

	Week 1	Week 2 - 3	Week 4 -5	Week 6 - 8	Week 9 -12	Week 13 - 16	Week 17 - 89	Week 90 - 92	Week 93-95
C. Exploratory meeting									
1. Formally Engage client									
2. Presentation by client to the Business Opportunities Committee									
3. Feedback, discussions and convergence									
D. M.O.U Phase									
1. Agreeing on the engagement framework									
2. Outline role of each partner in the collaboration									
3. Incorporate revision & ammendments									
4. Approval of the MOU by Board of both parties									
5. Signing the MOU									
6. Developing & executing specific agreement documents									
E. Pre development phase									
1. Project Advisory & validation									
2. Tender action									
F. Development Phase									
1. Project Management									
G. Post Development Phase									
1. Sales & Marketing where necessary									
2. Final settlement of accounts and consultancy fees									
3. Exit evaluation report on the Conslutancy Service									