



HUAWEI FRAMEWORK AGREEMENT (FA) ENGAGEMENT MODEL

The following is a draft process which will be refined and amended based on the principles below. Once finalised, the Parties will agree to incorporate same by way of an Addendum to this Agreement:

----- STEP 1 -----

- SITA Receives Tasking from Customer for Brand Specific Procurement – 3 to 5 Days:
- CRM Registers with all pre-requisite documentation (Brand specific approval, business case, proof of budget, Bill of material);
- Request is forwarded to Supply Chain – Demand Management;
- Demand Management will allocate to SITA Reseller Business Supply Chain Management; and
- Optional – SITA Provide customer with Budgetary Quote.

----- STEP 2 -----

- SITA Reseller Business – Supply Chain Management with G-Commerce – 5 to 10 Days:
- Create Bid Document and receive approval for publishing;
- Publish Bid Document to Huawei Distributors (Mustek Limited, Pinnacle Micro and Epsidon Technology Distribution);
- Bid Closure and Evaluation;
- Bid pricing and recommendation report;
- Bid Adjudication (Time dependent on value of bid); and

----- STEP 3 -----

- Bid Award
- SITA provide Final Quote/Recommendation letter to customer.
- SITA Receive PO from Customer/Customer Award to Distributor
- SITA Awards Bid to Distributor and creates PO.

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