

SITA Framework Agreement

ANNEXURE F –SITA Engagement Model

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

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.

2. SITA Reseller Business – Supply Chain Management – 7 to 14 Days:
 - Create Bid Document and receive approval for publishing;
 - Publish Bid Document to Huawei Distributors (Mustek & Pinnacle); Bid Closure and Evaluation;
 - Bid pricing and recommendation report;
 - Bid Adjudication (Time dependent on value of bid); and

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