

## Memorandum of Understanding

Between

HOBBS NEON HOUSE

and

DIVADIVINE TWENTY-FOUR NIGERIA LIMITED

drafted on

FEBRUARY 8<sup>TH</sup>, 2017

This Memorandum of Understanding (MOU) sets for the terms and understanding between HOBBS NEON HOUSE and DIVADIVINE TWENTY-FOUR NIGERIA LIMITED to provide business support and other services to one another.

### **Background**

HOBBS NEON HOUSE is an indigenous company that deals on the sales and installation of NEON lights within and outside Nigeria. It has been set-up to create a new trend in the West Africa lighting industry. It is acting as technical partners on the **Ikota Villa Lighting Project** and **Goshen Road Lighting Project**.

DIVADIVINE TWENTY-FOUR NIGERIA LIMITED is a mission-driven organization positioned to empower women by acting as general contractors to individuals, private companies as well as government ministries and parastatals. The organization led by Mrs. HappyPrincess Afagwu-Odunowo is currently the project owner bidding for the **Ikota Villa Lighting Project** and the **Goshen Road Lighting Project**. It has engaged HOBBS NEON HOUSE as the technical partners for the project.

### **Purpose**

This MOU will enable both organizations provide business support including sales, project management, project engineering and other related services to one another on the above-

mentioned projects. The relationship between both organizations will cover other projects that are currently not in the pipeline with a view to reviewing the relationship on a yearly basis.

The scope of the MOU will include the following functions:

*HOBBS NEON HOUSE will provide the following -*

- Technical Support for the **Ikota Villa Lighting Project** and **Goshen Road Lighting Project**.
- This technical support includes customer service, project engineering and project delivery, after-sales service.
- HOBBS NEON HOUSE will take full responsibility for the technical aspects of the project and all the services it provides.
- HOBBS NEON HOUSE will work ONLY with DIVADIVINE TWENTY-FOUR on the above-mentioned projects and every project or business brought forward by DIVADIVINE TWENTY-FOUR.
- Every client introduced by DIVADIVINE TWENTY-FOUR NIGERIA LIMITED through the relationship between both organizations belongs to DIVADIVINE TWENTY-FOUR NIGERIA LIMITED.

*DIVADIVINE TWENTY-FOUR NIGERIA LIMITED will provide the following-*

- Sourcing for lighting projects and other business.
- Project management services.
- Customer relationship management service i.e. managing the relationship with customers.
- Account management services i.e. managing the customer and getting more business from the customer.
- The above-mentioned services are currently being provided by DIVADIVINE TWENTY-FOUR on the **Ikota Villa Lighting Project** and the **Goshen Road Lighting Project**.
- DIVADIVINE TWENTY-FOUR NIGERIA LIMITED and HOBBS NEON HOUSE will share the proceeds from the above-mentioned projects and other business or clients gotten by DIVADIVINE TWENTY-FOUR NIGERIA LIMITED in a 60:40 ratio. 60% goes to DIVADIVINE TWENTY-FOUR NIGERIA LIMITED and 40% goes to HOBBS NEON HOUSE.

### **Reporting**

There will be a two-way evaluation system yearly to review the impact of the relationship on the bottom-line for both organizations. It will also evaluate the continuation of the agreement based on the following core values:

- Trust
- Accountability & Understanding
- Mutual respect

**Funding**

There is currently no form of funding involved in this relationship at this time.

**Duration**

This MOU is at-will and may be modified by mutual consent of authorized officials from DIVADIVINE TWENTY-FOUR NIGERIA LIMITED and HOBBS NEON HOUSE. This MOU shall become effective upon signature by the authorized officials from both organizations and will remain in effect until modified or terminated by any one of the partners by mutual consent. In the absence of mutual agreement by the authorized officials from both organizations this partnership will continue indefinitely upon satisfactory review yearly.

**Contact Information -**

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**CHUKWUDUM ONYEDUM**

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\_\_\_\_\_  
Date:

(HAPPYPRINCESS AFAGWU-ODUNOWO)

(DIVADIVINE TWENTY-FOUR, PROJECT LEAD)

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Date:

(CHUKWUDUM ONYEDUM)

(HOBBS NEON HOUSE, TECHNICAL LEAD)