

Telit m2mAIR proposal for Tehnocom OOO

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1. Solution overview:

- Telit m2mAIR SIM + network solution.
- Pay-as-you-use subscription.
- No minimum subscription period for SIM.
- High network availability and redundancy.
- Plastic or embedded SIM card with GPRS connectivity.
- Access to self-care ePortal for SIM cards management.

2. One-time order fee per SIM:

Description	Fee
One-time order fee Standard SIM	€3.50 per SIM
One-time order fee embedded SIM	€5.50 per SIM

3. Monthly Service Charges:

Service	Data allowance	Monthly Charge/SIM	Unit	Roaming Profile
SIM Subscription	0 MB	€0.25	Per SIM	Global All

4. Excess Usage Charges per Price zone:

Description	Charge/Mb	SMS-MO	SMS-MT	Countries*
Price zone 1	€0.55 per MB	€0,12	€0,10	Europe 27
Price zone 2	€0.96 per MB	€0,12	€0,10	Russia - Megafon
Price zone 3	€1.69 per MB	€0,21	€0,12	
Price zone 4	€2.66 per MB	€0,40	€0,14	Russia - VimpelCom + MTS
Price zone 5	€3.72 per MB	€0,50	€0,16	
Price zone 6	€7.44 per MB	€0,50	€0,16	
Price zone 7	€10.52 per MB	€0,50	€0,16	
Price zone 8	€19.89 per MB	€0,60	€0,16	
Price zone 9	€0.74 per MB	€0,12	€0,10	
Price zone 10	€16.89 per MB	€0,50	€0,16	
Price zone 11	€19.89 per MB	€0,55	€0,16	

*Complete list of operators and price zones are stated in Appendix 2.

5. Commercial terms:

- One-time Connection Fee per SIM billed upon SIM cards order.
- Prices are based on volumes of up to 20.000 SIM
- Standard Package Quantity: multiple of 50 SIM cards.
- Delivery according to ExWorks INCOTERMS 2000
- Monthly recurring Fee per SIM billed upon SIM move to "Active" mode.
- SIM can be in different modes and can be moved between Inactive>Test>Active>Suspended>Active and so on. Monthly Recurring Fee is only applicable to Active SIM.
- SIM in Test mode has a usage allowance of 20KB for factory tests. No Monthly Recurring Fee is applicable for Test mode.
- Billing increments is 1KB in all countries/network
- Voice calls are billed per seconds.
- Payment terms: 30 days
- Prices and solutions proposed are based on Telit standard APN.
- VAT and/or other applicable taxes not included
- Delivery time for SIM cards: 25 Business days (This can be reduced by forecasting the orders)
- SIM Card which has been in the Commercially Activated State at any time during a certain month shall be charged on a pro rata basis for the part of the month starting from the time it has first been in the Commercially Activated State during such month until the end of such month

This document is a preliminary proposal prepared by Telit based on its understanding of the customer's requirements received and on the corresponding solution envisioned. Final prices and terms may be adjusted after the pilot project or during contract negotiation with Telit to accommodate new requirements or facts. The terms described in this proposal are not valid without a full commercial contract agreed and signed by the customer and Telit.