

2. CONTACT INFORMATION

Company:

- Official name : Lemon Companies bvba
- Legal form :bvba
- Official address : Clubhouse, Groeningenlei 16, 2550 Kontich
- VAT Nr :BE 0634.604.286
- Website : www.lemon.be

Personal:

- Name + first name : Van Roy Sven
- Email : Sven@lemon.be
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3. DESCRIPTION

3.1. Description of the QWDT functionality offered

<Please complete this section with a concise but clear description of the tool and its functionality, preferably documented with relevant screenshots of this solution>

Lemon is a scale-up from Kontich (most promising starter 2017 - VOKA / Scale-up of the Year finalist 2018 - EY). With Lemon, we mainly try to be a modern and positive company. Therefore, we always focus on the most modern technologies and we employ a young and dynamic team of +/- 40 people.

As an IT company, we actually are a digital contractor. For example, we build web applications (mobile, platforms, UX / UI, ...) that we can design and host ourselves. We usually do custom work and really focus on the business of our customers. We like to build platforms together with our customers where we have an impact on their business and always start from a professional analysis of the existing situation.

The digital tool would most likely be an application which is browser-built and accessible from each possible device. By choosing this solution instead of a off-the-shelf solution we can guarantee the best and most modern solution which implements the most modern technology. As a basis, we can re-use a solution we have built for one of our customers (<https://www.lemonstream.be/>). This would be a video-on-demand solution that allows the customer to upload their own safety video. We can build the front end in Wordpress and offer each single customer their own environment to post their own safety-video online. From there on, the visitor can play the movie and do the test afterwards.

3.2. Description of the setup requirements for this QWDT

<Please complete this section with a concise but clear description>

This solution would only require an internet browser availability. We would build a simple SaaS model where a login for guests would be provided. Therefore it would be available from every possible device.

3.3. Your standard market rate and T&C's for this QWDT

<Please complete this section with a clear pricing overview and Terms & Conditions>

At the start of the project 30% of the total will be invoiced. After 2 months another 40% is invoiced. Upon delivery the remainder is billed. After analysis the final scope of the project is fixed.

Work required for scope changes which emerge during project life-time will first be estimated and only scheduled after approval. All work performed as a result of these scope changes is billed at the end of the month (time & material) at a daily rate of 750 EUR (on top of the agreed upon project price).

For this model, we were thinking of a SAAS model of 500 euro per month per customer.

All mentioned amounts are excluding VAT. Invoices are payable within 14 days.

3.4. Timeline and Action Plan for this QWDT

<Please complete this section with a graphical timeline and bullet-point Action Plan for this solution>

Every project has a deadline. To visualize this and ensure achievability we create a **backplanning**.

DELIVERY

- The deadline for **Go-Live** still needs to be determined.
- To ensure ample time for testing and support we provide a month of **hypercare** before launch.

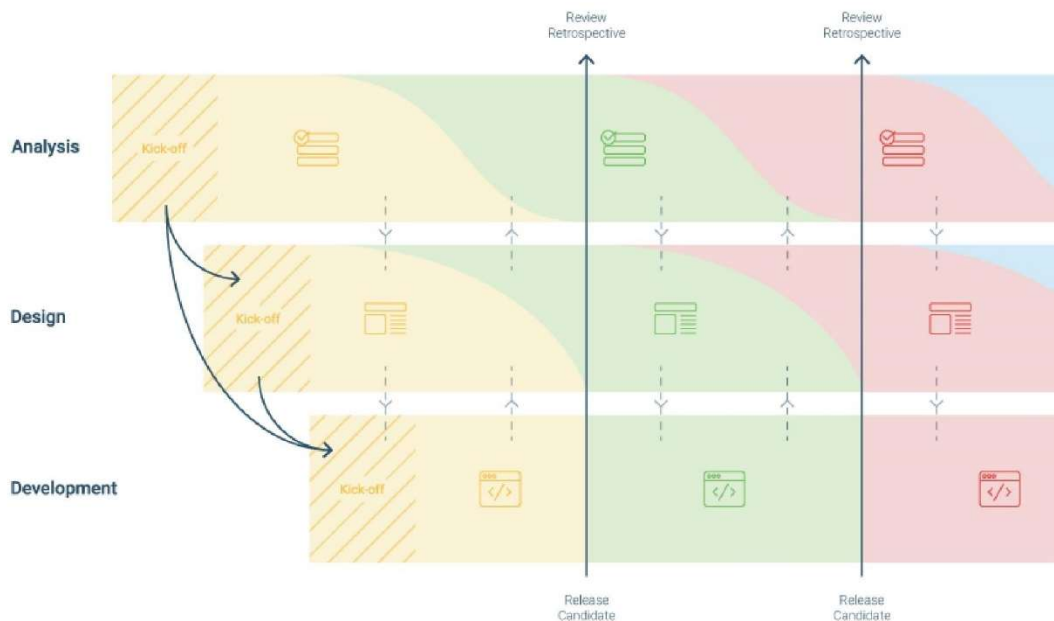
During this period we focus on supporting the customer in the execution of user testing and and **acceptance**. Based on the resulting feedback possible bugs and issues can be resolved quickly and efficiently, thus ensuring a fully tested and **stable** application at the conclusion of the hypercare period.

EXECUTION

- The **release date** for development of the application is one month before go-live.
- Based on the work estimation (after analysis), team size and preparation (analyse & design) we envision a **project life-time**.

PREPARATION

- To ensure the best possible team composition and planning for the project we employ a lead-time of 4 to 8 weeks.



3.5. Your relevant experience and references to previous projects.

<Please complete this section with a concise but clear description>

We have both valid experience in the building of webplatforms as in the building of mobile applications. Depending on the possible outcome we would suggest the one, the other or both. Lemon has built up a lot of experience in custom software development and Belfinity has her experience in paperless office. An overview of the work of Lemon can be found at <https://www.lemon.be/cases/work/>

We have our experience in parts of ERP packages, payment processing, smart website automation, planning tools,... Whatever the problem is, we always aim for the best possible quick wins.

We have also built a similar solution, which we can use as the basic for this platform. A preview of this solution is still reachable via <https://www.lemonstream.be/>