

- **Need vs Want**
 - Uniqueness of product
 - Does it suit/fit in with company's brand? (i.e. look, feel, quality)
- **Cost Effectiveness**
- **Distribution**
 - Throughout S.A. where all hotels/branches are
- **Brand Standard**
 - Compliance
 - Green / sustainable
- **BBBEE**
 - Looking at level 4 as entry level
- **Insurance**
 - Product liability & indemnity
 - Min. amount of R15 million
 - Risk

For more information, please contact:

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