Web Site Development Proposal



Prepared by: Arkdev Prepared for: Date: 19 March 2014



DOCUMENT PURPOSE

The purpose of this document is to present a basic proposal for developing a new website for the Egyptian Clothing Bank. The document is a response to the RFP sent by LOJINE consulting and could be the base of future discussions between Egyptian Clothing Bank, LOJINE consulting and Arkdev.

INTRODUCTION

Arkdev is pleased to present this proposal for services to build a new website for the Egyptian Clothing Bank. Our goal as a company is to develop long-term client relationships through hard work, transparent operations and fair pricing.

Arkdev combines deep technical experience with leading-edge marketing front-end. Our team has 25 developers and supported by 10 QA, Project Managers, Analysts and Testers specialists.

KEY OBJECTIVES

Based on the RFP, Arkdev believes that the key objectives behind building the new website are:

- Have a professional international modern look and easy to navigate website.
- Communicate effectively Egyptian Clothing Bank programs to a wide range of audience individuals, businesses and associations.
- Reflect transparency and credibility about Egyptian Clothing Bank.
- Facilitate and encourage e-payment.
- Encourage customer interaction and loyalty.
- Position Egyptian Clothing Bank as one of the leading international Clothing banks worldwide.
- Be a platform for future e-marketing campaigns.

During the analysis phase, Arkdev will discuss these key objectives in details and map them with site functions & content to ensure that they WILL be achieved through the website.

Ex 1: Have a professional internal modern look and easy to navigate website.

Building a structure that is so easy to navigate.

Building slideshows with effective call to actions.

Availability on different mobile devices.

Splitting between "get informed" content and "get engaged" content.

Using recent techniques in UX and interface design.

WHY ARKDEV?

We believe that we <u>are an ideal fit</u> for the development project of the Egyptian Clothing Bank new website for the following reasons:

<u>Technical Expertise:</u> We have the expertise and resources to plan and implement web applications on multiple platforms. We are <u>CMMI, ISO, & Convio</u> certified solutions provider and we have extensive experience using <u>Drupal</u> - the open source content management system. Arkdev has delivered in <u>USA only more than 300 successful projects</u> using <u>Drupal</u> within the last 5 years.

<u>Business Domain Awareness:</u> Arkdev has been providing web solutions for the <u>Non-profit sector in USA for 5 years now</u>. We delivered solutions and support to major worldwide associations, and we have extensive experience in working with frameworks targeting Nonprofits in specific including <u>Convio, Blackbaud, & CiviCRM.</u>

Expandability without limits: Arkdev is now producing specific fundraising applications for the Non-profit sector in Egypt and the Middle East after its phenomenal success internationally. Within the second quarter of 2014, Arkdev will be introducing its platform <u>"SAHEM"</u> as the first professional tool for social fundraising in the region. Arkdev is also focusing on <u>Mobile Fundraising Apps</u>, <u>Fundraising through videos</u>, <u>CRM</u> and others. Arkdev strategy is to be the partner of choice for big NGOs in the region.

<u>Website Planning Skills:</u> As described in detail in this proposal, Arkdev <u>believes strongly</u> in having a clear process to plan and design a website. We believe in our process because it produces exceptional results for our clients and it is the most efficient way to deliver a website that will accomplish your goals.

Some of Non-profit clients:





























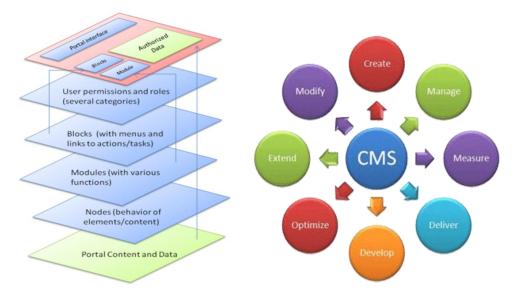






TECHNOLOGY FRAMEWORK

Arkdev has experts in JAVA, Drupal Open Source and .NET technologies. As per the specifications, we recommend using Drupal due to its flexibility, expandability and community support.



1- WHY DRUPAL?

ORGANIZE & FIND

Drupal comes with many tools to help you organize, structure, find and re-use your content. Categorize with taxonomy and automatically create friendly path URLs.

CREATIVE CONTENT

Manage content with an easy-to-use web interface with handling countless content types including video, text, blog, podcasts, and polls with user management, menu handling, real-time statistics and optional revision control.

ADMINISTER

Drupal comes with great options for new user accounts and user permissions. Users can be assigned one or more roles, and each role can be set up with fine-grained permissions allowing users to view and create only what the administrator permits

DESIGN AND DISPLAY

Drupal's presentation layer allows designers to create highly usable, interactive experiences that engage users and increase traffic.

CONNECT

Drupal makes it easy to connect your website to other sites and services across the web, using aggregation, feeds, and search engine connection capabilities. Social networking integration is also widely supported.

EXTENT

With more than 16,000 available modules, the vast majority of your site's requirements can be addressed with Drupal core and available add-on modules.

SECURITY

Drupal's core code has been proven to prevent common security problems such as those defined by the Open Web Application Security Project (OWASP).

FEATURES ANALYSIS

Based on the RFP and our history in developing such projects, we believe the new website will have the following features:

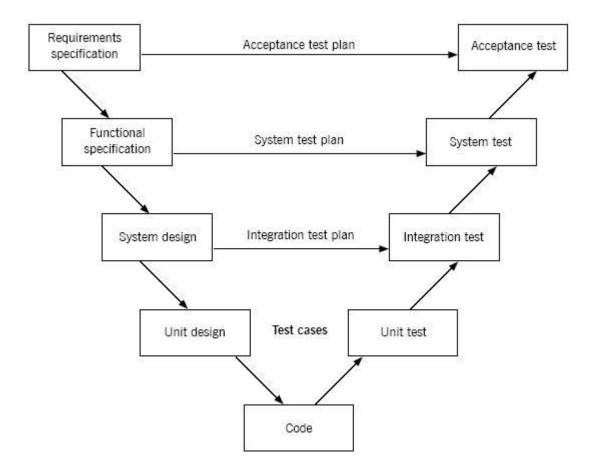
Content Management System (CMS)	As per the RFP, using Drupal Content Management system.
Cross Sectional Header Rotator	As per the RFP, as a Drupal Add-on.
Clickable sections in the Homepage	As per the RFP, managed through the CMS.
Mobile Compatibility	As per the RFP, an adaptive theme.
E-Payment Module	As per the RFP, using Arkdev peak experience in MIGZ integration.
FAQ Management	As per the RFP.
Careers	As per the RFP.
Map Module	As per the RFP, using HTML5 technology to ensure compatibility on different platforms.
Breadcrumbs	As per the RFP, native Drupal feature.
Facebook Like Box	As per the RFP
Facebook Like Button	As per the RFP
Share This Plugin	As per the RFP
Google Analytics Integration	As per the RFP

METHODOLOGY

Arkdev chooses the software development methodology based on the project requirements, timeframe, and client needs. For this project, Arkdev suggests a mixture between the V-Model and the Iterative Model. The V-Model ensures that testing plans and procedures start at early phases of the project while the Iterative Model extracts hidden requirements through prototyping and client feedback. A brief description of the two methodologies follows:

V-Model

The V- model extends testing to the beginning of the lifecycle. Static testing techniques, such as inspections and walkthroughs, can be used to find faults in the functional specification, as well as defining test cases that are subsequently executed in system testing. The explicit recognition of testing in the V model makes it very useful in planning and executing information system development.

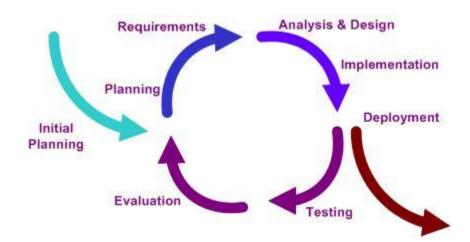


Iterative development

Iterative development slices the deliverable business value (system functionality) into iterations. In each iteration, a slice of functionality is delivered through cross-discipline work, starting from the model/requirements through to the testing/deployment. The unified process groups iterations into phases: inception, elaboration, construction, and transition.

- Inception identifies project scope, risks, and requirements (functional and nonfunctional) at a high level but in enough detail that work can be estimated.
- Elaboration delivers a working architecture that mitigates the top risks and fulfills the non-functional requirements.
- Construction incrementally fills in the architecture with production-ready code produced from analysis, design, implementation, and testing of the functional requirements.
- Transition delivers the system into the production operating environment.

Each of the phases may be divided into one or more iterations, which are usually time-boxed rather than feature-boxed. Architects and analysts work one iteration ahead of developers and testers.



WORK PHASES

Phase 1: Discovery and Graphical design

Our design sensibility is to be clear and uncluttered, making information easy to find and access. We believe strongly in visual storytelling and the value of using photography and especially video to connect to site visitors.

Our process follows the principles of user-centric design since successful website requires that its users remain engaged and motivated to interact with the system. Our process includes the following steps, which are outlined in this proposal:



Goal Setting

The operative question to ask at the beginning of this phase is: what must this website do or what results must it generate to be successful? These goals can be defined as new members, number of monthly site visitors, and increased visit time on site by different types of site visitors, or social media activity. It is important that these goals are specific, measurable and framed within organizational terms. The Egyptian Clothing Bank website can be beautifully designed and heavily interactive, but if it is not crafted to accomplish specific organizational goals, it is not fulfilling its function.

Our goal-setting discussions and exercises will fine-tune and prioritize which organizational goals the website will work to achieve.

Data Gathering and Target Audience Definition

The target audience definition phase is about understanding the needs of your audience. This phase will seek to answer the question: Who is your audience and how will your website address their needs? This phase ensures your website is oriented outward instead of inward. As part of this phase, we break down your audience into specific categories and build demographic, psychographic and technographic profiles.

Information Architecture

In web development, information architecture is informed by the goals of the application you are building, the target audience for the web application and the content you wish to make accessible. Here is where we begin a process for mapping out the site structure and functionality, remove outdated content, update or expand existing content and add new content.

We will work in the following phases:

- Content Inventory determine the content that will make up the site.
- Site Map a site map will present a visual flow of the site organization. This project includes up to 3 rounds of feedback on the site map.
- Wireframes wireframes will present a rough layout of main and selected sub pages. This project includes up to 3 rounds of feedback on the wireframes.

Graphical Design

We begin our web design process at the beginning of the project by leading the Egyptian Clothing Bank in a series of exercises that identify the visual and emotional core of the site brand.

We will produce the following deliverables:

- Concepts we will produce visual concepts. The Egyptian Clothing Bank will choose a concept—or a combination of concepts—that will result in a central direction for the site.
- Design Key Pages we will begin with the homepage and the standard interior page. Once these pages are determined, we will move forward and complete 3 other page templates.

PHASE 2: Site Development, Testing, and Launch

The exact execution plan will not be identified until the requirements are completely clear and approved by the Egyptian Clothing Bank. The implementation phase begins once the Software Requirements Document (SRS) is clear and approved. Our SRS will detail how the site will appear to the user on the front end and will include details on any behind the scenes functionality.

Arkdev uses a multi-disciplinary team approach to site development and we will assign a web development team of approximately 6 people to this project. This team will include a Project Manager, Lead Designer, Lead Application Developer, Technical Project Manager, QA Analyst and senior strategic and technical partners to oversee and guide the project. The Project Manager will be the main contact for the Egyptian Clothing Bank, and will coordinate the rest of the web development team to manage and push forward all moving parts.

PHASE 3: Training and Post Launch Support

Arkdev will provide the Egyptian Clothing Bank with extensive training on how to use the Content Management System and 40 hours of Post Launch Free Support.

PHASE 4: Testing

Arkdev believes strongly in rigorous testing and ensuring that the site is accessible for its intended audience.

As standard course, Arkdev:

- Tests cross-browser compatibilities Internet Explorer 7 and 8 (PC only), current Firefox (Mac and PC), Safari (Mac) and Chrome, Google's browser.
- W3C Priority 1 Standards compliance.

When testing, Arkdev begins by doing a general system test, tracking bugs and solving them as they arise. Our testing will be both from the user perspective and from the content management perspective to ensure proper integration.

We categorize our tests as:

• Full system testing:

In this test type, the entire site is tested under normal user behavior. Test "scenarios" are applied here in case the system has more than one access level or interface.

"Idiot proofing":

In this type of testing, the entire site is tested under abnormal user behavior, to ensure that the system does not crash when users enter faulty data.

• Regression testing:

This type of testing is done to ensure that no bugs that have been fixed affected the previously working system functions.

Bug Tracking:

Arkdev will provide the Egyptian Clothing Bank with a "bug tracking" system for a period of time following launch. Using this web system, project staff will be able to view the status of each issue as the technical team addresses it.

SHORT SUMMARY OF PROJECT MANAGEMENT TOOLS AND STRATEGY

Arkdev has been able to grow from 2 to 35 development staff through the trust we have with our clients and their increased work and referrals. This trust is built upon transparent and open communication. We are a communications focused company, seeking frequent feedback from our clients and knowing that the primary factor in a successful development project is in fully understanding the goals and in sharing the expectations.

Arkdev has operations in Chicago and in Cairo. The Cairo team is connected through a Chicago phone number, persistent IM and email, and an adjusted schedule that provides four-six hours of overlap in the work day. Communications are focused in the mornings, but the team is available for communication at any prearranged time.

We use four primary tools for communication:

- 1. Basecamp is used as a general project management tool. The complete project history and all project communications are available on Basecamp.
- 2. IM is used frequently for real-time communication between the client Project Manager and the Development Team. Using IM routinely rather than the phone ensures accuracy and creates a record that becomes part of the project history.
- 3. Email is used to set meetings and review communications and process. It is discouraged for project details.
- 4. Phone calls are used for kick-off meetings (if an in-person meeting is not needed), for demos/reviews, and at any time during the project when there are urgent or particularly complicated issues to discuss.

We also use software for screen sharing (GoToMeeting) as well as project management software requested by specific clients.

QUALITY MEASURES

Accessibility: Web Pages shall be accessible easily from any computer connected to the Internet, with an easy and professional navigation way.

Conformance: The web pages shall be ADA compliant and conform to W3C's Web Accessibility Initiative guidelines.

Best Practices: Website development shall take into consideration: browser and platform compatibility standards, web page load time, availability of site-specific search capabilities, mechanisms for detailed monitoring of site usage.

Security: Privacy of data, secure transactions, and overall security is absolutely mandatory.

Consistency: All web pages shall exhibit a similar structural appearance and format, and incorporate the same intuitive navigational flow, both within each web page, and among linked pages.

Passwords: Password protection shall be utilized to restrict access where applicable.

Identification via Search Engine: The website shall be designed to ensure the prioritization of the site web pages on external search engines.

Also, Arkdev will comply totally with the quality measures expressed in the RFP:

- Secured communication layer SSL is required for backend login (https://...).
- Site to be security-ready against SQL injections and cross site scripting. A malware monitoring and cleanup service to be incorporated to the website like Sucuri or McAfee Secure for Websites, logo to be displayed also to ensure customer confidence and trust.
- Admin Login URL should be long and hard to predict; avoid using traditional URLs.

FINANCIAL ESTIMATION (*)

Phase	Cost (EGP)
Business Analysis: Set of meetings between Egyptian Clothing	3000 (Reduced due to Prior
Bank, LOJINE Consulting and Arkdev to identify the website	work done by LOJINE &
components and structure.	Egyptian Clothing Bank)
Technical Specification: Development of the System	5000 (Reduced due to Prior
Requirements Specification (SRS) detailing the website structure,	work done by LOJINE &
wireframes & navigation.	Egyptian Clothing Bank)
Art work & Graphical elements design (for all pages).	10000
Technical Development: Building the site with all its features	57000
mentioned in the RFP.	
Testing & Deployment	5000
Total:	80000
15% Special Discount for the Egyptian Clothing Bank, taking into	(12000)
consideration our previous experience together and assuming	
same teams working together (Arkdev will retain the same team	
who worked with EFB before: John, Rasha and Sara)	
Total after discount	68000

Other Expenses (**)	Cost	Source
Hosting	Between \$10/m (shared) -\$40/m(VPS)	www.hostgator.com
Live Chat	\$10/operator/month	www.boldchat.com
SSL Certification	Between \$50/y - \$150/y	www.hostgator.com
Sucuri for malware cleaning	\$89.99/y	www.sucuri.net

^(**) Other expenses are mentioned as reference only; prices may vary based on the final requirements document.

Time Plan

Phase	Time
Discovery, Analysis phase, SRS creation & Approval.	2 weeks
Design phase: Producing 3 design samples.	4 weeks
Design phase: Refinement of the designs based on the client	2 weeks
feedback.	
Development	4 weeks from approving
	the design.
Testing & Deployment	1 week

Portfolio

Open Source Development



EFB is a charitable entity aimed at the supply and delivery of food to orphans, elders, widows, needy families and persons incapable of work and wishes to overcome hunger, by linking between those capable people and those needing help.

Egyptian Foodban





America Heart Association mission is to build healthier lives, free of cardiovascular diseases and stroke. That single purpose drives all we do. The need for our work is beyond question.





TSN is a network on YouTube dedicated to become the pool where talents synergize, develop and take a chance multiple times a year to make it to the top 10 for a chance at stardom.





Tube Star Network







Refugees International advocates for lifesaving assistance and protection for displaced people and promotes solutions to displacement crises. An independent organization, and do not accept any government or UN funding.

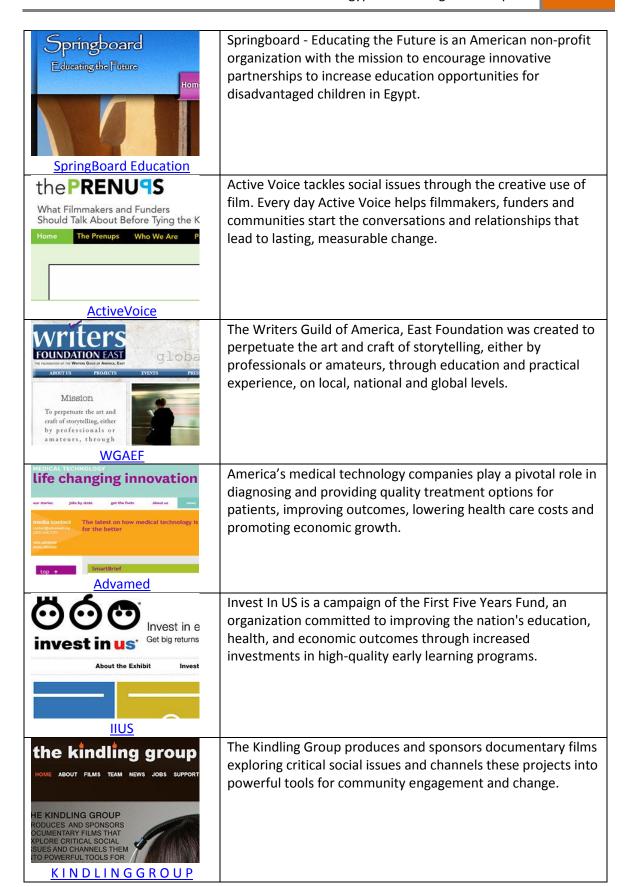
Refugees International



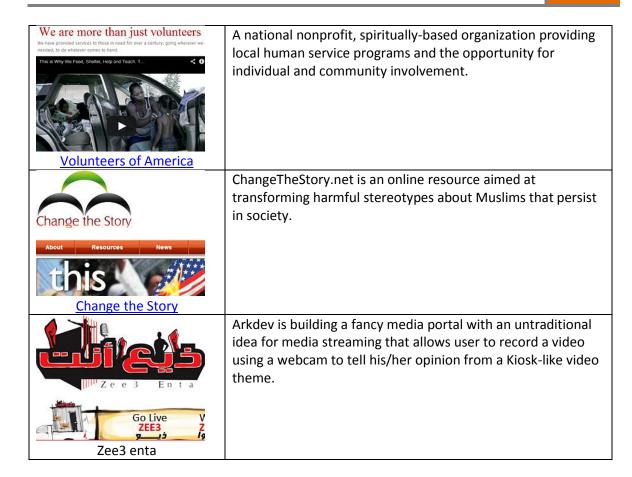
The HEALTHQUAL model focuses on strengthening and improving health systems with the goal of creating sustainable, self-sufficient local quality management programs.











Java Development



The future belongs to those who are honest, talented and innovative, not to big names and big-scale production and advertising. That's why El Gomhoreya TV has become our republic.

El Gomhoreya TV



Al Bernameg official website! You will be able to know more about our next episodes, watch previous episodes, and book tickets to attend the live show.



ConnectArabs is a fully featured innovation social media network allowing Arabs to show & share their inventions, talents, researches, projects, success stories and problems with the world.

Microsoft Development



A personalized video campaign by American Cancer Society encouraging existing participants to spread the word among new potential participants to engage in their fight against cancer.

WSPA LIVE EXPORT CAMPAIG



The WSPA Live Export campaign has been working since 2008 to pave the way for a transition from the cruel practice of live animal exports. They have engaged with government and industry.



Another personalized campaign by American Cancer Society as a way to encourage and empower their Making Strides walkers to raise funds among their networks.

Making Strides Against Breast Cancer Campaign/Microsite



ACP supports internists with a unique set of programs, products, and services that enhance their medical knowledge, strengthen ties with colleagues, provide valuable resources, and support advocacy efforts.

American College of Physicians Campaign/Microsite



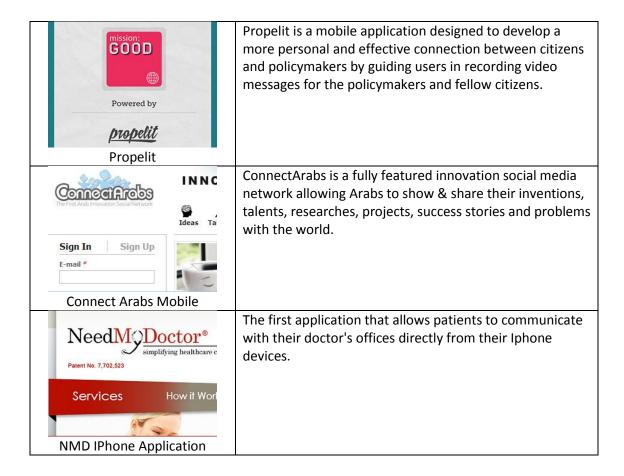
The first application that allows patients to communicate with their doctor's offices directly through the net.



Do No Harm tells the story of two reluctant whistleblowers in a small Georgia town who endure relentless attacks as they struggle to draw national attention to hospital corruption and the plight of the uninsured.

Do No Harm

Mobile Development



Blackbaud Development



Pathfinder International created this donation campaign where every video shared raises \$1 - up to \$1 Million to support women and girls around the world.



The Greater Chicago Food Depository, Chicago's food bank, is a non-profit food distribution and training center providing food for hungry people while striving to end hunger in the community.



Free.will.power is a project of the NARAL Pro-Choice America Foundation. The site mission is to support and protect a woman's freedom to make personal decisions as a fundamental right and value.

(*) Because Arkdev is working as the development arm of several International companies, some of the work mentioned above is done under the name of Arkdev strategic Partners (Outsourcing Model). Still Arkdev is behind all these great websites and contributed heavily in their success.

REFERENCES

Reliabid is a leading system for eBay sellers to guarantee payment from the buyer. Arkdev built the system for Reliabid by integrating seller data through the eBay API into a complex system that automatically calculates costs, places the Reliabid seal on participating auctions, tracks buyers and sellers and gives distributed users' access to customized reporting. Reliabid is a JAVA/Postgres project.

"I have nothing but the highest level of praise for the team. I would be happy to be a reference at any time whatsoever. I believe that Amgad and his team have done an exceptional job on every single project that they have completed for us and would be happy to share that feedback with anyone who asks."

Mohamed Ramzi ReliaBid, Inc. P.O. Box 516 Arlington, VA 22216

Office: 888-735-4224, ext. 1

Cell: 202-390-9333

Major League Baseball Players Association

Arkdev is building a complex back-office system for professional sports organizations (baseball & basketball) in the USA as a sub-contractor to Infologistics, a Chicago-based software development company. This project involves complex databases, OLAP and the combinations of new technologies. It is an example of Arkdev's ability to learn new technology quickly, to absorb complex ideas, and to follow the lead of skilled developers and project managers.

"Dear Amgad,

I want to express my deep appreciation for terrific people at Arkdev who have ensured the success of our many projects. Our customers are very demanding and it makes all the difference in the world that the people at Arkdev demand so much from themselves. They are skilled, hard working, and they dedicate themselves to a successful outcome. Our communication is excellent, not only because the people I work with at Arkdev are smart, but also because they take on my problems as their own. Another reason for our successful collaboration is the wide range of skill sets that the people at Arkdev possess. We can pursue so many aspects of a single project and so many different types of projects, working with one team; a team that also integrates itself successfully with my team members here in the US. My US team members and the Arkdev team members share a genuine admiration for each other.

It is not that often that I can point to a particular provider and say it is a great privilege to work with you. It is a great privilege to work with Arkdev.

Gratefully yours **Bob Meyerhoff** President

Information Logistics, Inc. 847-404-0477 bobmeyerhoff@infologisticsinc.com

www.mena-rbcf.org

MENA Responsible Business Conduct Forum

The MENA Responsible Business Forum aims to help governments in the region, in cooperation with business and civil society organizations, to create a climate that seeks to maximize the potential for investment to contribute to sustainable economic and social development.

"I had a very pleasant experience working with Arkdev. Arkdev is about a team of young professionals who have demonstrated high standards of devotion and commitment to the development of the MENA Responsible Business Conduct Forum website. They are very responsive to customer needs and always bring creative solutions into one's problems. It is worth mentioning their timely delivery and trustworthiness as well as their continuous technical support. I do value their business and I highly recommend this company in the future ..."

Maha El Moaz **CSR Coordinator**

Egyptian Corporate Responsibility Center

Tel: (+202) 016 503 1444 Fax: (+202) 37 62 90 28 E-mail: melmoaz@eiod.info

More references are available upon request. We encourage you to call and ask about skill, communications, availability, dedication, ability to learn, personalities, flexibility, etc.

> Kind regards Amgad Y. Kaldas