

# TWWT International

Let's Do Business

*Cooperation Roadmap Typical Milestones  
& Guiding Principles*





## Cooperation Typical Roadmap Milestones

*At TWT we believe in an objective and efficient approach to cooperation for best possible results. We structure information and follow best practice principles from which the individual performance and solutions roadmap for Client requirements is developed. Typical Information and Roadmap 20 Milestones for joint perusal are i.e.*

- |    |  |                          |
|----|--|--------------------------|
| 1  | Contact Enquiry & Contact KYC Compliance Information                                 | <input type="checkbox"/> |
| 2  | NDA – Non-Disclosure / NCA – Non-Circumvention Agreement                             | <input type="checkbox"/> |
| 3  | Subject Matter (Activity / Topic / Project / Order) - Reference / Name               | <input type="checkbox"/> |
| 4  | Client, End-Customer & End-User KYC Compliance Information                           | <input type="checkbox"/> |
| 5  | Transaction Understanding / Briefing (Mission, Business Model, Services, Works etc.) | <input type="checkbox"/> |
| 6  | Regulatory Compliance Environment & Specifics  | <input type="checkbox"/> |
| 7  | Transaction Budget / Volumes / Mandate Award Readiness                               | <input type="checkbox"/> |
| 8  | Time Terms   | <input type="checkbox"/> |
| 9  | End-User Complete Specifications & Additional Information                            | <input type="checkbox"/> |
| 10 | Competition / Stakeholder Information  | <input type="checkbox"/> |
| 11 | TWT Know Your Customer (KYC) Evaluation & Decision                                   | <input type="checkbox"/> |
| 12 | Business SWOT / BENEFITS Critical Review   | <input type="checkbox"/> |
| 13 | TWT Offer/ Calculation / Draft (Commercial) Contract Draft Proposal                  | <input type="checkbox"/> |
| 14 | Negotiation(s)   | <input type="checkbox"/> |
| 15 | Contract Decline or Contract   | <input type="checkbox"/> |
| 16 | Client Budget Release / Down-Payment (Earnest Money)                                 | <input type="checkbox"/> |
| 17 | Client – TWT Cooperation Kick-Off  | <input type="checkbox"/> |
| 18 | TWT Services / TWT Works Organization & Executive Performance                        | <input type="checkbox"/> |
| 19 | Client Acceptance, Release & TWT Final Invoice                                       | <input type="checkbox"/> |
| 20 | Warranties, After Sales Contract and Client Future Business                          | <input type="checkbox"/> |



## Our Guiding Principles

At TWT we want to be for the Customer business case the best cooperation partner in the world.

Our Guiding Principles are:

- A. TWT represents the global benchmark for value creation, integrity, services and quality for all Customers.
- B. All TWT Products, TWT Services and TWT Works are of the highest standard as appropriate for the mission.
- C. The TWT Team Member and employee is the greatest example of the TWT standard and the most valuable asset for TWT operations.
- D. TWT is committed to fostering an inclusive culture where diversity is respected and valued.
- E. We will continually strive to be the industry leader in sustainability and our Customer's prime and optimum solution provider in the world.

# TWWT International

For further information  
please contact your original  
TWWT International Liaison  
or email

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