

LICENSE AGREEMENT

1. Select appropriate implements for local production.
 2. Negotiate extent of know-how required.
 3. Memorandum of Understanding - Contract.
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Re 1

Criteria for selection

- *Marketable*
 - = appropriate end-user segment
 - = agricultural mechanisation in progress
 - = distribution channels - tractor dealers
 - = competition - local vs. import
- *Fabricating facilities*
 - = building and infrastructure
 - = machinery : Press, Guillotine, Lathe, Drill, Welding, Paint etc.
 - = sub-contractors
 - = manpower
- *Raw materials*
 - = reliable supply of steel, oil, paint, grease, tools etc.
 - = unhindered import of key components.

Re 2

Know-how

- Machine sample - prototype
- Technical shop floor drawings
- Bills of Materials (BOM)
- Owners' Manuals (English)
- Sales material & decals (optional)
- Training (optional)

Re 3

MOU - License Agreement

- Time frame
- Licensor obligations
- Licensee obligations
- Audit & dispute