

AUTHORISATION

PLEASE PRINT IN BLOCK LETTERS

▶ DETAILS BELOW TO BE COMPLETED BY YOUR ACCOUNTS DEPARTMENT

For the Attention of (L2B Representative's Name): _____

Company Name: _____

Company CK or CC No.: VAT No:

How did you hear about us? (eg: Google, Telesales, etc.): _____

Accounts Contact (Full Name & Surname): _____

Accounts E-mail: _____

NB: WRITE YOUR E-MAIL ADDRESS AS CLEARLY AS POSSIBLE TO AVOID AN E-MAIL DELIVERY FAILURE

Postal Address: _____ Code: _____

Physical Address: _____ Code: _____

Telephone: _____ Fax: _____ Cell: _____

Please indicate your subscription choice: (prices are monthly & exclude VAT)
 Kindly complete an Advisory form for each user you require

Subscription Start Date: dd / mm / 20__

Notes: _____

Packages :	Monthly	Additional User(s)
Tenders South Africa	<input type="checkbox"/> R1 139.13	<input type="checkbox"/> x R 420.00
Tenders Africa	<input type="checkbox"/> R1 373.91	<input type="checkbox"/> x R 560.00
Tenders (South Africa & Africa)	<input type="checkbox"/> R1 971.30	<input type="checkbox"/> x R 560.87
Projects (South Africa & Africa)	<input type="checkbox"/> R2 432.17	<input type="checkbox"/> x R1 066.96
Leads 2 Quotes	<input type="checkbox"/> R2 016.52	<input type="checkbox"/> x R1 410.43
Open Quotes	<input type="checkbox"/> R 239.13	<input type="checkbox"/> x R 239.13

Monthly Debit Amount R _____
 (excl. VAT)

DEBIT ORDER ACCOUNT DETAILS:

To: Leads 2 Business (abbreviated name as registered with the bank: L2B)

Please debit my/our account once a month on the: 15th of the month OR the last working day of the month

Authority Given by/ Name of Account: _____

Name of Bank: _____

Account number: Branch name: _____

Branch code: Account type: Current Transmission Savings Other: _____

Monthly Debit Amount R _____ (excl. VAT) OR Annual Debit Amount R _____ (excl. VAT)

Terms & Conditions, Continued Overleaf...

X Initial here

For Office Use Only: Username: _____ Password: _____

AE: _____ UCID: _____

Pastel: _____ Account ID: _____ ACCID: _____

- | | | | |
|--|---|-------------------------------------|------------------------------|
| <input type="checkbox"/> Subscribers File (xls) | <input type="checkbox"/> FNB Bank | Registered Date: _____/_____/20____ | Registered Time: _____:_____ |
| <input type="checkbox"/> ___ Pro-Rata Days added | <input type="checkbox"/> Saved to NAS | Phoned Date: _____/_____/20____ | Phoned Time: _____:_____ |
| <input type="checkbox"/> Proof of Account Supplied | <input type="checkbox"/> E-mail AE & AC | Spoke to: _____ | |

AUTHORISATION

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▶ TO BE COMPLETED & DETAILS AUTHORISED BY YOUR BANK ACCOUNT SIGNATORY

A. Terms and Conditions

This signed Authority and Mandate refers to our contract dated ("the Agreement"). I/We hereby authorise you to issue and deliver payment instructions to your Banker for collection against my/our nominated account at my/our nominated Bank (or any other bank or branch to which I/we may transfer my/our account) on condition that the sum of such payment instructions will never exceed my/our obligations as agreed to in the Agreement and commencing on and continuing until this Authority and Mandate is terminated by me/us. The individual payment instructions so authorised to be issued must be issued and delivered as per overleaf.

In the event that the payment day falls on a Sunday, or recognised South African public holiday, the payment day will automatically be the last working day prior to the debit date. I/We understand that the withdrawals hereby authorised will be processed through a computerised system provided by the South African Banks. I/We also understand that details of each withdrawal will be printed on my bank statement. Such must contain a number, which must be included in the said payment instruction and if provided to me should enable me to identify the Agreement. This number must be added to this form in Section E before the issuing of any payment instruction. I/We agree to pay any bank charges relating to this debit order instruction.

The physical address provided is our domicillium citandi et executandi. I/We understand and agree that I/we will be liable for all outstanding monies which may be due to Leads 2 Business for services which I/we used. I/We also agree that I/we will be held liable for all interest, collection cost and/or any fees which may occur should the account be handed over for collection. I/We understand clearly that Leads 2 Business has the right to place a listing on Credit Bureau should I/we fail to settle the account in full. Receipt of this instruction by you shall be regarded as receipt thereof by my/our bank. Leads 2 Business does everything in its power to ensure that clients receive the most qualified leads possible, however it cannot guarantee work from leads received, therefore, payment cannot be withheld should the leads provided not result in work.

X Initial here

B. Mandate

I/We acknowledge that all payment instructions issued by you shall be treated by my/our nominated Bank as if the instructions have been issued by me/us personally.

C. Cancellation

Should you wish to unsubscribe, we require fourteen (14) days notice prior to the next debit run. I/We agree that cancellations made directly through our bank alone will not suffice as a cancellation of this agreement. Written notice of cancellation is required and must be faxed through to 033 343 5882 or emailed to Accounts@L2B.co.za. A maximum suspension period of three (3) months is allowed, with an automatic suspension activation after which, the account will be de-activated. Suspension requests must be received by L2B in writing. I/We shall not be entitled to any refunds of amounts which you have withdrawn while this authority was in force if such amounts were legally owing to you.

X Initial here

D. Assignment

I/We acknowledge that this Authority may be ceded or assigned to a third party if the Agreement is also ceded or assigned to that third party, but in the absence of such assignment of the Agreement, this Authority and Mandate cannot be assigned to any third party.

E. Agreement Reference Number

This Agreement's reference number is: _____ (This will be supplied by L2B)

Kindly Note:

- 1. The first debit will include an adjustment for the balance of the first month.
- 2. All subscriptions are payable in advance.
- 3. Rates are subject to an annual increase in March.
- 4. All information supplied by Leads 2 Business is subject to copyright and shall not be reproduced, copied, disclosed, provided or resold in either its original form or in any remixed form to any person other than the user.

Name & Surname of Authorised Signatory on Bank Account: _____

ID Number: Designation: _____

E-mail Address: _____ Signature: **X** _____

Signed at _____ on this _____ day of _____ /20_____

Your subscription will be processed on receipt of e-mail/fax, with all relevant forms completed, signed and initialled.

ADVISORY

SELECTIONS

PLEASE PRINT IN BLOCK LETTERS

▶ DETAILS BELOW TO BE COMPLETED FOR THE **USER WHO WILL RECEIVE OUR LEADS**

For the Attention of (L2B Representative's Name): _____ Date: dd/mm/20 _____
 Company Name: _____ Branch Name: _____
 User's Full Name & Surname: _____
 User's E-mail Address: _____ User's Birthday: _____
 Website Address: _____
 Postal Address: _____ Code: _____
 Physical Address: _____ Code: _____
 Telephone: _____ Fax: _____ Cell: _____
 BBBEE Status: _____ BBBEE Class: _____ CIDB Ratings/Class: _____ PE:
 CSD: CSD No. _____ Capacity: Material Labour Material & Labour
 Consultant Contractor Country-wide Supplier Continental Supplier Receive RFQs Register Vendor
 Serviceable Regions: _____
 Company Description: Give details of your Trades/Scope of works & detail the services/products that are unique to your company) _____

Activate this user for the following Service(s): Projects Tenders Leads 2 Quotes Open Quotes

YOUR PROFILE SELECTIONS

Tender Advisory:

- Africa
 South Africa
 Building & Construction News

- Tender Awards Advisory
 Receive ALL Awards regardless of filters
 Tender Keyword Advisory
 Keywords Ignore Profile filters
 Receive re-advertised/ re-tendered Tenders
 Receive an Advisory even if there are no results

- Projects Advisory
 Project Weekly Report
 Project Fortnightly Report
 Project Monthly Report
 Enable Automatic Monitoring of Projects based on Project Advisory Filter Settings

REGIONS:

SOUTH AFRICA
 (Applies to Tenders & Projects)

- Eastern Cape
 Free State
 Gauteng
 KwaZulu-Natal
 Limpopo
 Mpumalanga
 North West
 Northern Cape
 Western Cape

AFRICA
 (Applies to Africa Tenders & Projects)

- Angola
 Botswana
 DRC
 Ethiopia
 Eswatini (Swaziland)
 Ghana
 Kenya
 Lesotho
 Malawi
 Mauritius
 Mozambique
 Namibia
 Nigeria
 Tanzania
 Uganda
 Zambia
 Zimbabwe

TENDER CATEGORIES

- Air Con & Refrigeration
 Alternate Energy
 Building
 Consultants
 Demolition & Blasting
 Electrical & Instrument
 Facilities Management
 Fencing
 Fleet Management & Transportation
 Infrastructure
 IT & Telecom
 Materials & Supplies
 Mechanical
 Plant & Machinery
 Security & Fire
 Supplier Database
 Trades

TENDER VALUES

- CIDB 1: R 0 - R 500 000
 CIDB 2: R 500 000 - R 1 Million
 CIDB 3: R 1 Million - R 3 Million
 CIDB 4: R 3 Million - R 6 Million
 CIDB 5: R 6 Million - R 10 Million
 CIDB 6: R 10 Million - R 20 Million
 CIDB 7: R 20 Million - R 60 Million
 CIDB 8: R 60 Million - R 200 Million
 CIDB 9: R 200 Million Plus

TENDER KEYWORDS

01. _____
 02. _____
 03. _____
 04. _____
 05. _____

PROJECT CATEGORIES

- Building
 Infrastructure

PROJECT STATUS

- Conceptual
 Procedural
 Design
 Tender
 Awarded
 Underway
 Complete

PROJECT VALUE

- R 0 - R 30 Million
 R 31 - R 60 Million
 R 61 - R 100 Million
 R 100 Million Plus

INDUSTRIES

(Applies to Tenders & Projects)

- Factory & Warehousing
 Healthcare
 Hospitality & Leisure
 Industrial
 Institutional
 Mining
 Office & Commercial
 Power Grid
 Renovations
 Residential
 Retail
 Road
 Transport Terminal
 Water



Private Projects

Project leads that
make a difference
to your order book.

SUBSCRIBE



THE SOLUTION

Private Projects is the preferred lead solution for construction companies. Various phases within the project development life cycle present opportunities for your business. Since these are not advertised openly, utilizing these leads will give your company the advantage of getting ahead and opening channels of communication with relevant key players.

Additional benefits to you include:









- Comprehensive directory of clients, professionals, contractors and suppliers.
- SMS and email follow-up reminder facility.
- Access your information
- Password protected personal notes.
- Track projects from conception to completion & manage sales leads
- Projects sourced from conception
- Comprehensive project description & contact details

SUPPORT

You want your company to excel in a competitive industry, to help you make the most of the leads provided; these support services are included in the subscription package:

- Projects researched have the official researcher's contact details included.
- Training on best methods to utilize the service is provided.
- A proactive approach is taken to support your business, should we receive notification of an email problem from your ISP, we will contact you to try resolve the issue.
- Online support is offered via Live Help, if there is a feature you need assistance with or a query you need to raise, we are only a click or a call away.

THE BENEFITS

-  Relationship building no cold calling.
-  Open communication channels through a wealth of professional information.
-  Relevant industry information from conceptual to completed stage.
-  Avoid information overload by customising your online profile.
-  Exclusive opportunities on potential projects of interest are delivered directly to your inbox daily.
-  Monitor projects of interest and receive updates as they evolve.
-  Assign projects to your sales team and manage new business using L2B tools.
-  Web based, so you can access it from any where at any time, no specialist software required.



Private Projects

Projects - know in advance who is building what, when & where.

Know what is happening in the industry and plan tactically to expand your business outlook.



1. Conceptual

Conceptual stage is the beginning phase of the project.

- Client / Developer Details
- Feasibility Process Begins
- Securing Funding
- Request for Proposal



4. Awarded & Underway

The main contractor and subcontractors have been awarded and construction is underway. The main building and civil contractor details are listed under Awards.



2. Procedural

Procedural stage involves obtaining various approvals & authorisations.

- Basic Design
- Geotechnical Study
- Licensing
- EIA Process
- Property Rezoning
- Professionals



5. Complete

Practical completion is nearing the end or is structurally complete.



3. Design & Tender

Design & Tender stage involves detailed design, the tender process and bill pricing. The majority of the project professionals have been appointed at this stage. Bidding contractors' details are listed under Bidders.

- Detailed Design
- Expression of Interest
- Negotiation
- Tender
- Anchor Tenant
- Invited List



6. Postponed

The project is on hold for various reasons. If you are assigned to the project as a monitor, you will receive an update email when the status changes.