



WAKAGA

ECONOMIC DEVELOPMENT GROUP

Economic Development Partner Program



Preparing a Commercial Opportunity for Wakaga

A practical guide to a credible introduction, an organized submission, and effective follow-through.



01 / BEFORE SUBMISSION

Establish the substance first

A useful submission allows Wakaga to understand what is proposed, who is involved, why the opportunity is credible, and what decision is needed. It need not be lengthy, but important assumptions and unresolved risks should be visible.

Question	Information to prepare
Who?	Exact legal entities, owners or principals where relevant, decision-makers, intermediaries, and your relationship to them.
What?	Product, service, asset, commercial project, or business need; geography; stage; and expected outcome.
Why Wakaga?	The specific capability, commercial role, relationship, or development contribution you are requesting.
What economics?	Indicative value, pricing basis, major costs, funding needs, and the assumptions behind estimates.
What timing?	Actual deadlines, their source, decision points, dependencies, and the next practical step.
What evidence?	Specifications, capability materials, project information, references, and documents you may lawfully share.

Confirm permission and source

Identify how you obtained the information and whether the counterparty permits its disclosure. Existing NDAs, exclusivity arrangements, professional duties, or third-party rights may restrict what you can share. Resolve those issues before submitting protected information.

Separate government procurement and government grants from EDP submissions. Those opportunities use Wakaga's separate program framework.

**02 / SUBMISSION PACKAGE**

Build a concise, reviewable package

Start with a one-page commercial brief

State the opportunity, parties, stage, proposed Wakaga role, proposed EDP contribution, indicative economics, timing, principal risks, and requested next step. Place detailed supporting documents behind the brief and identify what each document establishes.

Supporting material	Useful preparation
Counterparty profile	Legal name, operating location, website, relevant contacts, and evidence of decision-making authority.
Capability evidence	Capacity, relevant experience, qualifications, references, product or technical specifications, and known limitations.
Commercial assumptions	Distinguish indicative pricing from an authorized quotation. Identify taxes, delivery assumptions, currency, and major exclusions where relevant.
Funding and readiness	Explain whether funding is committed, conditional, proposed, or still being sought. Identify approvals that remain outstanding.
Relationship history	Disclose earlier introductions, existing Wakaga contact, competing submissions, and other parties claiming a role.
Risk and interests	List known issues, your own compensation or ownership interests, and the roles of downstream participants.

Keep facts and estimates distinct

Label each significant claim as verified, provided by the counterparty, estimated, or pending confirmation. An attractive forecast should not obscure the assumptions, source date, or evidence still needed.

Preparation is not approval. This guide does not authorize an EDP to issue an offer, negotiate binding terms, or use Wakaga identity in a counterparty document.

**03 / QUALITY CONTROL**

Check the package before sending it

Readiness checklist

- The actual decision-makers and legal entities are identified.
- The proposed activity and commercial stage are clear.
- Your role and every known intermediary's role are explained.
- Financial estimates identify their basis and major assumptions.
- Risks, conflicts, licenses, permissions, and unresolved questions are disclosed.
- Documents are relevant, dated, legible, and lawfully shareable.
- Urgency is supported by a real deadline rather than an unsupported claim.
- The requested next step is realistic and specific.

Example: a supplier introduction

An EDP knows an authorized sales director at a manufacturer. A useful package identifies the manufacturer, product range, production capacity, delivery geography, available specifications, indicative terms, and the EDP's permission to make the introduction. It also explains what Wakaga is being asked to do and which claims remain unverified.

A message that merely forwards a product price and states that Wakaga will buy the goods is not an adequate submission. Purchasing, payment terms, and any commitment require the appropriate review and authorization.

Common reasons a package needs more work

Unverified contact chains, unnamed counterparties, unrealistic economics, missing permissions, unclear decision-makers, or hidden fees make evaluation harder. Disclose gaps directly and explain how they can be resolved.

Do not remove unfavorable facts to make the proposal appear stronger. Reliable information protects the opportunity and the people developing it.



04 / AFTER SUBMISSION

Maintain a clear record and an approved role

Keep the acknowledgment and history

Retain your submitted version, supporting documents, relevant permissions, correspondence, and any Registry Acknowledgment. An acknowledgment records the submission; it does not by itself approve the project, establish compensation, or grant exclusivity.

Respond without expanding authority

Answer review questions, correct errors promptly, and identify material changes. Do not promise a review result or tell a counterparty that silence means acceptance. A project's scope, roles, contacts, and permissions must be documented through the applicable authorization.

Understand relationship protection

The governing agreement defines any protection associated with a documented opportunity and its acknowledgment. Do not assume that submitting a transaction reserves an entire customer, sector, territory, or every future deal. Have the controlling record and applicable terms confirmed when a question arises.

Before execution

Confirm the current project authorization, participating Wakaga entity, named contacts, permitted activities, reporting expectations, and applicable compensation document or default terms. Obtain written approval for changes through the required process.

Official information and access

Public EDP information: partners.wakagagroup.com

Wakaga Workspace - applications and login: wakagagroup.net

Contact Wakaga: [Official contact page](#)

Source and scope

Wakaga Economic Development Partner Master Agreement, Version 7, WEDG-LEGAL-EDP-001 (EDP-only execution edition). Key references: Sections 8-10, 14-15, 22, 27-32; Appendix A. Public access and directory presentation reflect Wakaga instructions dated October 18, 2026. Use the submission method Wakaga designates for your activity. This preparation guide is not a form that submits itself or an authorization to commence work. Cover photograph is an AI-generated illustration.

This public guide explains the program; it does not amend the governing agreement, create an EDP relationship, approve a project, set compensation, or issue a credential. Current controlling documents and Wakaga records govern.