

MIBB INTERNATIONAL FZ-LLC

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Office Park Block D

Dubai Internet City

Dubai, UAE

VAT: Reg no :104336463500001

Customer Information

Customer Name: Orange Botswana [Pty] Ltd

Address: Botswana

City: Gaborone

Country: Botswana

Government Entity (GOE): No



Operated by MIBB

Bid Request Information

Bid Number: 00358346

Bid Effective Date: 2025-11-21

Bid Expiration Date: 2025-12-31

Date Bid Sent: 2025-11-21

Distributor Name: Mindware FZ LLC

Reseller Name: CUBEWISE AFRICA SN SAS

Business Partner of Record: No

Opportunity Owner: Ted Ochola

Currency: USD

Payment Terms: 30 days

Site ID:

Overage Quotation

#	Part Number	Description	Customer Unit Price	Quantity	Quote Rate	Quote Unit Price
1	D1RJ7LL	Planning Analytics	314.00	N/A	314.00	314.00
2	D1RJ9LL	Planning Analytics	209.00	N/A	209.00	209.00

Subscription Quotation

Parts Information

#	Part Number	Description	Transaction Type	Billing	Points	Coverage Start	Coverage End	Quantity	Entitled Unit	Entitled Extended	Discount%	Bid Unit SVP	Bid Ext SVP	Channel Margin
1	D11C4LL	Planning Analytics	New	Upfront		06/11/2025	30/11/2028	1.00	0.00	0.00	0.00	0.00	0.00	8.00
2	D1RJ6LL	Planning Analytics	New	Annual		06/11/2025	30/11/2028	2.00	8,676.00	17,352.00	44.24	4,837.51	9,675.02	8.00
3	D1RJ8LL	Planning Analytics	New	Annual		06/11/2025	30/11/2028	48.00	5,796.00	278,208.00	44.24	3,231.70	155,121.60	8.00
4	D0LW2ZX	Planning Analytics	New	Annual		06/11/2025	30/11/2028	5.00	1,155.60	5,778.00	44.24	644.34	3,221.70	8.00
5	D22RMLL	Planning Analytics	New	Annual		06/11/2025	30/11/2028	1.00	19,260.00	19,260.00	44.24	10,738.89	10,738.89	8.00

Autorenewal: No

Bid Extended Total includes any applicable Channel Margin

Current Transaction

Total Business Partner Price: USD 194,301.32

Total Bid Price: USD 178,757.21

BILLING CYCLE

SKU	Product	Billing Date	Bill Frequency	Amount
D11C4LL	IBM Planning Analytics Service Level Agreement	1 - 37 Months	Upfront	0.00
D1RJ6LL	IBM Planning Analytics Modeler per Authorized User per Month	1 - 12 Months	Annual	3,150.21
D1RJ6LL	IBM Planning Analytics Modeler per Authorized User per Month	13 - 24 Months	Annual	3,150.21
D1RJ6LL	IBM Planning Analytics Modeler per Authorized User per Month	25 - 36 Months	Annual	3,150.21
D1RJ6LL	IBM Planning Analytics Modeler per Authorized User per Month	37 - 37 Months	Annual	224.39
D1RJ7LL	IBM Planning Analytics Modeler per Authorized User Overage	1 - 13 Months	Upfront	0.00
D1RJ8LL	IBM Planning Analytics User per Authorized User per Month	1 - 12 Months	Annual	50,507.93
D1RJ8LL	IBM Planning Analytics User per Authorized User per Month	13 - 24 Months	Annual	50,507.93
D1RJ8LL	IBM Planning Analytics User per Authorized User per Month	25 - 36 Months	Annual	50,507.93
D1RJ8LL	IBM Planning Analytics User per Authorized User per Month	37 - 37 Months	Annual	3,597.81
D1RJ9LL	IBM Planning Analytics User per Authorized User Overage	1 - 13 Months	Upfront	0.00
D0LW2ZX	IBM Planning Analytics Assistant Add-on User Authorized User per Month	1 - 12 Months	Annual	1,048.99
D0LW2ZX	IBM Planning Analytics Assistant Add-on User Authorized User per Month	13 - 24 Months	Annual	1,048.99
D0LW2ZX	IBM Planning Analytics Assistant Add-on User Authorized User per Month	25 - 36 Months	Annual	1,048.99
D0LW2ZX	IBM Planning Analytics Assistant Add-on User Authorized User per Month	37 - 37 Months	Annual	74.73
D22RMLL	IBM Planning Analytics Additional 64GB Memory for 128GB Total Memory per Instance per Month	1 - 12 Months	Annual	3,496.61
D22RMLL	IBM Planning Analytics Additional 64GB Memory for 128GB Total Memory per Instance per Month	13 - 24 Months	Annual	3,496.61
D22RMLL	IBM Planning Analytics Additional 64GB Memory for 128GB Total Memory per Instance per Month	25 - 36 Months	Annual	3,496.61
D22RMLL	IBM Planning Analytics Additional 64GB Memory for 128GB Total Memory per Instance per Month	37 - 37 Months	Annual	249.06

General Terms and Conditions

Definitions

“**Company**” refers to the MIBB entity identified at the top of the first page of this Legal Quotation.

“**Partner**” refers to the distributor entity identified in the “Distributor Name” section on the first page of this Legal Quotation.

“**End User**” refers to the end-user customer entity identified in the “Customer Name” section on the first page of this Legal Quotation, which is purchasing from or through Partner for its own internal use only.

“**T&M Services**” refers to time-based engagements sold by half or full-day SKUs with corresponding Company SOWs.

“**Packaged Services**” refers to standardized offerings tied to IBM part codes and IBM service descriptions.

“**Bespoke Services**” refers to tailored solutions governed by SOWs through unique Company SKUs and supporting SOWs.

“**SOW**” refers to the applicable statement of work accompanying this Legal Quotation.

Acceptance of this Legal Quotation requires Partner to issue a valid Purchase Order (“PO”) as indicated in this Legal Quotation or, where available, to select and complete the e-sign option.

The PO must (i) reference this Legal Quotation number, (ii) include the email address of the End User contact, and (iii) include the Partner email address to which the invoice(s) will be sent (or a physical address if a physical invoice is required by applicable law).

This Legal Quotation includes (i) the applicable contractual discount, if any, or (ii) the special pricing, if any, for this particular transaction, as agreed by Company and Partner, which special pricing will take precedence over the otherwise applicable contractual discount. Prices are exclusive of use, sales, value added, and other applicable taxes, which will be paid or reimbursed by Partner.

Invoices will be sent by email except where otherwise required by applicable law, and shall be paid to Company by Partner within 30 days of the invoice date or as otherwise specified elsewhere in this Legal Quotation or Partner Agreement.

Unless otherwise specified, all software products will be delivered electronically and deemed accepted upon delivery of access to such software products (i.e. making such software products available for download).

The software licenses within this Legal Quotation shall be for End User’s internal use only, even if the installation location in the quote detail for a license specifies an entity that is different than the End User, except as may be otherwise set forth in a separate signed written agreement between End User and Company.

The governing terms for this Legal Quotation consist of Company’s standard distributor or partner contract terms and conditions, MIBB General Terms for IBM Cloud Offerings and the MIBB Service Description for Ordered Cloud Services (as applicable), unless superseded by a separate signed agreement (“Governing Terms”). The software, services and support hereunder are sold to Partner strictly for the purpose of resale and not for any internal or other use by Partner.

Unless otherwise agreed in writing, the products and services are purchased solely under the terms and conditions of the IBM License Terms including but not limited to IBM Passport Advantage and IBM Cloud Offerings available at <https://www.ibm.com>. No other terms apply. In the event of any inconsistencies between the existing agreement and License Terms, the terms of the License Terms prevail.

Where applicable, and unless specifically agreed in writing, the licenses for the programs and S&S acquired under this Legal Quotation may not be used to settle or resolve any software license non-compliance that occurred prior to the start date of this Legal Quotation. Further, unless specifically agreed in writing, the licenses for the programs and S&S acquired under this Legal Quotation may not be used as authorization to deploy the Programs prior to the date of your order against this Quote / Agreement.

For more information about eligibility and reporting requirements for sub-capacity licensing, please visit <https://www.ibm.com/software/passportadvantage/subcaplicensing.html> and for more information about eligibility and reporting requirements for container licensing, please visit: <https://www.ibm.com/software/passportadvantage/containerlicenses.html>.

For all professional services, the scope, deliverables, and timelines shall be defined in the applicable SOW or service description accompanying this Legal Quotation. Changes to the scope of services after acceptance of this Legal Quotation must be agreed in writing by Company and may result in additional charges or revised delivery timelines. Scheduling of professional services is subject to resource availability. Company will make reasonable efforts to accommodate requested dates but reserves the right to propose alternatives.

Any expected expenses for the delivery of professional services, including but not limited to travel, accommodation and subsistence, are defined as an explicit cost on the above quote, or incorporated in the agreed fee for the Statement of Work.

T&M Services are offered on a half-day or full-day basis under predefined SKUs. Each engagement is supported by a corresponding SOW, which outlines the scope, estimated effort, and associated deliverables. Time-based billing shall apply, and services will be invoiced according to actual time spent.

For Packaged Services, the standard service description shall apply unless otherwise agreed in writing.

Bespoke service deliverables shall be owned by the End User, unless otherwise specified in the SOW. IBM proprietary materials and intellectual property remains the property of IBM.

Commodities included on this quotation are subject to shipping restrictions under applicable laws, including but not limited to United States and/or European Union export laws, and are authorized for delivery only to the destination shown. Diversion contrary to such applicable laws is prohibited.

Subscription licenses and software maintenance are not perpetual and begin with delivery of license keys. SaaS and education subscriptions and managed services begin when the service is provisioned. Support subscription rates and SaaS subscription rates are subject to change upon renewal.

If you purchase a multi-year subscription license, SaaS or education subscription, managed service or software maintenance, or multi-year renewal, your purchase is for the full value of all years of the offering, even if required payments are annual. Partner irrevocably commits to pay such fees to Company for the entirety of the Term. In the event you fail to pay any annual payment, and such default shall continue for a period of thirty (30) days, then any and all remaining amounts for the relevant offering shall become immediately due and payable. All Orders, including renewals, are subject to acceptance by Company in its discretion. All purchases are final, with no right to a refund, except as expressly provided under the applicable license or service terms.

By accepting this Legal Quotation, Partner agrees that no other terms and conditions apply to this transaction, including, without limitation, those on a PO or other document issued by Partner, End User or any other third party.

Each party shall keep all confidential information it receives using the same protections that it applies to its own information of like importance, but in no event less than reasonable care, and may use such information solely for the purposes contemplated by this transaction or as otherwise agreed mutually in writing by both parties.

Under no circumstances shall either party's liability arising out of or in connection with the Products or a party's performance with this Agreement exceed the aggregate amount of the fees paid by Partner and all orders regardless of whether such claim for liability is alleged to arise in contract, tort (including negligence) or otherwise. In no event shall either party be liable for indirect, special, incidental, or punitive damages including, without limitation, damages resulting from loss of use, loss of data, loss of profits, or loss of business arising out of, or in connection with, the products, services and/or solutions or Partner's performance of any of its obligations under this Agreement. Limitation of liability in this clause does not apply to intellectual property, confidentiality, compliance breaches by Partner and any other liability which cannot be excluded or limited under applicable law.

These General Terms and Conditions are governed by and construed according to the laws of England and Wales and each party irrevocably and unconditionally submits to the non-exclusive jurisdiction of the courts of Dubai International Financial Centre. The 1980 U.N. Convention on Contracts for the International Sale of Goods shall not apply.