

PHC MOU - Collaboration on PHC Services

This Memorandum of Understanding (MOU) exists as part of a set of MOU's that together define a multi-party network of business entities working in mutual collaboration to propagate Project Health Control (PHC) services globally.

Seven categories of participant are defined in the collaboration network and described in section [A] People. This MOU binds two parties

Party 1

The prime category that forms the main element of each MOU is the PHC Owner [AB]. The only participant in this category is Order Efficiency Ltd which is referenced as Party 1 in this MOU.

Party 2

The other six categories each have one or more participants. The participant referenced as Party 2 in this MOU has a relationship with Party 1 that is defined in this MOU in respect of its assigned Category and Region.

Company _____

Category _____ Region _____

A simple 'PHC Licence Revenue Calculator' spreadsheet is provided with this MOU as a tool for prospective participants to use in determining potential revenue:

<https://phcportal.com/flekphc/extras/calculator.xls>

Scenario 1 – [Users: 50, Projects: 1, Regions: 1] - Start

https://phcportal.com/flekphc/extras/PHC_Calculator_Scenario1_Start.PNG

Scenario 2 – [Users: 200, Projects: 50, Regions: 40] – Most of Africa

https://phcportal.com/flekphc/extras/PHC_Calculator_Scenario2_Most_of_Africa.PNG

Scenario 3 – [Users: 800, Projects: 200, Regions: 120] – Half the World

https://phcportal.com/flekphc/extras/PHC_Calculator_Scenario3_Half_the_World.PNG

For party 1 (Order Efficiency Ltd) _____

For party 2 _____

[A] People

The principle is for PHC to be propagated globally via a network of local businesses (the Local Representatives) to promote and encourage Local Content development.

PHC is a methodology that uses software for project-wide collaboration and it requires human resources to run it. The manpower requirements can be provided on contract from a combination of (1) International staff (2) Local staff and (3) Staff selected from within the Project Owner's project team.

It is envisaged that the use of International Staff will be predominant at the beginning of a PHC deployment and that a core of Local Staff provided by the Local Representative will be developed gradually. But the aim is to work towards complete self sufficiency of the Project Owner's project team who will be able to run the PHC deployment from the project's own resources.

As projects are gained in the market segment, the Local Representative will have the opportunity to build a substantial local PHC consultancy service. Commercial handling for work done by PHC Consultants provided by the Local Representative will be administered by the Gateway [AH].

[AA] Project Owner

The Project Owner is the business entity that receives the PHC service in return for weekly payment made to the Local Representative [AD] through a prepaid service call off contract and overseen by the Gateway [AH].

[AB] PHC Owner

The PHC Owner is Order Efficiency Ltd (<https://order-efficiency.com>), 34 Hillside Road, Southminster, Essex, CM0 7AL, UK, the company that brings the entire history of PHC development to the venture and will continue to develop PHC throughout its future global deployment.

[AC] Investor

The Investor provides finance for development of PHC in the target region. There is one investor for each target region who has provided working capital for the development of a PHC base in the region.

[AD] Local Representative

There are four Local Representatives specific to the Region. Each is an organisation indigenous to the Region and therefore a means to develop local content. Each acts to propagate PHC within the region through projects assigned to them.

For the MOU to be deemed commenced each Local Representative shall have secured a project within 2 months of the MOU signature date.

For the MOU to remain effective each Local Representative shall; (1) maintain effort on marketing activity and supply to the PHC Owner on a weekly basis a report on marketing activity conducted for the week, (2) ensure that at least one project is sustained under the Local Representative's control with PHC applied.

[AE] Tier 1 Subscriber

There are twenty Tier 1 Subscribers. This is a group of early investors who register for a stake in global PHC revenue for their relatively high risk financial support while the PHC subscriber list is small.

[AF] Tier 2 Subscriber

There are fifty Tier 2 Subscribers. This is a group of early investors who register for a stake in global PHC revenue for their medium risk financial support after the PHC subscriber list has built up to a level where the service is tried and tested.

[AG] The Gateway

The Gateway is a business entity that administers the Gateway register that is central to the worldwide distribution of the Project Health Control service. The Gateway establishes PHC contracts and handles invoicing for PHC services.

[B] Services

PHC is a methodology that is implemented using a suite of software applications that includes

- A Concerns Management System that incorporates the Risk Register and Action Tracking facility.
- A set of Deliverables Trackers that ensure visibility of the status of the project's deliverables.
- Training Requirements Analysis.

The System platform is made up from two interacting networks:

- A close network of database applications located on one or more PCs for administration and analysis of data.
- An internet browser based network for whole project access to status data and a means to feedback reports on snags related to Deliverables progress.

Deliverables Tracking linked with Concerns Management promotes the feasibility of rapid resolution of Concerns that arise during the life cycle of Deliverables.

All deployments of PHC on projects are licensed weekly on a 'per user' basis for as long as the project is operational with PHC applied.

Project Health Control (PHC) provides two categories of service for the Region, each of which forms a stream of income for one or more of the parties.

[BA] Licensing

PHC is offered on a sliding scale per-person licensing basis.

Amount per week per licence:

- \$50 - (first 10 licenses)
- \$40 - (licenses 11 to 50)
- \$25 - (licenses 51 to 100)
- \$15 - (licenses 101 to 400)
- \$5 - (licenses 401 and above)

Party	Contribution	Compensation
[AA] Project Owner	Consumer of PHC service	-
[AB] PHC Owner	Technical Support / PHC Manpower supply	32%
[AC] Investor	Funding for set-up of national satellite in Region	30%
[AD] Local Representative	Logistic/Admin Support / PHC Manpower supply	30%
[AF] Tier 1 Subscriber	First 10 to subscribe to the Gateway	4%
[AG] Tier 2 Subscriber	Next 50 to subscribe to the Gateway	3%
[AH] The Gateway	Commercial Administration	1%

Table 1 - Licensing

[BB] Manpower

PHC requires manpower for set-up and operation. The client can choose to administer and run the system using a combination of internal resources and local or international contract manpower.

Distribution of profit from manpower is as per table below:

Party	Contribution	Compensation
[AA] Project Owner	Consumer of PHC service	-
[AB] PHC Owner	Technical Support / PHC Manpower supply	10%
[AC] Investor	Funding for set-up of national satellite in Region	3%
[AD] Local Representative	Logistic/Admin Support / PHC Manpower supply	80%
[AE] Tier 1 Subscriber	First 10 to subscribe to the Gateway	1%
[AF] Tier 2 Subscriber	Next 50 to subscribe to the Gateway	1%
[AF] The Gateway	Commercial Administration	5%

Table 2 - Manpower

The client is likely to contract international and local staff during start-up, and during operation, the numbers of international and local staff is expected to decrease and reach an equilibrium based on self sufficiency of the project team, with call off support from the Local Representative.

Invoice Frequency : weekly

For party 1 (Order Efficiency Ltd) _____

For party 2 _____

Amount : \$400 is a nominal average day rate for PHC manpower. Tables of cost against are maintained by the Gateway.

[BC] Gateway Subscriptions

The PHC service is provided to projects operating across a range of industries and regions. The Gateway database is a register of individuals and companies who support the application of PHC services to projects.

Individuals register as 'interested parties' to keep informed about developments in the market and for social interaction with other members. Registering in the Gateway gives individuals a unique identity that allows them to take part in some services on projects with PHC applied.

Companies register into the Gateway to allow access to projects in the PHC portfolio for business development purposes. There is an annual fee for each company that registers as a Gateway member.

Party	Contribution	Compensation
[AA] Project Owner	Consumer of PHC service	-
[AB] PHC Owner	Technical Support / PHC Manpower supply	-
[AC] Investor	Funding for set-up of national satellite in Region	-
[AD] Local Representative	Logistic/Admin Support / PHC Manpower supply	-
[AE] Tier 1 Subscriber	First 10 to subscribe to the Gateway	-
[AF] Tier 2 Subscriber	Next 50 to subscribe to the Gateway	-
[AG] The Gateway	Commercial Administration	100%

Table 3 - Gateway Subscriptions

[C] Timing

[CA] Commencement

The collaboration shall be deemed commenced on satisfaction of conditions described in the sub-section of section [A] that pertains to the category of participant to which this MOU applies

[CB] Duration and Termination

The collaboration shall continue for a period of 10 years from commencement unless termination is proposed by either Party and agreed by the other Party or if Party 2 fails to maintain conditions described in the sub-section of section [A] that pertains to the category of participant to which this MOU applies.

The terms of the collaboration may be adjusted at any time during its term on mutual agreement by both parties

For Party 1

Organisation:	Order Efficiency Ltd
Category:	[AB] PHC Owner
Region:	All
Name:	David Winter
Position:	Director
Signature:	
Date:	

For Party 2

Organisation:	
Category:	
Region:	
Name:	
Position:	
Signature:	
Date:	