

# Account Application Form

(Please print all detail, all fields marked with \* are mandatory)

Company Registered Name*	
Trading Name* <small>(If different from registered name)</small>	Trading style* <small>(e.g. Ltd/Partnership)</small>
Name(s) of Proprietors/Partners*	
Registered Address*	
Address line 1	Post code/Zip
Address line 2	County/State
City	Country
Vat Reg No (incl country code)*	Do you have a parent company?*
<input type="text"/>	Yes <input type="checkbox"/> No <input type="checkbox"/>
Company Reg No*	Parent Company Name*
Phone*	Parent Reg No.*
Fax*	Nature of Business
Website Address	
Billing Address (if different from registered office)*	Shipping Address (if different from billing office)*
Address line 1	Address line 1
Address line 2	Address line 2
City	City
Post code/Zip	Post code/Zip
County/State	County/State
Country	Country
Credit Limit Required*	Trading Currency Rqd*    GBP (£) <input type="checkbox"/>   USD (\$) <input type="checkbox"/>   EUR (€) <input type="checkbox"/>
Bank details*	
Name of Bank	Sort Code
Branch Address 1	Account Number
Branch Address 2	Swift Code
Branch Postcode	IBAN

Please sign here to confirm receipt of the terms of conditions of trade as attached, and agreement to trade under such terms and conditions ie all invoices will be paid 30 days from date of invoice. (THE APPLICATION FORM MUST BE SIGNED BY AN AUTHORISED COMPANY SIGNATORY)

Signature
Position

Print Name
Date

	Name	Email	DDI
Managing Director	<input type="text"/>	<input type="text"/>	<input type="text"/>
Finance Director	<input type="text"/>	<input type="text"/>	<input type="text"/>
Sales Director	<input type="text"/>	<input type="text"/>	<input type="text"/>
Finance Controller	<input type="text"/>	<input type="text"/>	<input type="text"/>
Accounts Payable	<input type="text"/>	<input type="text"/>	<input type="text"/>
Technical Manager	<input type="text"/>	<input type="text"/>	<input type="text"/>
Services Manager	<input type="text"/>	<input type="text"/>	<input type="text"/>
Marketing Manager	<input type="text"/>	<input type="text"/>	<input type="text"/>

Finance group email for e-invoices\*

Finance group email for e-statements\*

Which vendor product do you sell? (please tick all that apply)

- |                                     |                                      |                                     |                                     |   |
|-------------------------------------|--------------------------------------|-------------------------------------|-------------------------------------|---|
| Avaya <input type="checkbox"/>      | Bluecoat <input type="checkbox"/>    | Checkpoint <input type="checkbox"/> | Cisco <input type="checkbox"/>      | Microsoft Lync <input type="checkbox"/> |
| Extreme <input type="checkbox"/>    | F5 <input type="checkbox"/>          | HP <input type="checkbox"/>         | Jabra <input type="checkbox"/>      | Juniper <input type="checkbox"/>        |
| Palto Alto <input type="checkbox"/> | Plantronics <input type="checkbox"/> | Polycom <input type="checkbox"/>    | Sennheiser <input type="checkbox"/> | Vasco <input type="checkbox"/>          |

Others (Please List)

Your technology aspects\*

- |                                      |   |                                       |                                      |
|--------------------------------------|---|---------------------------------------|--------------------------------------|
| Data Centre <input type="checkbox"/> | Routing <input type="checkbox"/>                | Security <input type="checkbox"/>     | Storage/SAN <input type="checkbox"/> |
| Switching <input type="checkbox"/>   | Unified Communications <input type="checkbox"/> | Wireless/WAN <input type="checkbox"/> | Wiring <input type="checkbox"/>      |

Others (Please List)

Field of Activity

Service Provider

Systems-Integrator

Specialist Retailer

DMR

	Company Name	Telephone Number	Credit Control Contact
Trade Reference 1*	<input type="text"/>	<input type="text"/>	<input type="text"/>
Trade Reference 2*	<input type="text"/>	<input type="text"/>	<input type="text"/>
Trade Reference 3*	<input type="text"/>	<input type="text"/>	<input type="text"/>

Please send the scanned copy of the completed application form and direct debit mandate to  
WGEUCreditAdmin@westcongroup.com  
and post the hard copy to Westcon Group, Merchants House, Wilkinson Road, Cirencester, Gloucestershire GL7 1YT  
(Please note we can only process the direct debit mandate when the original documents have been received)

# Westcon Group European Operations Limited Terms and Conditions of Sale

WGEO - 2006 11.15 - Terms and Conditions of Sale.doc Page 1 of 2 WGEO Confidential Information

## 1. Definitions & Interpretation.

### a. Where used in these Terms and Conditions of sale:

- i. "Authorised Representative" means any person who holds the job title and office of General Manager, Finance Director or Vice-President.
- ii. "Buyer" means any individual person, entity, company, firm or organization that purchases Products from WGEO for use in its business or the business of a third party end-user and not as a Consumer.
- iii. "Consumer" means any natural person who is acting for purposes not related to his or her trade, business or profession.
- iv. "Conditions" means these Terms and Conditions of Sale or any such successor standard terms and conditions that the Buyer is notified are in full force and effect as of the date of a Contract and are concurrently available on WGEO's website located at the following URL: <http://www.comstor.co.uk> or [www.westcon.co.uk](http://www.westcon.co.uk). Buyer may also request a copy of the most current Terms and Conditions of Sale via email to the following address: [terms@comstor.co.uk](mailto:terms@comstor.co.uk), or by submitting a written request via post to WGEO c/o UK Credit Team at Chandlers House, Wilkinson Road, Cirencester, Gloucestershire, GL7 1YT, U.K.
- v. "Contract" means any agreement for the purchase and sale of Products from WGEO to Buyer which result from a Purchase Order submitted to and accepted by WGEO in accordance with the Conditions.
- vi. "Contract Date" means the date upon which a Purchase Order is accepted by WGEO.
- vii. "E-System" means the Product ordering website operated by WGEO currently located at the following URL: <http://www.comstor.co.uk> or [www.westcon.co.uk](http://www.westcon.co.uk).
- viii. "Force Majeure" means, without limitation, any acts of God, government, war, terrorism, riot, fire, floods, earthquakes, explosions, strikes, lockouts, cessation of labour, trade disputes, breakdowns, accidents of any kind or any other causes which are beyond the reasonable control of WGEO (including delay by its Suppliers).
- ix. "Goods" means any Supplier's goods and/or software, or any instalment or parts thereof, which are supplied by WGEO to Buyer pursuant to a Contract, including any Supplier documentation related thereto.
- x. "Products" means any combination of Goods, Special Order Goods and Services which are supplied by WGEO to Buyer pursuant to a Contract.
- xi. "Purchase Order" means Buyer's oral, written or electronic order for Products and shall include any order that Buyer places online through the Website or transmits via email or facsimile.
- xii. "Services" means any Supplier's services which are supplied by WGEO to Buyer pursuant to a Contract.
- xiii. "Special Order Goods" shall mean any Goods that are custom ordered or configured to Buyer's specifications, or otherwise designated as special order Goods by WGEO.
- xiv. "Supplier" means the supplier, licensor, publisher, manufacturer or other third party provider of Products.
- xv. "WGEO" means Westcon Group European Operations Limited, registered in England and Wales under company number 04411285, with a registered place of business at Chandlers House, Wilkinson Road, Cirencester, Gloucestershire, GL7 1YT, U.K., or, as appropriate, any branch offices or subsidiaries within the meaning of s736 Companies Act 1985.

b. As used in these Conditions, (i) any reference to a statute shall be construed as a reference to that provision as amended, waived, re-enacted or otherwise modified from time to time, (ii) the term "including" will always be deemed to mean "including, without limitation", (iii) a definition is equally applicable to the singular and plural forms of the feminine, masculine and neuter forms of the term defined, and (iv) any headings in the Conditions are for convenience only and shall not affect the interpretation of any terms.

## 2. General Terms of Order & Sale.

- a. Every Contract between WGEO and Buyer shall be subject to these Conditions. No additional or alternative terms or conditions or any alteration to these Conditions proposed by the Buyer contained or referred to in a Purchase Order or other form submitted to WGEO shall be deemed to apply unless they are expressly accepted in writing by an Authorised Representative of WGEO with respect to that Purchase Order. Similarly, any Purchase Orders submitted and automatically accepted through the E-System which contain Buyer's terms and conditions shall be deemed a rejection of such Buyer's terms and conditions and an offer by Buyer to purchase Products subject to these Conditions.
- b. WGEO will use reasonable efforts to notify Buyer of any material changes to the Conditions before they become applicable, but it is the sole and exclusive responsibility of the Buyer to ensure that it is familiar with the most current set of Conditions which apply to any Contract between WGEO and Buyer.
- c. Buyer shall be deemed to have accepted these Conditions by the earlier of: (i) signing a WGEO credit application, (ii) submitting a Purchase Order to WGEO, or (iii) accepting Products from WGEO.
- d. Notwithstanding the foregoing, Buyer agrees that WGEO's provision of a price quotation, price list or any other information shall not be considered an offer by WGEO to sell Products at those prices or subject to any other terms and conditions. Only a Purchase Order submitted by Buyer shall constitute an offer to contract subject to these Conditions, however, a Purchase Order shall not be deemed a Contract unless and until the earlier date upon which: (i) written confirmation is provided by WGEO, (ii) a Purchase Order placed through the E-System is confirmed by WGEO via email, or (iii) WGEO proceeds with the fulfilment of the Purchase Order.
- e. Notwithstanding the foregoing, WGEO and its Suppliers reserve the right to make any changes in the specifications of the Products, without notice to Buyer, which are required in order to conform to any statutory or other legal requirements or which do not materially affect the performance of the relevant Products.
- f. Where Services relate to the provision of training, WGEO reserves the right to provide such Services at a venue or venues other than WGEO's premises and to provide personnel of its own selection. WGEO further reserves the right to refuse or curtail any training Services if a delegate or substitute delegate attending on behalf of Buyer fails to satisfy any training requirements for which Buyer was notified prior to the commencement of such training.
- g. Any Products which are subject to guidelines, restrictions or provisions imposed by a Supplier are sold, supplied and delivered to Buyer subject to any such guidelines, restrictions or provisions.

## 3. Special Order Goods.

- a. Notwithstanding anything to the contrary contained herein, if Buyer has elected to purchase Special Order Goods, Buyer understands and agrees that any Contracts for Special Order Goods may not be cancelled, withdrawn, rescheduled or otherwise modified by Buyer, and Buyer further understands and agrees that such Special Order Goods, except as set forth under Clause 12, may not be returned, refused or rejected for any reason whatsoever. Further, Buyer shall not be entitled to a credit or refund for such Special Order Goods for any reason whatsoever. Buyer shall indemnify and hold WGEO harmless for any and all delays, claims, losses, liabilities, costs or expenses related to Special Order Goods.
  - b. Buyer shall be solely responsible for the accuracy of any Purchase Order submitted for Special Order Goods, including the specification, configuration or other details of such Special Order Goods and their functionality, compatibility and interoperability with other products, as well as their fitness for particular use as required by Buyer's customer.
  - c. WGEO warrants, for a period of fourteen (14) days from delivery, that any Special Order Goods will be delivered subject to the configuration set forth on the Purchase Order. WGEO's sole and exclusive liability, and Buyer's sole remedy, for a breach of the foregoing warranty shall be to repair or replace, at its sole and absolute discretion, the Special Order Goods, provided, WGEO shall have no liability for any inaccuracies on a Purchase Order.
- ## 4. Cancelling & Rescheduling Purchase Orders.
- No Purchase Order which has been accepted by WGEO may be cancelled or rescheduled by Buyer except with written agreement by WGEO and on terms that Buyer shall indemnify WGEO, in full, against all loss (including loss of profit), costs (including the cost of all labour and materials used), damages and expenses incurred by WGEO as a result of a cancellation, subject to a minimum of 5% of the total value of a cancelled Purchase Order (which amount Buyer agrees represents a genuine estimate of WGEO's loss), together with WGEO's costs of recovering Products delivered or in transit.

## 5. Prices.

- a. The price of Products in WGEO's stock on the Contract Date shall be: (i) the quoted price (which shall be given formally in writing and be valid for seven (7) days following the date of quotation), or (ii) the list price in WGEO's then current published price list on the date of Contract, where no price has been quoted or a quoted price has expired.
- b. The price of Products which are not in stock on the Contract Date ("Backordered") shall be: (i) the quoted price (which shall be given formally in writing and be valid for seven (7) days following the date of quotation), or (ii) the list price in WGEO's then current published price list on the date the Backordered Products are scheduled for delivery to Buyer.
- c. Notwithstanding the foregoing, WGEO reserves the right, by giving notice to Buyer any time before delivery, to increase the price of Products after the Contract Date to reflect any increase in the cost of such Products that is due to any factor beyond the control of WGEO, including any foreign exchange fluctuation, currency regulation, alteration of duties, significant increase in the costs of labour, materials or other costs of manufacture, any change in delivery dates, quantities or specifications for the Products which are requested by the Buyer or any delay caused by any instructions of the Buyer or failure of the Buyer to give WGEO adequate information or instruction, but WGEO shall only increase its price by the amount necessary to reflect such an increase. Further, in the event WGEO or its agent makes a material error or omission when quoting a price, WGEO shall be entitled, for a period of thirty (30) days following the Contract Date, to increase the price of the related Products sold to Buyer by either (i) invoicing Buyer

for the Buyer's proper list price on the date of the Contract Date, or (ii) allowing Buyer to return such Products to WGEO and crediting Buyer for the fees paid by Buyer for such Products.

- d. Except as otherwise stated on a price quotation or in WGEO's then current price list, and unless otherwise agreed in writing between the Buyer and WGEO, all prices are quoted on an Ex Works basis (as per Incoterms 2000) and the Buyer shall be liable to pay WGEO's charges for transport, packaging and insurance.
- e. All prices are exclusive of the cost of packaging and delivery, configuration, fulfilment and other services provided.
- f. All prices and charges are exclusive of packaging and delivery costs, and applicable value added tax (VAT), sales, use, consumption, gross sales tax (GST) and other taxes (other than taxes based upon WGEO's net income) for which the Buyer shall be additionally liable for paying to WGEO. Buyer shall make all payments to WGEO without reduction for any withholding taxes, which shall be Buyer's sole responsibility. All such taxes shall be paid by Buyer to WGEO unless Buyer provides WGEO with a valid certificate of exemption acceptable to the appropriate taxing authority.
- g. Prices exclude any copyright levies, waste and environment fees and similar charge that WGEO by law or statute may charge or collect upon in accordance with such laws or statutes.
- h. In the event a Supplier should grant a special pricing consideration or discount to WGEO and such Supplier pricing is made available to Buyer ("Pass-Through Discounts"), the Buyer agrees to adhere to the terms and conditions of such Pass-Through Discounts ("Pass-Through Discount Terms"), and agrees to indemnify WGEO for any Supplier claims against WGEO for Buyer's failure to comply with such Pass-Through Discount Terms. Buyer agrees that payment and receipt of benefits under Pass-Through Discount Terms are contingent upon Buyer's compliance with such terms, and further agrees to pay any costs or fees, if any, charged to WGEO by the Supplier for participation in Pass-Through Discounts.

## 6. Payment.

- a. If Buyer has not been granted credit facilities by WGEO then Buyer's payment shall be due on the date of the invoice and in advance of delivery. If Buyer has been granted credit facilities by WGEO then Buyer shall pay the purchase price, without any deduction or set-off, within thirty (30) days from the date of the invoice which shall be issued to Buyer on the date that Products are shipped. If payment is made by credit or debit card then Buyer agrees to pay all fees and service charges incurred by WGEO in handling such transactions, including fees charged by the credit or debit card company.
- b. All express deliveries are subject to additional shipping charges regardless of invoice value.
- c. Timely payment is the essence of these Conditions. WGEO shall be entitled to recover any invoiced amounts notwithstanding that delivery may not have taken place and title has not passed to Buyer. If (i) Buyer fails to make any payment under any Contract when due; (ii) any distress or execution is levied upon Buyer's property or assets; (iii) Buyer makes or offers any arrangement or composition with its creditors; (iv) Buyer is a body corporate and any resolution or petition to wind up Buyer's business (other than for the purpose of amalgamation or reconstruction) is passed or presented; (v) a receiver, administrator, manager or analogous person is appointed in respect of the undertaking, property or assets of Buyer or any part thereof; (vi) Buyer is an individual, and any grounds arise for the presentation of a petition for a bankruptcy order made under Part IX Chapter 1 Insolvency Act 1986 or any statutory re-enactment or modification thereof or on the presentation of such a petition; or (vii) Buyer exceeds its credit limit then, without prejudice to any other right or remedy available to WGEO, the full price of all Products delivered to Buyer under any Contract, but not paid for, shall become immediately due (notwithstanding any previously agreed credit terms) and WGEO shall be entitled to take any or all of the following courses of action:
  - i. by notice, suspend or determine any Contract or any part thereof, without liability, stop any Products in transit and, at its discretion, subject to Clause 8, enter Buyer's premises to recover Products for which payment has not been made in full;
  - ii. charge Buyer interest, both pre- and post judgment, on any unpaid amount past due, at the rate of 2.5% per month until full payment is made. For clarity, a part of a month shall be treated as a full month for the purpose of calculating interest;
  - iii. appropriate any payment made by Buyer to such Products (including Products supplied under any other contract between Buyer and WGEO or any WGEO branch or subsidiary) as WGEO may deem fit (notwithstanding any purported appropriation by Buyer); and/or
  - iv. alter Buyer's payment terms, which may include withdrawing or altering any credit limit previously granted, requiring prepayment, and demanding adequate assurance of due performance by Buyer through the presentation of a bank guarantee.
- d. Buyer shall provide WGEO with copies of its annual and/or quarterly financial statements upon WGEO's request. Buyer shall notify WGEO in writing prior to entering into any contract whereby Buyer would sell, assign, factor or otherwise transfer any book debt owed to Buyer, or before entering into any form of invoice discounting arrangement with a third party.
- e. Any credit note, balance or other liability issued by WGEO to Buyer (including values of Product trade-ins or promotions) shall expire, without notice, within twelve (12) months of the date of issuance by WGEO. Buyer shall be deemed to have forfeited any right to such credit amounts and shall not be entitled to a replacement or repayment of any amounts related thereto.

## 7. Delivery.

- a. Any dates quoted for delivery of the Products are approximate only and WGEO shall not be liable for any delay in delivery of the Products however caused. Time for delivery shall not be of the essence of any Contract unless previously agreed in writing by WGEO. Any Products may be delivered by WGEO in advance of the quoted delivery date upon giving reasonable notice to Buyer.
- b. Unless otherwise agreed in writing, delivery of the Products shall be made at WGEO's premises upon notification to Buyer that such Products are ready for collection. Buyer shall be entitled to collect the Products any time thereafter on reasonable notice during WGEO's normal business hours. WGEO shall have the right to assume that any person who both reasonably appears and claims to have the authority to accept and sign for delivery of the Products on behalf of Buyer does, in fact, have requisite authority from Buyer.
- c. Claims for non-delivery of Products must be made in writing to WGEO within five (5) working days from the date of invoice. In the event WGEO should agree to deliver Products directly to Buyer's customer any such delivery shall be deemed to be made to Buyer and any refusal by Buyer's customer to accept such delivery shall be deemed to be a refusal by Buyer.
- d. Buyer agrees to accept partial delivery of Products ordered unless otherwise mutually agreed by the parties in writing. Where the Products are delivered in instalments, each delivery shall constitute a separate Contract. Failure by WGEO to deliver any one or more of the instalments in accordance with these Conditions or any claim by Buyer in respect of any one or more instalments shall not entitle Buyer to treat a Contract as repudiated or to cancel any other instalment.
- e. If Buyer fails to take delivery of the Products or fails to give WGEO adequate delivery instructions in its Purchase Order then, without prejudice to any other right or remedy available, WGEO may: (i) store the Products until actual delivery and charge Buyer for the reasonable costs thereof, including insurance costs; or (ii) terminate the Contract forthwith and sell the Products.
- f. Buyer shall bear any and all costs (including original and return carriage costs) associated with any unjustified refusal of delivery of Products ordered pursuant to a Contract.
- g. If there is a shortage of Products available to WGEO then WGEO may allocate any available Products between its buyers on such a basis as it deems appropriate. In case of the foregoing, then Buyer agrees to accept any Products delivered to it and shall pay the appropriate pro-rated portion of the invoiced price for such Products.

## 8. Title & Risk.

- a. Risk of loss or damage to the Products shall pass to Buyer: (i) upon delivery, or (ii) if Buyer unjustifiably fails to take delivery of the Products, at such time as delivery is tendered by WGEO. Buyer shall insure the Products for the invoice value from the date delivery is made or tendered. Notwithstanding delivery and the passing of risk in the Products, Buyer agrees that title to the Products shall not pass to Buyer until WGEO has cleared funds received as payment for the price of the Products, and all other sums which are then currently outstanding to WGEO on any account.
- b. Until such time as title in the Products passes to Buyer, Buyer shall (i) hold the Products as WGEO's fiduciary agent and bailee, (ii) store all of the Products in such a way as to be clearly separate and identifiable from Buyer's other products, (iii) keep the Products in their original packaging, properly stored, protected, insured and identified as WGEO's property.

Notwithstanding the foregoing, Buyer may resell the Products in the ordinary course of business, provided, (i) that any such resale shall be subject to a retention of title clause, including a right of entry to repossess Products covered by this Clause, and (ii) Buyer does not offer the Products as collateral or otherwise pledge or grant a charge in respect of the Products (a "Third Party Security Interest") until title has passed to Buyer in accordance with these Conditions. If Buyer does permit, allow or otherwise create a Third Party Security Interest in the Products before title has passed to Buyer, then all monies owed to WGEO shall immediately become due and payable. Upon WGEO's request, Buyer shall provide WGEO with all details and information necessary to collect the Products in the event of non-payment.

- c. If the Buyer sells any Products in such a manner as to pass to valid title to the Products to a third party, the Buyer shall hold the proceeds of such sale in trust for WGE0, provided the foregoing shall not constitute Buyer as an agent of WGE0 for the purposes of any such resale.
- d. Until such time as the title in the Products passes to Buyer, WGE0 shall be entitled to require Buyer to return the Products to WGE0. If Buyer should fail to immediately comply with WGE0's request, WGE0 shall have the right to enter on or in any premises or vehicles of Buyer where the Products are loaded or stored for the purpose of repossessing said Products.
- e. Buyer shall not be permitted to sell any Products in its inventory after the appointment of a receiver to its property or after it has been placed in liquidation or administration or, not being a company, has committed an act of bankruptcy. Further, Buyer's right to possess the Products shall immediately cease when and if Buyer makes a general assignment for the benefit of creditors, suffers or permits the appointment of a receiver for its business or assets, or avails itself or becomes subject to any proceeding under any applicable bankruptcy laws, is unable to pay its debts within the meaning of Section 123 of the Insolvency Act 1986 or otherwise ceases to trade.
9. Damage & Loss in Transit.
- a. WGE0 shall not be liable in respect of error in delivery, loss, damage or destruction to any Products during transportation of the Products to Buyer unless notice thereof is advised to WGE0 by telephone immediately on receipt of the Products and confirmed in writing within five (5) working days. Buyer shall concurrently notify the carrier in writing of any such error, loss or damage and shall in all cases, where possible, enter a note of the same upon the carrier's bill of lading or other delivery receipt. If by reason of Buyer's failure to give any such notice as provided above WGE0 is unable to make recovery from the carriers in respect of the error, loss or damage complained of, then Buyer shall be liable to pay for Products as though no such error, loss or damage occurred. No liability for Product shortages will be accepted by WGE0 unless such shortage is noted on the bill of lading or other delivery receipt.
- b. Subject to the foregoing, any Products delivered in error or lost, damaged or destroyed during transportation will be replaced or rectified by WGE0, as originally ordered or, if rectification or replacement is not practicable, WGE0 will issue a credit to Buyer equal to any payments received by WGE0 for such Products. WGE0 shall not be liable for any loss, damage or expense whatsoever and howsoever arising from any error, loss, damage or defect except as set forth herein.
- c. Any error, loss, damage or destruction of Product discovered by Buyer in delivery shall not entitle Buyer to rescind the remainder of a Contract.
10. Publications & Specifications.
- Any and all specifications, descriptions, photographs, measurements, capacities or illustrations contained in any catalogues, price lists, brochures, leaflets, proposals, advertising matter, publications of WGE0 or a Supplier are intended to be illustrative and approximate only and shall not form part of a Contract or constitute a representation, warranty or condition regarding any Products unless specifically agreed by written agreement between the Buyer and WGE0. No employee or agent of WGE0 has any authority to make any representation regarding the Products. Buyer acknowledges that it has not been induced to accept these Conditions by any representations or statement, oral or written, not expressly contained herein.
11. Warranty.
- a. Buyer understands that WGE0 is not the Supplier of the Products. Accordingly, All Products are sold subject to the express warranty terms, if any, specified by the original Supplier of the Products. Buyer will ensure that any express warranty terms provided with the Products, including any benefits related thereto, are passed on to its customers from the original Supplier of the Products. Any software supplied to Buyer pursuant to a Contract is supplied subject to the provisions of the Supplier's licensing terms.
- b. Buyer may not make or pass on, and shall take all measures necessary to ensure that neither it nor any of its agents or employees shall make or pass on, any warranty or representation relating to a Product on behalf of WGE0 or Supplier to its customers.
- c. Any warranties, conditions or other terms implied by common law or statute or otherwise in connection with these Conditions (except to title, in the case of Products) are hereby expressly excluded to the fullest extent permitted by law, save for fraudulent misrepresentation.
12. Warranty Assistance.
- a. Buyer shall immediately notify WGE0 if any Products supplied to Buyer prove to be defective in quality or condition within the Supplier's warranty period. Upon receipt of notification of such claim from Buyer, WGE0 shall notify Buyer whether, as a matter of Supplier policy, the claim must be handled directly with the Supplier or indirectly through WGE0. In the event the claim must be handled directly between Buyer and Supplier, WGE0 shall provide contact information to enable Buyer to contact Supplier. In the event the claim will be handled by WGE0, then WGE0 shall provide Buyer with a return material authorization ("RMA") for Buyer to return the Products to WGE0, and Buyer shall return such Products to WGE0 in accordance with these Conditions and WGE0's then current RMA policy (which shall be made available to Buyer upon request). No Products may be returned to WGE0 without a valid RMA number displayed on the Products packaging. Any Products returned without a valid RMA number displayed on the Products packaging will be refused or returned. WGE0 shall not be obligated to ship replacement Products to Buyer until WGE0 is in receipt of the original Products being returned.
- b. Buyer agrees that WGE0's sole liability to Buyer regarding any Product defect claims is limited to the administration of such claims with the Supplier and is expressly contingent upon WGE0's ability to obtain a refund, credit or new replacement Products from the Supplier. WGE0 has no obligation to accept a return of Products that fail to comply with a Supplier's policy on Product returns.
- c. WGE0 shall not be liable or responsible for administering any defect or other claim which arises from normal wear and tear, misuse, negligence, accident, abuse, use not in accordance with Supplier's Product documentation, modification or alteration not authorised by Supplier, or use in conjunction with a third party product. WGE0 reserves the right, in its sole discretion, to determine whether any Products are defective.
- d. All transport charges incurred in returning or replacing Products are the responsibility of Buyer.
13. Returns.
- a. Buyer shall return Products to WGE0 in accordance with these Conditions and WGE0's then current RMA policy (which shall be made available to Buyer upon request). Any Products returned pursuant to an RMA issued by WGE0 must be returned to WGE0 within five (5) working days of the date of such RMA.
- b. Buyer irrevocably authorizes WGE0 to carry out any necessary tasks related to the repair or replacement of Products on behalf of Buyer under these Conditions.
- c. Unless WGE0 collects Products using its own carrier, Buyer agrees that WGE0 shall not be liable for any loss or damage to Products returned to WGE0.
- d. Except for Products returned pursuant to Clause 12 above, any returns are subject to WGE0's sole and absolute discretion and may be subject to a fifteen percent (15%) restocking fee, at WGE0's sole discretion.
14. Limitation of Liability.
- a. WGE0's liability for any direct loss or damage arising out these Conditions and any Contract shall be limited to, and shall under no circumstances exceed the price paid by Buyer for the Products giving rise to the claim; (excluding VAT). WGE0 shall have no liability under these Conditions or any Contract if WGE0 has not received payment of the total invoice price of the Products giving rise to the claim.
- b. Except as expressly provided in these Conditions, WGE0 and its Suppliers shall not be liable to Buyer for any financial or other loss or damage caused to Buyer by reason of any representation, warranty (either express or implied), condition or other term, or any duty at common law, or for any special, indirect, incidental or consequential damages (including loss of profits, revenue, records or data, costs of procurement of substitute products, damage to reputation or goodwill, or any matter beyond its reasonable control) or for any other claims for compensation however caused (whether caused by the negligence of WGE0, its employees, agents, Suppliers or otherwise) which arise out of or in connection with these Conditions or a Contract hereunder, even if WGE0 or its Suppliers have been advised of the possibility of such loss, liability or damages.
- c. Nothing contained herein shall be construed as excluding or limiting WGE0's liability for death or personal injury caused by WGE0's negligence, or for breach of implied title to Products.
15. Intellectual Property Rights.
- a. Buyer acknowledges that the Products are the intellectual property of the Suppliers. Nothing contained herein shall be deemed to grant any right or title to such intellectual property to Buyer. Buyer further agrees not to translate, reverse compile or disassemble any software and agrees to transfer to its customers a copy of any license agreements or other documents included with the Products. Buyer will not remove, alter or destroy any form of copyright notice, proprietary markings, serial numbers, or confidential legends placed upon or contained within any Products.
- b. Buyer understands and agrees that WGE0 will not and has no duty to indemnify, defend or hold Buyer or a third party harmless from or against any claims, losses, liabilities, damages, costs and expenses, judgments or settlement amounts arising out of or in connection with the actual or alleged infringement of a third party's intellectual property rights, except and only to the extent that a Supplier has expressly agreed to offer such indemnification and defence to Buyer on a pass through basis.
- c. When making proposals and agreements with foreign governments which involve any Products, Buyer will take all reasonable steps to ensure that Supplier's proprietary rights in such Products receive the maximum protection available from such foreign government for commercial computer software and related documentation developed solely at private expense.
- d. Nothing contained herein shall be construed as authorizing or grant to Buyer any right or license to use any logo, trademark or trade name of WGE0 or its Suppliers, any license of which shall be subject to separate agreement including any then current use policies of WGE0 or its Suppliers, as appropriate.
16. E-System Specific Terms.
- a. Buyer is solely responsible for the use of any User ID, password or other forms of identification (collectively "Buyer ID") for accessing the E-System, and in maintaining the confidentiality of the Buyer ID. Buyer shall immediately notify WGE0 in the event it should lose or misplace or suspect any abuse (actual or attempted) of the Buyer ID. Buyer shall maintain appropriate security policies and procedures to ensure proper use of the Buyer ID. Absent notice from Buyer otherwise, WGE0 shall have the right to rely absolutely on any Purchase Orders submitted through the E-System and treat any Purchase Order submitted through the E-System as a valid and binding offer to purchase.
- b. Buyer is solely responsible, at its sole cost and expense, for securing and maintaining its own Internet access, facilities, hardware and software requisite to access the E-System. Buyer agrees that WGE0 cannot guarantee the security or integrity of any data or information exchanged through the Internet or the E-System.
17. Force Majeure.
- a. WGE0 shall not be liable to Buyer or be deemed in breach of these Conditions or any Contract by reason of delay or failure to perform if such delay or failure to perform was caused by Force Majeure.
- b. In the event of a Force Majeure event: (i) WGE0 shall, as soon as commercially practicable, notify Buyer of such Force Majeure event provided WGE0 shall incur no liability for its failure to give such notice; (ii) WGE0's duty to perform shall be suspended for the duration of the Force Majeure event; and (iii) the time of WGE0's performance shall be extended by a period equal to the duration of said Force Majeure event.
- c. In the event a Force Majeure event should continue for more than ninety (90) days either party may, by written notice to the other, cancel a Contract insofar as Products remain undelivered under said Contract. Upon such cancellation, WGE0 shall have no obligation to deliver and Buyer will have no obligation to accept delivery of the undelivered Products, but the Contract shall remain in full force and effect regarding all Products delivered prior to the date of cancellation.
18. Compliance with Laws; Export.
- a. Buyer acknowledges that the Products and any technical data related thereto is licensed or sold subject to and controlled by the export laws of the United States ("US") including its Export Administration Regulations, the European Union ("EU") and countries within the European Free Trade Area ("EFTA") (collectively the "Export Control Laws") and Buyer hereby agrees not to export, re-export or otherwise distribute Products, or direct products thereof, in violation of any Export Control Laws. Buyer agrees to advise its customers that the Products are subject to and controlled by such Export Control Laws and that the US government and/or the member states of the EU and EFTA may require licensing or other authorisation prior to export.
- b. Buyer warrants that it will not export or re-export any Products with knowledge that they will be used in the design, development, production, or use of chemical, biological, nuclear, or ballistic weapons, or in a facility engaged in such activities, unless Buyer has obtained prior written approval from the appropriate department of the US Government. Buyer further warrants that it will not export or re-export, directly or indirectly, any Products to embargoed countries or sell Products to companies or individuals listed on the Denied Persons List published by the US Department of Commerce.
- c. It is Buyer's sole and exclusive responsibility to obtain any and all appropriate approvals of from the US government and/or member states of the EU and EFTA prior to exporting such Products, or any technical data related thereto, from the United Kingdom. WGE0 shall not be responsible for any costs, liabilities or damages resulting from Buyer's failure to obtain any such required authorisation. Buyer understands that the Export Control Laws may change from time to time. It is Buyer's sole and exclusive responsibility to obtain guidance of counsel or other appropriate channels to ensure its compliance with these laws.
- d. Buyer warrants that it will not take any action or permit or authorize any action which will render WGE0 liable for a violation of the US Foreign Corrupt Practices Act (the "Act"), which prohibits the offering, giving or promising to offer or give, directly or indirectly, money or anything of value to any official of a government, political party or instrumentality thereof in order to assist it or WGE0 in obtaining or retaining business and (a) will not violate or cause WGE0 to violate such Act in connection with the sale and distribution of the Products; and (b) will notify WGE0 in writing if any of its owners, partners, principals, and officers are or become officials, officers or representatives of any government or political party or candidate for political office.
- e. Buyer shall comply with EU Directives 2002/95/EC (Restriction on Hazardous Substances and 2002/96/EC dated January 27, 2003 (Waste Electrical and Electronic Equipment) ("WEEE") generally and as stated within each country into which Products are imported, exported or otherwise distributed by Buyer, such obligation which shall include registering as a "producer" under applicable WEEE legislation. Buyer shall notify WGE0 in the event it should export any of the Products outside of the United Kingdom.
- f. Buyer shall indemnify, defend and hold WGE0 harmless from any violation or alleged violation by Buyer of the terms of this Clause. Upon WGE0's request, Buyer agrees to confirm, in writing, its compliance with applicable Export Control Laws and the Act.
19. Non-Solicitation.
- For a period of twelve (12) months following the date of any Contract hereunder, Buyer hereby agrees not to solicit or induce any employee of WGE0 involved in the marketing, promotion, sale or distribution of Products to Buyer to leave their employment or terminate or breach their contract for services with WGE0 as the case may be, and Buyer shall not appoint, engage, contract or employ such employee to provide services to Buyer. In the event Buyer should breach this Clause, Buyer agrees to pay WGE0, by way of liquidated damages, a lump sum representing forty percent (40%) of the employee's annual salary (excluding benefits) and Buyer hereby agrees that such sum is a genuine and reasonable estimate of WGE0's loss.
20. Confidential Information.
- Buyer agrees that these Conditions, including any Contracts, and all Product related information including pricing and descriptions which are provided by WGE0 to Buyer, regardless of the form in which it is provided, are considered confidential information of WGE0 and its Suppliers ("Confidential Information"). Buyer shall hold such Confidential Information in strict confidence and not use or disclose such Confidential Information to any third party. Buyer further agrees to limit access to such Confidential Information to those of its employees who have a need to know and are subject to written obligations of confidentiality at least as protective of the Confidential Information as these Conditions. All Confidential Information is provided "AS IS" without any representation or warranty, either express or implied, as to accuracy or completeness. WGE0 agrees to hold, in strict confidence, and not disclose to a third party any sensitive information provided by Buyer which is marked as confidential, proprietary or using similar terms.
21. Miscellaneous.
- a. Assignment. Buyer may not transfer or assign these Conditions to a third party by operation of law or otherwise without the prior written consent of WGE0.
- b. Waiver. Failure of WGE0 to enforce any provision of these Conditions or a Contract shall not be deemed a waiver of the right to thereafter enforce that or any other provision of these Conditions or a Contract.
- c. Severability. In the event that any provision of these Conditions is held by a court of competent jurisdiction to be invalid or unenforceable, the remaining provisions of these Conditions will remain in full force and effect.
- d. Audit Rights. Buyer shall keep and maintain true and complete records pertaining to its performance of these Conditions or any Contract hereunder in sufficient detail to permit WGE0 to accurately determine whether Buyer has fully complied with their terms. Buyer shall make such records available upon reasonable notice, during regular business hours, for inspection and copying by WGE0 and its representatives. Buyer shall maintain such records for at least two (2) years after the end of the calendar year to which they pertain.
- e. Marketing. Buyer agrees that WGE0 may collect, store and use Buyer data, including personal data, for the purpose of facilitating its marketing and sale of the Products, and Buyer hereby consents to such collection, storage and use of Buyer data by WGE0 for these purposes. Notwithstanding the foregoing, WGE0 agrees not to share personal data with third parties without Buyer's prior consent. Buyer further consents to the use of such data for communicating Product and promotional information to Buyer via email or other electronic means.
- f. Choice of Law & Venue. These Conditions shall be governed by the laws of England and Wales, and Buyer hereby agrees to submit to the exclusive jurisdiction of the English courts. The United Nation's Convention on Contracts for the International Sale of Goods is specifically excluded from application to these Conditions.

## Terms and Conditions

### 1. INTERPRETATION AND TERMS OF CONTRACT

In this contract “buyer” means the person to whom a quotation has been given or with whom Westcon Africa has entered into a contract. The customer’s acceptance of these Terms and Conditions shall be indicated by signing this agreement.

Westcon Africa which is accepted by the Buyer, or any written order of the Buyer which is accepted by Westcon Africa, subject in either case to these conditions which shall govern the contract to the exclusion of any and all other terms and conditions subject to which any such quotation is accepted or purported to be accepted, or any such order is made or purported to be made, by the Buyer over which these conditions shall prevail. In these conditions “in writing” includes electronic correspondence (including but not limited to correspondence by electronic mail)

All orders for the Buyer shall be treated as an offer to purchase and no contract shall come into existence until the Buyer’s order has been accepted in writing by Westcon Africa. No amendment of or addition to these conditions shall be binding unless accepted by Westcon Africa in writing and no amendment or addition to any order which has been accepted by Westcon Africa shall be effective unless accepted in writing by Westcon Africa.

The Buyer accepts that in entering into a contract with Westcon Africa it does not rely on any representations or statements which may have been made by Westcon Africa or its servants or agents and all such representations or statements are hereby excluded save as may be expressly incorporated in these conditions, in Westcon Africa’s written acceptance of any order or in Westcon Africa’s written acceptance of an amendment to an existing order.

Westcon Africa will not accept any cancellation of manufactured goods for Factory-Built Configured Units once the order has been confirmed. Westcon Africa shall have no liability whatsoever once the goods have been ordered from the vendor. The customer is therefore fully responsible for making full payment.

### 2. PRICE AND PAYMENT

The price of the Goods shall be Westcon Africa’s quoted price or, where no price has been quoted (or a quoted price is no longer valid) the price listed in Westcon Africa’s published price list current at the date of acceptance of the order. Unless otherwise specified in writing by Westcon Africa, all prices quoted are valid for 30 days only or until earlier acceptance by the Buyer, after which time they may be altered by Westcon Africa without giving notice to the Buyer.

Westcon Africa reserves the right to increase the price of the Goods to reflect an increase in cost to Westcon Africa which is due to any factor beyond Westcon Africa’s control, any change in delivery dates, quantities or specifications for the Goods which is requested by the Buyer, or any delay caused by any instructions of the Buyer or failure by the Buyer to give Westcon Africa adequate information or instruction.

All prices are exclusive of VAT and similar taxes, delivery and transport charges and all other costs.

### 3. DELIVERY

Delivery of the Goods shall be made by the Buyer collecting the Goods from Westcon Africa’s designated premises at any time after Westcon Africa has notified the Buyer that the goods are ready for dispatch or, if some other place for delivery is agreed by Westcon Africa, by Westcon Africa delivering the Goods to that place. Any dates quoted for delivery of the Goods are approximate only and Westcon Africa shall not be liable for any delay in the delivery of the Goods howsoever caused. The time of the delivery shall not be of the essence of the contract.

When the Goods are to be delivered in instalments, each delivery shall constitute a separate contract and failure by Westcon Africa to deliver any one or more of the instalments in accordance with these conditions or any claim by the Buyer in respect of any one or more instalments shall not entitle the Buyer to treat the contract as a whole as repudiated.

In the case of failure to deliver by the estimated time the Buyer shall not rescind the contract for this reason unless on or within 30 days after the delivery date the Buyer gives Westcon Africa notice in writing specifying a reasonable period within which the Goods in question are required to be delivered and Westcon Africa fails to deliver within that period and in any other case of failure to deliver the Buyer shall not rescind the contract for this reason unless it has given Westcon Africa notice in writing specifying a reasonable period within which the Goods are required to be delivered.

No claim for short delivery, incorrect delivery or in respect of damage in transit will be accepted by Westcon Africa unless the shortage, mistake or damage is recorded and notified to Westcon Africa in accordance with the provisions of condition 7 and in any such event the sole responsibility of Westcon Africa shall be within a reasonable period to make up the shortfall, correct the mistake or to replace the damaged Goods. Save as set out in this condition 3. Westcon Africa shall have no liability whatsoever in respect of non-delivery, short delivery or damage in transit.

The Buyer is considered to have given authority to accept delivery on his behalf to any person who actually accepts delivery at the delivery address. If the Buyer does not take delivery of the Goods when tendered by Westcon Africa, the Buyer shall be liable for any loss occasioned by Westcon Africa and also for such costs and expenses as Westcon Africa may incur in storing the Goods and, if applicable, re-delivering the same.

#### **4. RISK AND PROPERTY**

Risk of, damage to, or loss of the Goods shall pass to the Buyer:

- (a) In the case of Goods to be delivered at Westcon Africa's premises, at the time for collection, or
- (b) In the case of Goods to be delivered otherwise than at Westcon Africa's premises, at the time of delivery or, if the Buyer wrongfully fails to take delivery of the Goods, the time when Westcon Africa has tendered delivery of the Goods.

Notwithstanding delivery and the passing of risk in the Goods or any other provision of these conditions, the title in the Goods shall not pass to the Buyer until payment in full of all monies owing by the Buyer to Westcon Africa in respect of such Goods has been received by Westcon Africa and all other Goods agreed to be sold by Westcon Africa to the Buyer for which payment is then due. Until such time, the Buyer shall hold the Goods as Westcon Africa's fiduciary agent and bailee, and shall keep the Goods separate from those of the Buyer and third parties and properly stored, protected and insured for no less than the invoiced value of such Goods and identified as Westcon Africa's property, and shall only be entitled to resell or use the Goods with Westcon Africa's consent and provided always that the proceeds of any such resale or, if less, such part of the proceeds as is equal to the amount of Westcon Africa's invoice and the proceeds of insurance on the Goods shall be held on trust by the Buyer for Westcon Africa until such time as Westcon Africa has received payment in full in respect of all amounts owing by the Buyer to Westcon Africa in respect of such Goods. Notwithstanding that title in any Goods has not passed to the Buyer, Westcon Africa shall be entitled to sue the Buyer for the price of such Goods if not paid by the due date. Westcon Africa shall be entitled at any time to repossess Goods which remain the property of Westcon Africa and the Buyer hereby grants Westcon Africa, its agents and servants an irrevocable licence to enter upon any premises where such Goods are stored for the time being for the purpose of repossessing the same and agrees to give Westcon Africa such assistance as Westcon Africa may require for such purpose.

The Buyer shall not be entitled to pledge or in any way charge by way of security for any indebtedness any of the Goods which remain the property of Westcon Africa, but if the Buyer does so all monies owed by the Buyer to Westcon Africa shall (without prejudice to any other rights of remedy) forthwith become due and payable.

#### **5. PAYMENT TERMS**

Westcon Africa shall be entitled to invoice the Buyer for the price of the Goods from Date of Contract or at any time after delivery of the Goods, unless the Goods are to be collected by the Buyer or the Buyer wrongfully fails to take delivery of the Goods, in which event Westcon Africa shall be entitled to invoice the Buyer for the price at any time after Westcon Africa has notified the Buyer that the Goods are ready for dispatch or Westcon Africa has tendered delivery of the Goods, as applicable. The Buyer shall pay the price of the Goods within thirty days of the date of Westcon Africa's invoice, unless previously agreed in writing, and Westcon Africa shall be entitled to recover the price, notwithstanding that delivery may have taken place and that property in the Goods has not passed to the Buyer. The time for payment of the price shall be of the essence of the contract. All amounts shall be paid without deduction or set-off.

If the Buyer fails to make any payment on the due date then, without prejudice to any other rights of remedy available to Westcon Africa, Westcon Africa shall be entitled to:

- (a) Cancel the contract or suspend any further deliveries, to the Buyer;

- (b) Appropriate any payments made by the Buyer to such of the Goods (or the Goods supplied under any other contract between the Buyer and Westcon Africa) as Westcon Africa may think fit (notwithstanding any purported appropriation by the Buyer);
- (c) Take immediate action to recover the whole of the amount that is due;
- (d) Charge the Buyer interest if we have to take legal action on the amount unpaid, at the rate of 1.5% per month compounded monthly on the outstanding balance until payment in full has been settled

## **6. WARRANTIES**

Westcon Africa does not make or give and will not make or give any representation, warranty or condition whatsoever (express, implied, collateral, statutory or otherwise) in respect of the Goods and any such representations, warranties and conditions given by Westcon Africa are hereby excluded and extinguished. The Buyer shall rely solely upon the manufacturer's warranty for the Goods as to the description, quality and performance of the Goods and the Buyer shall not assert any claim, defence or set-off against Westcon Africa based upon any description or condition as to fitness for purpose or performance of the Goods or otherwise.

Notwithstanding the provisions contained in the above paragraph of this condition, where any valid claim in respect of any of the Goods which is based on any defect in the quality or condition of the Goods or their failure to meet specification is notified to Westcon Africa in accordance with these conditions, Westcon Africa may, at its sole option and discretion, replace the Goods (or the part in question) free of charge, or refund the Buyer the price of the Goods (or a proportional part of the price), but Westcon Africa shall have no further liability to the Buyer. Any claim by the Buyer which is based on any defect in the quality or condition of the Goods or their failure to correspond with specification shall (whether or not delivery is refused by the Buyer) be notified to Westcon Africa in accordance with the provisions contained in condition 7. If delivery is not refused, and the Buyer does not notify Westcon Africa accordingly, the Buyer shall not be entitled to reject the Goods and Westcon Africa shall have no liability for such defect or failure and the Buyer shall be bound to pay the price as if Westcon Africa had acted in accordance with the contract.

## **7. RETURNS AND WARRANTY ASSISTANCE SERVICE**

The following procedures shall apply:

- (a) Short Delivery / Incorrect Delivery / Damage in Transit. Where manifest, short delivery, incorrect delivery and damage incurred in transit shall be noted on the delivery note and/or in any other case shall be notified in writing to the carrier and to Westcon Africa's operations department within 5 working days of the date of delivery or clearance by relevant customs authorities. Damaged Goods and packing materials must be kept for inspection, until the claim is settled:

In the event that Westcon Africa agrees that any Goods shall be returned to it, Westcon Africa shall issue the Buyer with a return number. The issue by Westcon Africa of a returns number is not an agreement to credit and any returned products must be in its original package, which has not been damaged or altered.

Proof of Delivery ("POD") will only be provided against requests received within 20 days from the date of delivery. Westcon Africa reserves the right to charge the Buyer for any costs that are incurred by it or its sub-contractors in administering a POD.

## **8. INDEMNITY**

The Buyer shall indemnify Westcon Africa against all claims, damages, costs and expenses for which Westcon Africa may become liable through executing any order in accordance with the specifications of the Buyer and which may involve the infringement of any patent, registered design right or other intellectual property right.

Save as specified above, Westcon Africa shall have no liability whatsoever to the Buyer arising out of or in connection with the sale or supply of the Goods by Westcon Africa to the Buyer whether direct, indirect, consequential or any other type of loss and whether the same shall have been caused by the negligence, misrepresentation or other tort of Westcon Africa or by any breach or non-performance by Westcon Africa of the contract with the Buyer and all conditions, warranties or other terms that are expressed or implied by law or otherwise inconsistent with this condition are hereby excluded, provided always that nothing in these conditions shall exclude the liability of Westcon Africa for death or personal injury caused by its negligence.

## **9. INSOLVENCY OF BUYER**

If the Buyer makes any voluntary arrangement with its creditors or becomes bankrupt or becomes subject to an administration order or goes into liquidation or any encumbrance, takes possession, or a receiver is appointed, over any of the property or assets of the Buyer, or the Buyer ceases, or threatens to cease to carry on business or Westcon Africa reasonably understands that any of the aforementioned events is about to occur in relation to the Buyer and notifies the Buyer accordingly, then, without prejudice to any other rights or remedy available to Westcon Africa, Westcon Africa shall be entitled to cancel the contract or suspend any further deliveries under the contract without any liability to the Buyer and if the Goods have been delivered but not paid for, the price shall become immediately due and payable notwithstanding any previous agreement or arrangement to the contrary.

**10. FORCE MAJEURE**

Westcon Africa shall have no liability to the Buyer for any delay or failure in performance to the extent that any such delay or failure arises from causes reasonably beyond the control of Westcon Africa, including, but not limited to fire, flood, acts of God, acts of any government or supra-national authority, war, riot, strike, lock-outs and industrial disputes.

**11. GENERAL**

No waiver by Westcon Africa or any breach of the contract by the Buyer shall be considered as a waiver of any subsequent breach of the same or any other provisions.

**12. SOFTWARE**

Software and Licences sent by electronic means remain the property of Westcon Africa until fully paid.

**13. GOVERNING LAW**

The Contract between Westcon Africa and the Buyer shall be governed by and construed in accordance with English law and both parties shall submit to the non-exclusive jurisdiction of the English courts.

Certified that I have read and understood the Terms and Conditions

Signed.....

Name in Capitals.....

Position .....

Date .....