

Proposal for Company B - SitaWare Extension

Company A propose the following in response to the request for proposal delivered by Company B.

Overall description of delivery

Company A shall deliver a hardware prototype of the dismounted COP with included documentation ready for mass production.

Overall requirements

- The dismounted COP shall contain a touchscreen
- The dismounted COP shall contain a radiation sensor (geiger counter)
- The dismounted COP shall contain a GPS module
- The dismounted COP shall contain a speaker
- The dismounted COP shall contain a microphone
- The dismounted COP shall contain a battery
- The dismounted COP shall contain a microcontroller able to run the OS: Linux
- The dismounted COP shall contain a temperature sensor
- The dismounted COP shall contain a oxygen sensor
- The dismounted COP shall contain a wireless communication module that supports HTTP
- The hardware components shall be able to fit into a container weighing a maximum of 1 kg.
- The hardware components shall be able to fit on top of a persons lower arm.
- The dismounted COP shall be able to withstand a fall from 3 meters height onto concrete.
- The dismounted COP shall be waterproof at a depth of 50m.
- The dismounted COP shall be able to handle a environment of 80 degrees celsius for a period of 5 minutes.

Pricing

Company A cannot agree with the proposed terms of the pricing, since they are too vague.

We require the full amount of 10.000.000 to be delivered in three rates of:

40% upfront

50% before starting production of the hardware prototype

10% when the product is handed over

Minutes of meeting

Meeting title	Review Request for proposal from Company B
Time	20-02-2015 10:00 - 10:25
Participants	<i>Customer</i> <ul style="list-style-type: none">• Company B<ul style="list-style-type: none">○ Thomas Fiil Lyngholm○ Peter Kristian Mathiesen <i>Moderator</i> <ul style="list-style-type: none">• Kasper Nissen <i>Company A</i> <ul style="list-style-type: none">• Nikolas Bram• Kasper Nissen• Rasmus Sundgaard Reimer

10:00

Q: Discussion of what COP is?

A: They were not specific about what relevant information are and gave a reference to the COP-wiki page.

10:02

Q: What to deliver?

A: Company A are only to deliver hardware for the dismounted COP including the mentioned sensors in the Request for proposal document. Company B is responsible for ALL software implementations.

10:03

Q: Delivery and payment?

A: Development time: 2 years, expected end date 11th Marts 2017

Payment in three rates but not specified to what and when. We negotiated to a total payment of 10.000.000 DKK

10:07

Q: Telecommunication hardware specifics?

A: No, Company A can decide what hardware to use, but should be able to handle HTTP

10:09

Q: Figure 2.1 Dismounted COP has missing elements?

A: Wrong diagram, should be updated

10:11

Q: Isn't the screen part of the Dismounted COP?

A: Yes it is a touch screen.

10:14

Q: "OS specific tests" - Which OS?

A: The OS will be delivered by Company B and will possibly be Linux.

10:16

Q: Open for future updates - Hardware and/or software?

A: Just firmware update of hardware

10:18

Q: Are we responsible for support and maintenance?

A: No. The project is over after delivery of one unit and the design.

10:20

Q: Price per unit?

A: No requirements from Company B.

10:23

Q: What does the 10 mill cover?

A: One Dismounted COP device including specification and development documents such that Company B themselves can start mass production of the device.

10:25

Q: Confirm deliverables to Company B

A: Done.