



NOTES

- 1
 - See the Deal process(Retail, Key Accounts and PCD)
- 2
 - We will extract the plant’s Production plan/ weekly capacity from Magic and together with the German open slot report both customer and Stock orders will be placed according to priority(6+3 Weeks).
 - Once German orders are placed and send to the right people for ordering on IBP, Pinetown Plant production planning/requests will follow. On the 14/15 of every month the Head of Truck Sales will confirm the Required list of units to be produced for the next month and what ever that is left in stock and/or pipeline will be planned for the coming months until there are no units unassigned, this planning will be according to the demands of our customers and planned/potential sales.
 - Pinetown Plant will receive CKD German orders and order them accordingly on IBP.
 - VW Orders will be sent to Brazil via email and once an order confirmation of the units is sent SIS will be updated. The Units kits will be entered in USD and only an estimate cost will be given as cost and once unit arrives SIS will extract FX and actual cost from Magic.
 - The coming months orders will however be approved/ disapproved from our Plant production request and we will receive the update from SIS and actual dates will be pulled from Magic.
- 3
 - Once orders are placed SIS will monitor the Start of production and Shipping date according to our order request and when ever there is a change it will flag the change, all changes will be sent as a report to the Head of truck sales, order management and the Plant.
- 4
 - Once a unit is offline and the plant invoices the unit to Truck Sales, Product Management will get a notification of this as these units will need to be introduced and released on the e-Natis in order for the Vehicle Control Certificate to be uploaded on SIS.
- 5
 - Once a unit is moved to storage a notification to reconfirm the units extras and body will be sent to the Salesman as the back office need to move the unit to bodybuilders and dealerships for preparation according to the order request.