

# Licenses

Countries with agricultural structures like Malaysia's and/or entrepreneurs with access to metal fabricating facilities – may wish to adopt HOWARD Malaysia's extensive experience in agricultural mechanization.

## Concept of Know-how Transfer

1. Select appropriate implements for local production.
2. Negotiate extent of know-how required.
3. Memorandum of Understanding – Contract.

## Criteria for selection:

### Marketable

1. Appropriate end-user segment
2. Agricultural mechanization in progress
3. Distribution channels – tractor dealers
4. Competition – local vs. import

### Fabricating facilities

1. Building and infrastructure
2. Machinery: press, guillotine, lathe, drill, welding, paint etc
3. Sub contractors
4. Manpower

## **Raw material**

1. Reliable supply of steel, oil, painting, grease, tools etc
2. Unhindered import of key components

## **Know-how**

Machine sample - prototype

Technical shop floor drawings

Bills of Materials (BOM)

Components charts

Owner's Manuals (English)

Sales Material & decals (optional)

Training (optional)

## **MOU – License Agreement**

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