



## OUR PROCESSES

### 1. Presentation of Business Opportunities To Customer(S)

These are done at various forums and by various means. It is presented either to groups or an individual. It can also be done as an online seminar or workshop. It can also be done at fixed locations. In this case, announcements of venue and date will be made.

These are free and are pursued to assist customers to explore the standard manufacturing/service enterprises available and to make informed choices after reviewing the merits and demerits of the business opportunities.

However, after this initial presentation, serious customers are expected to sign up through non-disclosure agreement for more detailed information and provision of sensitive documentation that will help make better informed decision.

### 2. Identification of Interested Customer(s) With Specific Request(s)/Need(s)

Customer signs up to become client..

### 3. Sign Non Disclosure Agreement to Discuss Specific Solution

Mutual non-disclosure agreement is signed between parties. This permits serious discussion to explore customer needs and business aspirations. The initial discussion will be less than 1hr. However if after presentations and non-disclosure, a customer is more determined to go forward with the project he/she will have to pay a retainer fee for a customized project or consulting project. On the other hand, no retainer fee is paid for standardized turnkey manufacturing enterprises that we have already developed.

### 4. Non-refundable commitment/Retainer/Engagement fee (Applicable to Customized or Consulting Projects)

Once client's needs are identified, client pays non-refundable retainer fee for customized or consulting projects. This permits client to call to discuss other projects or even change projects before contract is signed. It is also a one time fee throughout the life of the project.



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<b>5. Application Form</b>					
Enterprise/project design application form is emailed or mailed to client to complete. After analysis, client specific needs and scope of project will be determined and cost proposals agreed before contract is signed.					
<b>6. Contract Signing</b>					
Once application is completed and cost components are agreed upon contract will be signed to govern execution of the project. At least one of the following optional contracts are available:					
(a) Consulting contract – Cover technical representative, technical assistance and strategic advisory services. This also covers preparation of feasibility reports or business plans.					
(b) Design contract – Cover manufacturing/service enterprise design or factory design, manufacturing system design, technology systems design, process design, equipment designs, layout designs, and tooling designs and drawings,					
(c) Commercial contract – cover delivery of industrial machinery/equipment, installation, training and commissioning,					
(d) Service Contract – cover at least for long term after sales service, R&D and continuous improvement support,					
(e) Management contract – cover short term management of the manufacturing/service facilities on behalf of client to stabilize operations, process and quality control.					
<b>7. Feasibility Studies/Business Plan – Optional Service</b>					
Basic Plan					
Sliver plan					
Gold plan					
Platinum plan					



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Diamond					
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Note: The choice of business plan depends on the number of pages and quality of data. Client is responsible for transportation, accommodation and meals associated.

**8. Manufacturing /Service Enterprise or Factory or Project or Technical/Engineering Designs & Drawings**

Small scale project < \$250,000					
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Medium scale project (\$250,001 to \$5M)					
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Large scale project (>\$5M)					
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These are what we know how to do best. These services involve several processes and techniques. They also involve examining various cost effective alternatives and scenarios. The outputs of these activities determine the optimal size and scope of the manufacturing/service enterprises that put our customers ahead of the competition. The outputs include kinds of highly productive industrial machineries/equipment selected, appropriate packages selected, quality of finished goods to be produced, shelf life of finished products, process flow and layout drawings, number of operators, size of plant, efficient production control methods, less wasteful inventory method chosen, and proven quality control methods. Above all the industrial or trade secrets more appropriate for the quality finished products satisfactory for consumer safety standards and requirements are pre-determined by us. This is our strength and this why we are in business and this is why you must stay with us!

<b>9. Technical Assistance to Raise Investment Capital – Optional Service</b>					
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This is an optional service. Client pay fees determined as a percentage of funds raised. Client pays after funds are raised.

<b>10. Project Management – Optional Service</b>					
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This includes project planning, implementation and coordination. It also covers supervision, including procurement, installation, training and commissioning. It may also include assistance for recruiting skilled personnel. This is an optional service and client pays a separate fee



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for this.

**11. Long Term Services – Optional Service**

This is a long term services covered by services agreement. These are post installation and commissioning services. The services cover after sales service for timely supply of spare parts and preventive maintenance schemes. Additionally it includes international marketing, R&D, continuous improvement support; and periodic training on industrial trends during the life of the project. A Fee paid according to agreement term. How the fee is determined as percentage of the revenue generated during the operational phase.

**12. Management – Optional Service**

This service is provided after installation and commissioning if client needs this management service. This a short term operational management service on behalf of the client. It covers managing manufacturing/service facilities to stabilize operations, process and quality control.

Note: Customers are responsible for all transportation, accommodation and meals costs associated with any project.

For more information and quotation call or email or complete the customer enquiry form:

**Technologi Solutions Research,**  
P. O. Box 162869,  
Atlanta, GA 30321.  
USA.

Tel: 770-472-2620