

SCHEDULE B1

Phase 1 – Sprint 1

Lead Intake Foundation & System Core

Project: MTT Dealership Operating System (MTT OS)

Provider: EA Intelligence Solutions (Pty) Ltd

Date: 16/02/2026

Commercial Summary

Sprint Duration: 2 Weeks

Allocated Development Time: 40 Hours

Development Rate: R850 per hour

Total Sprint Fee: R34,000

Payment Terms: 25% upfront, 75% upon completion

1. Sprint Objective

The objective of Sprint 1 is to establish the technical foundation of the MTT OS and deliver a functional Lead Intake Module that allows structured lead capture, assignment, and tracking. This sprint establishes core system architecture and delivers the first operational capability.

2. Scope of Work

2.1 System Architecture & Setup

- Laravel-based project initialization
- Database schema design for Users, Leads, Lead Sources, and Lead Statuses
- Role structure definition (Admin, Manager, Salesman)
- Environment configuration (development and staging)
- Basic authentication setup (login/logout)

2.2 User Management (Basic)

- User creation interface
- Role assignment functionality
- Basic role-based access control

2.3 Lead Capture Module (Core Functionality)

- Structured Lead Capture Form
- Mandatory Lead Source selection
- Assigned Salesman selection
- Server-side validation
- Database storage
- Lead List View with filtering by status and salesman

2.4 Lead Status Workflow (Basic)

- Status stages: New, Contacted, Appointment Booked, Closed
- Manual status update capability
- Status change timestamp tracking

2.5 Basic Activity Logging

- Log lead creation
- Log status changes
- Log assignment changes
- Display activity within lead detail screen

3. Deliverables

Upon completion of Sprint 1, the Client will receive:

- Secure login system
- Role-based access control
- Functional Lead Capture Form
- Lead List Dashboard
- Basic lead workflow management
- Activity logging per lead
- Deployment to staging or live environment

5. Acceptance Criteria

Sprint 1 will be considered complete when:

- Users can log in securely
- Leads can be captured and stored
- Leads can be assigned to salesmen
- Lead status can be updated
- Access restrictions function correctly
- Activity logging is operational

6. Payment Terms

25% of the total sprint fee (R8,500) is payable prior to sprint commencement. The remaining 75% (R25,500) is payable upon completion of Sprint 1.

7. Scope and quote acceptance

Name: _____

Signature: _____