

Ether

ES

Sound

Pricing 2002

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- **ESnet Evaluation kit** **1950 €**
 - ☐ **Client needs to sign an NDA before purchase**
 - ☐ **Includes:**
 - ▶ **2 ESnet Evaluation Boards (1 Master and 1 Slave)**
 - ▶ **Documentation**
 - ▶ **Software**

- **EtherSound OEM Agreement** **8000 €**
 - ☐ **Client needs to sign an NDA before purchase**
 - ☐ **Allows customer to purchase ESnet modules**
 - ☐ **Includes**
 - ▶ **1 ESnet Evaluation Kit**
 - ▶ **2 Days of training at Digigram Headquarters**
 - ▶ **16 Hours of telephone support (valid for 1 Year)**

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● ESnet modules

- ▶ ESnet-M8: Master module
- ▶ ESnet-S8: Slave module
- ▶ ESnet-MS8: Master/Slave module - TBD

☐ Prices include EtherSound Channels royalty fees

☐ Same accumulative pricing for Master and Slave ESnet modules:

- ▶ 240 € (up to 99 modules)
- ▶ 220 € (from 100 up to 299 modules)
- ▶ 200 € (> 300 modules)

☐ Master/Slave module pricing – TBD

☐ Example

- ▶ Customer decides to buy 50 modules and 3 months later another 100. He will pay:
 - ⊕ 240 € for the first 50 modules
 - ⊕ 220 € for the next 100 modules
- ▶ If customer chooses to place an order straight away for 150 modules
 - ⊕ He will only pay 220 € per ESnet module

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● ESnet License Contract (to be validated)

- ☐ Client needs to sign an NDA before purchase
- ☐ Customer has rights to use EtherSound technology for its own product design
- ☐ Pricing includes:

► Initial fee down payment including (to be validated) : should be close to 40000 €

- ⊕ 1 ESnet Evaluation Kit
- ⊕ 4 Days of training at Digigram Headquarters
- ⊕ 140 hours of support for design and development
- ⊕ Reference design
- ⊕ EtherSound compiled code for Xilinx FPGA
- ⊕ First 1000 EtherSound channel royalties

► Royalties per EtherSound Channel : (to be validated)

- ⊕ From 1001 up to 4000 channels: 7,20€ per channel
- ⊕ From 4001 up to 10000 channels: 6,00€ per channel
- ⊕ From 10001 up to 32000 channels: 4,80€ per channel
- ⊕ From 32001 up to 96000 channels: 3,60€ per channel
- ⊕ Etc