



PRESALES TASK ORDER
REFERENCE NUMBER: AMJFY20 CSASMXD1 v1.0

This Task Order is made on the 1st day of Apr 2019 between:

Infosys Technologies S de RL de CV ("Infosys"), with a principal place of business located at Corp Santa Maria, Piso 16, Col Santa Maria, Monterrey, Mexico **and is registered under the laws of Mexico as a branch of Infosys, having its registered office at Electronics City, Hosur Road, Bangalore - 560100.**

AND

Organizacion y Control S.A. de C.V. ("Vendor" or Consultant), with a principal place of business located at Av. Adolfo Lopez Mateos No. 14-F, Santa Cruz del Monte, Naucalpan Estado de Mexico, Mexico and is registered under the laws of Mexico.

This Task Order, is issued pursuant to and incorporates, and is governed by the Sub-Contracting Agreement between the parties dated June 1, 2018, and sets forth the specific terms and conditions relating to the provision of Services referred to in this Task Order. The combination of the terms of the Sub-Contracting Agreement, and the provisions of this Task Order shall together constitute the contract between the parties in respect of the Services ("the Agreement").

NOW THEREFORE IT IS HEREBY AGREED as follows:

The Consultant agrees to provide the Services as set out in this Task Order.

I Services to be provided

i. Definition of Services

Vendor consultants will work with Infosys to provide necessary Services to CISCO and CISCO customers.

ii. Scope of Services

The Services may include but shall not be limited to assisting Cisco and Cisco's Customer(s) in respect of the following:

To assist the GDC being a part of the GDC Mexico BDM team in delivering the Cisco Advanced Services Projects for SVT as well as Back Office Functions and to also provide BDM functional support to the existing GSP BDM team

The Deal Accelerator acts as a project manager for deals in the Propose and Agree phases of the sales process. The DAT manages deals from PID assignment to SOW completion, including the creation of quotes, proposals and SOWs. The DAT facilitates collaboration between the Scoping and Proposal Advisor, DAT Estimating Support, and Sales and BDM to refine deliverables and promote transparency around deal status and escalations.



DA Responsibilities

- Facilitate and monitor deals from PID assignment to SOW completion, serving as primary point of contact for Sales / BDM during Propose and Agree phases of Sales Process
- Provide process visibility through ongoing communications to Sales / BDMs regarding deal status and escalations
- Identify deal categorization, and repurpose/reroute deals that have been improperly segmented
- Drive collaboration between DAT Estimating Support, Scoping and Proposal Advisor, and Sales / BDM to accelerate deals from PID to proposal
- Present quotes and proposals to Sales / BDM for customer review
- Collaborate with Scoping and Proposal Advisor and Sales / BDM to refine deliverables based on customer feedback, requirements, and needs
- Draft SOW upon approval of quote and proposal
- Conduct quality control of all deliverables
- Create proposals and SOWs for Fast Track and Express Review deals, confirming data and template accuracy
- Confirm when to engage BDM for strategic opportunities

iii. Location of Services

Client Location:
Edif. City Center
Ave. Insurgentes Sur # 1602, Piso 12.
Col. Credito Constructor. Del. Benito Juarez
CP. 03940, Mex. DF

iv. Deliverables

The deliverables will be established as per the project plan to be maintained during the course of execution.

v. Consultant Intellectual Property

NA

vi. Third Party Software/Materials

NA

vii. Milestones

The milestones for the deliverables will be established as per the project plan to be maintained during the course of execution.

viii. Acceptance Criteria

Client evaluation and criteria.

AMS for



ix. **Acceptance Procedure** [For Development projects]

NA

x. **Dependencies**

On customer satisfaction with sub-con performance.

xi. **Assumptions**

NA

II **Payments**

Fixed Price.

Payment is based on a fixed price per Consultant, per month.

Monthly amount for Travel & Expenses \$ 5,000 MXN.

III **Contacts**

i. **Project Representatives**

The following Project Coordinators shall assume operational responsibility for this Task Order

Infosys Representative:

Name	Ana Maria Martinez
E-Mail	<u>Ana_martinez@infosys.com</u>

Name	Erika Villagrana
E-Mail	<u>Erika_Villagrana@infosys.com</u>

VENDOR Representative:

Name	Teresa Caballero
E-Mail	<u>tere.caballero@oryco.com</u>

Other Contacts

Name	Alberto Caballero
E-Mail	<u>alberto.caballero@max-signage.com.mx</u>



III Reporting & Meetings

Keep reports, trackers and documents up to date; participate in meetings according with Project needs.

IV Personnel

i. Consultant's Personnel

Name	Role	Grade	Rate and currency	Base Location
Jose Daniel Salas Rivas	DA		\$ 109,000 MXN	CDMX
Alejandro Goldberg Fridman	DA		\$ 109,000 MXN	CDMX
Manuel Ramirez Martinez	DA		\$ 95,000 MXN	CDMX
Juan Francisco Cervantes	DA		\$ 90,500 MXN	CDMX
Jose Angel Estrada	DA		\$ 90,500 MXN	CDMX
Alejandro Estrada Herrera	DA		\$ 90,500 MXN	CDMX
Gabriel Gasca Parra	DA		\$ 90,500 MXN	CDMX
Eduardo Arturo Guerrero	DA		\$ 90,500 MXN	CDMX
Mauricio Jasso	DA		\$ 90,500 MXN	CDMX
Miguel Angel Martinez	DA		\$ 90,500 MXN	CDMX
Christian Raul Zamorategui	DA		\$ 90,500 MXN	CDMX
Luis Enrique Zurita Marquez	DA		\$ 90,500 MXN	CDMX
Ruth Castillejos	DA		\$ 90,500 MXN	CDMX
Travel & Expenses OND			\$ 5,000 MXN	

ii. Sub-Consultants

V Term

The Services under this Task Order shall commence on **Apr 1st, 2019** and will be completed / expire on **Jun 30th, 2019** unless extended or terminated as provided in the Sub-Contracting Agreement.

VI Execution

Infosys Technologies S de RL de CV

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Authorized Signatory:
Name: Ravi Arcot
Title: Country Head, Infosys Mexico

Organizacion y Control S.A. de C.V.

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Authorized Signatory:
Name: Alberto Caballero
Title: Operations Country Manager