

SCOPE OF WORK FOR CHANNEL PARTNER SEARCH

SCA-Partner helps you to identify strategic business partners in your key markets, regardless of which type of partnership you are looking for (e.g., with manufacturers, suppliers, distributors, licensees, sales representatives, research collaborations, etc.). SCA-Partner will offer an appropriate service and strategic advice in all related matters.

OUR SERVICE INCLUDES

- The identification of short-listed business partners,
- The creation of individual company profiles, and outreach to those potential partners.
- Potential partners can first be identified and selected with regard to our client's needs.
- We offer comprehensive assistance during negotiations with possible candidates.

STEPS

1. With this option you subscribe to our services and get started in your international expansion.
2. You choose a country or countries where you need new Business Partners.
3. We assign you one of our team members will guide you through the whole process.
4. We analyse your situation and learn about your products or services.
5. Once we know what you are offering and what type of Business Partner are you looking for, we start searching for the most suitable Business Partners for your company.
6. We recommend business partner in the country of your choice and help you through the negotiations until you are satisfied and connected to the right business partner.

REFUND CONDITIONS

SCA-Partner will refund our client 50% of fee received if one of the following occurs:

1. Failure to secure a potential partner within 3 months.
2. Failure to secure a deal (Partnership Agreement Signed) within 6 months.

BUDGET & TIMELINE

The total cost of the channel partner search per country, per partnership agreement signed.

=US\$ 1290. Period ranges from 3 to 6 months.

THE TERMS OF PAYMENT IS MADE

Our fees for channel partner search to US \$1290 and will be paid in two (2) installments as follows;

1. US\$ 500 signing amount before starting the project;
2. US\$ 790 Payable after closing a deal with a new business partner (i.e. Partnership or Distributorship Agreement)

ADDITIONAL SERVICES

1. Post appointing business partners we offer our assistance or expert advice; if you are facing issues for doing business with appointed partners.
2. If you wants to replicate the same model in other African countries, SCA-Partners will act as a long term expert partner for your business establishment in Africa markets.
3. SCA Partners will check and confirm, if there is any regulatory compliance, certification or any specific approval would be needed before accepting the project.
4. Any possible disputes will be tried by the parties in a friendly manner; the dispute will be resolved by the court of the contracting parties.

Client Name**Client Sign.....****Date.....**