



### DEIL CSPA BUSINESS CYCLE FOR PARTNERED FACTORY/COMPANY:

**Step 1: Signing of DEIL Commission Sales Purchase Agreement (CSPA)**

- DEIL and the factory/company sign the CSPA contract, outlining the terms and conditions of the partnership.

**Step 2: Assignment of DEIL Foreign Staff to Factory/Company**

- After the successful signing of the CSPA, DEIL assigns its foreign business developer to each factory/company within 5 to 20 working days.

**Step 3: DEIL Assigns Projects and Orders to Company/Factory**

- DEIL's foreign business developer works on projects and transfers final end buyers to the head of the business developer, who then assigns the buyers to the factory/company.

**Step 4: DEIL Staffs Schedule Live Meetings over Zoom or Voice (Once/ Twice a month)**

- Regular meetings are scheduled between DEIL's team and the factory/company to discuss progress, updates, and address any concerns.

**Step 5: Quotation and Contract Agreement between DEIL Final End Buyer & Factory/Company**

- The factory/company sends their final quotation to DEIL's assigned staff for review before it is sent to the final end buyer. DEIL's staff provides professional assistance and ensures all products are properly accounted for.

**Step 6: Samples and Quality Check**

- DEIL's final end buyer may request samples of products, and the factory/company is required to send them for quality checks at any time.

**Step 6a: Payment - Placing of Order to the Factory/Company**

- DEIL's final end buyers make payments for the ordered products and services directly to the factory/company or through DEIL's foreign account, as discussed and agreed upon by all parties.

**Step 6b: Visitation & Inspection of Goods and Services**

- In some cases, the DEIL final end buyer may request to visit the factory or invite the factory to their foreign office overseas. The factory/company shall facilitate the visit, and DEIL's China team may accompany them.

**Step 7: Shipping and Logistics**

- As per the DEIL CSPA contract agreement, all shipping and logistics are handled by the DEIL-appointed shipping company.

**Step 8: Commission Resolutions**

- The Partner Factory/Company fulfills all its obligations as outlined in the DEIL CSPA agreement, including the payment of commissions as specified in Clause 6.0.

**Step 9: The End and the Cycle Continues**

- The cycle comes to an end, and the process repeats for subsequent projects and orders, ensuring a continuous partnership between DEIL, final end buyers, and the factory/company.

Please note that this is a generalized outline of the DEIL CSPA business cycle and may be subject to specific variations based on individual agreements and circumstances.



### 合作工厂/公司的 DEIL CSPA 业务周期:

#### 步骤 1: 签署 DEIL 佣金销售采购协议 (CSPA)

- DEIL 与工厂/公司签署 CSPA 合同, 概述合作条款和条件。

#### 步骤 2: 向工厂/公司派遣 DEIL 外籍员工

- 成功签署 CSPA 后, DEIL 将在 5 至 20 个工作日内向各工厂/公司指派其外国业务开发人员。

#### 步骤 3: DEIL 向公司/工厂分配项目和订单

- DEIL 的外国业务开发人员负责项目工作, 并将最终买家转给业务开发负责人, 然后由其将买家分配给工厂/公司。

#### 步骤 4: DEIL 员工通过 Zoom 或语音安排现场会议 (每月一到两次)

- DEIL 团队与工厂/公司定期举行会议, 讨论进度、最新情况并解决任何问题。

#### 步骤 5: DEIL 最终买家与工厂/公司之间的报价和合同协议

- 工厂/公司将其最终报价发送给 DEIL 指定的员工进行审查, 然后再发送给最终买方。DEIL 的员工会提供专业协助, 确保所有产品都得到妥善保管。

#### 步骤 6: 样品和质量检查

- DEIL 的最终买家可能会要求工厂/公司提供产品样品, 并要求工厂/公司随时送交样品进行质量检查。

#### 步骤 6a: 付款 - 向工厂/公司下订单

- DEIL 的最终买方直接向工厂/公司或通过 DEIL 的国外账户支付所订购产品和服务的款项, 具体支付方式由各方协商并达成一致。

#### 步骤 6b: 参观和检查货物与服务

- 在某些情况下, DEIL 的最终买方可能会要求参观工厂或邀请工厂到其海外办事处。工厂/公司应为访问提供便利, DEIL 的中国团队可陪同访问。

#### 步骤 7: 运输和物流

- 根据 DEIL CSPA 合同协议, 所有运输和物流均由 DEIL 指定的运输公司负责。

#### 第 8 步: 委员会决议

- 合作工厂/公司履行 DEIL CSPA 协议规定的所有义务, 包括支付第 6.0 条规定的佣金。

#### 第 9 步: 结束, 循环继续

- 周期结束, 后续项目和订单的流程重复, 确保 DEIL、最终买家和工厂/公司之间的持续合作关系。

请注意, 这只是 DEIL CSPA 业务周期的概括性概述, 可能会根据个别协议和情况出现具体变化。