

CUSTOMER NAME | PROPOSAL TITLE | PROPOSAL #

PROPOSAL

PROPOSAL NUMBER/TITLE HERE

CLIENT/PROSPECT NAME

Secondary Title Here

DATE HERE

<Add version if applicable>

CONFIDENTIAL & SUBJECT TO CONTRACT

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1.0 PROPOSAL SUMMARY

Executive Summary

Add Text

| | |
|-------------------------------|---|
| Customer | Customer Customer Contact Person Customer Address Line #1 Customer Address Line #2 Customer Address Line #3 Customer Address (City) Customer Country Customer email Customer phone number |
| Moog Contact | Moog Business Unit Moog Sales Person Moog Address Line #1 Moog Address Line #2 Moog Country Moog contact email Moog contact phone number |
| Specification Document | <Specify reference (if applicable)> |
| Reference | <List customer's RFQ number/reference> or email reference> |

This offer is subject to contract and based on Moog's Standard Terms and Conditions, unless otherwise specified.

| Issue | Description | Complied by | Date |
|-------|---------------|-------------|------------|
| 1.0 | Initial Quote | First Last | DD-MM-YYYY |
| | | | |
| | | | |

<Keep revision information only if applicable.>

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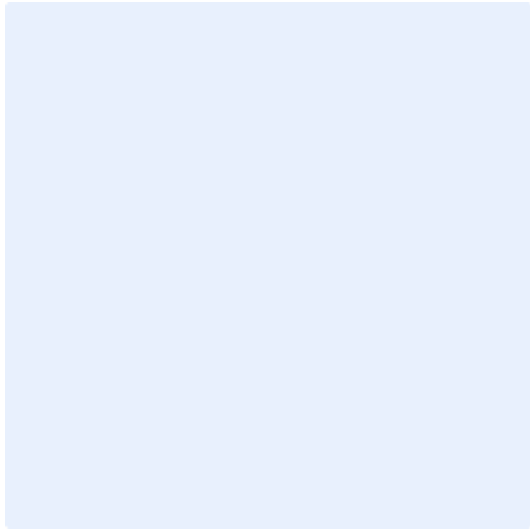
2.0 REQUIREMENTS ANALYSIS

Scope/Customer Needs

Add Text <Copy here should reflect Moog's understanding of the customer's needs, problems and challenges. Examples include:
1) Increase uptime 2) Help reduce risk 3) Extend the life of critical equipment and 4) Ensure maintenance is always available >

Objectives

Add Text <Copy here should be an overview of the Moog solution to the customer's needs, problems and challenges. See Guidelines for more specifics>



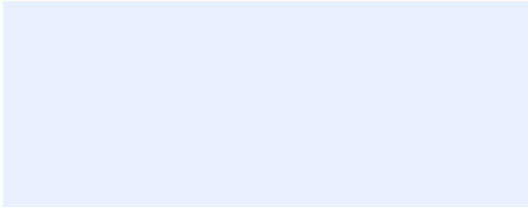
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3.0 SERVICE OFFERING

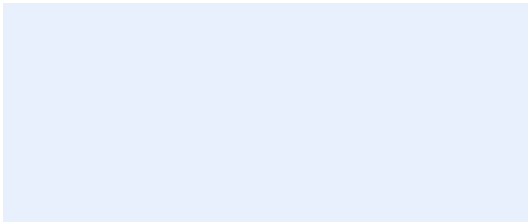
Repair and Replacement/Spare Products

Add Text <Copy here should be an overview of the repair and replacement services we are proposing for the customer> problems and challenges. See Guidelines for more specifics>

<Image optional>



<Image optional>



Description here

Operations and Maintenance Services

Add Text <Copy here should reflect an value added services we are proposing>

Description here

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4.0 WHY CHOOSE MOOG

<Combination of general and solution-specific reasons why customer should select Moog over other choices. Some boilerplate copy is show below and can be deleted, expanded upon or left as is. See guidelines for more specifics>

Add Text

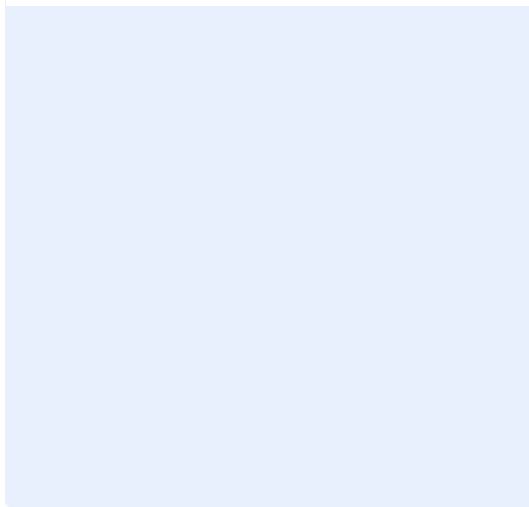
Moog Global Support is our promise to help you to maximize uptime and get more from your machine investment. We seek to be your trusted motion control partner, to understand your needs and offer you flexible, comprehensive and timely services resulting in excellent value. We strive to transform maintenance by helping you move from a reactive to planned approach.

For more information on Moog Global Support, visit
www.moogglobalsupport.com



Our promise to help you
maximize uptime and get
more from your machine
investment

<Image optional>



Description here

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5.0 SCOPE OF SUPPLY/DELIVERABLES

<This section may include:

- What does Moog intend to do under contract
- What is not included in the proposal
- What are the customer's responsibilities
- Project structure/sequence of events. WBS = phases and gates of CPI (or any other applicable process)>

ADD SUBHEAD

Add Text

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6.0 DELIVERABLES, PRICING AND FINANCIAL CONSIDERATIONS

<This section may include the items below:

These may be backed up by PDF examples of standard documentation so that customers can agree to the level of detail that Moog provides.>

| Item | Description | Price |
|------|-------------|---------|
| ## | Lorem ipsum | EUR XXX |
| ## | Lorem ipsum | EUR XXX |
| ## | Lorem ipsum | EUR XXX |
| ## | Lorem ipsum | EUR XXX |
| ## | Lorem ipsum | EUR XXX |
| ## | Lorem ipsum | EUR XXX |
| ## | Lorem ipsum | EUR XXX |
| ## | Lorem ipsum | EUR XXX |

Hardware and Software

Add Text

Non-Recurring Engineering Costs

Add Text

Meetings/Reviews/Reporting

Add Text

Services and Support

Add Text

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7.0 COMMERCIAL PROPOSAL

This section may include:

| Item | Description |
|-------------------------------------|---|
| Proposal Valid until | <List date here> |
| Warranty | <List warranty information> |
| Liability | <List limits of liability> |
| Forecasting Process | <List expected forecasting process and issues> |
| Delivery/Shipping Terms & Packaging | <List terms & descriptions of packaging> |
| Terms and Conditions | This offer is based on Moog's Standard Terms and Conditions unless otherwise specified. |
| Payment Terms | <List expected payment terms (eg. within 30 days net from invoice date)> |
| Lead Time | <List expected lead time> |
| Export License Requirements | <List here> |
| Intellectual Property Statements | <List any special intellectual property issues> |
| Customer Reviews and Approvals | <List Moog expectations of customer> |
| Others | <List anything else that is related to the proposal> |

Note: This offer is based on Moog's applicable Terms and Conditions and if any items are not specified, the General Terms and Conditions apply.

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8.0 ABOUT MOOG

Moog is a 2.6.5 billion-USD designer, manufacturer and integrator of precision control products spanning industries including aircraft, space and defense, medical products, and high-performance components.

The Moog Industrial Group provides high-performance motion control products, solutions and services combining electric, hydraulic, and hybrid technologies with expert, consultative support in a range of industries including energy, industrial machinery, simulation and test. Moog has a presence in more than 25 countries worldwide.

The Industrial Services organization provides Moog Global Support with a range of offerings for our motion control products and systems including:

- [Factory repair](#) performed by experts using world-class quality systems and OEM parts to ensure like new performance
- Supplying original [replacement parts/spares](#) and flexible exchange programs wherever and whenever needed
- [Professional field service](#) by experts with motion control knowledge
- [Hands-on training](#) experience with expert trainers using Moog equipment
- [Planned maintenance programs](#) that are scheduled based on your application and usage to reduce your risk and ensure as new performance
- [Technical support](#) offered online, over the phone and using remote diagnostic tools provides you with access to expert knowledge on-demand
- [Retrofits](#) help you achieve enhanced performance, productivity and longer service life

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9.0 THANK YOU

We thank you for your request and sincerely hope our proposal meets your expectations. Please contact your Moog sales representative with any questions you have about this proposal.

Name

Name

Title

Title

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10.0 APPENDIX

<Insert current General Terms and Conditions or agreed upon Terms and Conditions for the customer here.>