures with any other Hardware and Software vendors/solution providers such as Microsoft, HP, IBM etc..

Q2. Please group your products according to category and provide details as per below:

PRODUCT CATEGORY	PRODUCT	PURPOSES, FEATURES AND BENEFITS	FUNCTIONAL/TECHNICAL ARCHITECTURE AND REQUIREMENTS	TARGET INDUSTRY – HOW IT WORKS.
Category 1 e.g. Online Payment Security	Product A			
	Product B			
	Product C			
	Product D			
category 2	Product A			
	Product B			
	Product C			
	Product D			

Q3. Please provide your cost and pricing structure as per below:

PRODUCT CATEGORY	PRODUCT	CAPITAL EXPENDITURE (CAPEX) e.g. Project Deployment and Consulting Services	OPERATING EXPENDITURE (OPEX) e.g. Licensing and Maintenance	REMARKS
Category 1 e.g. Online Payment Security	Product A			
	Product B			
	Product C			
	Product D			
category 2	Product A			
	Product B			
	Product C			
	Product D			

Q4. Please provide more details about your Support Model and Services:

Pre-Sales Support	What kind of support is provided during pre-sales and the man-day rate e.g. Request for Proposal (RFP), Proof of Concept (POC), system demo etc.
Implementation and Project Management Support	What kind of support is provided onsite and offsite during implementation – requirement analysis, design, development, testing and deployment? Man-day rate?
Maintenance Services / Support	Warranty period and Support Model for post implementation
SOP / SLA	Any standard operating procedure and service level agreement based on critical factors that needs to be observed
Product upgrade and Versioning Control	Anything that we need to know
Training and Knowledge Transfer	How do you plan and approach knowledge transfer for local Malaysian team

Q5. Please provide SWOT Analysis of the company and its products for us to assess competitive edge for Asia Pacific market

- STRENGTH

- WEAKNESS

- OPPORTUNITY

- THREAT

Q6. Case Studies and System Demo

- Pick 3 best practice sites (outside Russia) from different industries with different product offerings as case studies

- The selected sites must also be relevant to Malaysia context and needs

- Scope of case studies must cover the followings:
  - Problem statement
  - Product offerings as solutions to address the problems
  - Implementation process as per SDLC from user requirement, design, development, testing till deployment (from setting up till go live)
  - Post review, impacts and feedbacks

- Every case study must be accompanied with system demo of the product offering

The end