



Medical Gloves Purchasing SOP Financing and Non-Financing Options

- 1) Provide LOI with Buyer's information (or RFP and CIS report) along with desired product model, quantity, and preferred payment option:
- 2) (a) Non-Finance Option - 30 percent factory direct, remainder prior to shipping (FOB)
- 3) (b) Finance Options - Letter of Credit (full purchase price) -OR- Escrow (fully funded) (payment release after SGS/landed in US port)
- 4) If Buyer wishes to use an LC or Escrow option they will also provide an LC or Escrow Template from their bank.
- 5) RSI provides a target price quote (final price is in SinoPharm approved SPA)
- 6) Submit PO
- 7) Enter into SPA with RSI/SinoPharm locking in price with the following considerations and supplemental agreements:
 - a. Delivery schedules
 - b. Payment terms (Escrow or credit agreement, with Stephen Lehat, Esq. as independent paymaster)
 - c. Pricing terms (Commission Fee Agreement)
 - d. SGS inspections parameters, etc.
- 8) Buyer opens LC or Escrow at their (AAA rated) bank of their choosing
- 9) Execute