



Micro-Climate Strip

Proposal Document

Document History

Document Change History

Table 1: Document Change History

Revision	Change Date	Change Description	Author
1.0.0	11 th Aug 2025	Initial Draft	Gaweshika L

Document Approval

Table 2: Document Approval

Signature Meaning	Name	Title	Date
Author	Gaweshika L	Project Manager	11 th Aug 2025
Review	Kosala J	Project Lead	
Approve			

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1 Introduction

Exceltech OÜ has developed the Micro-Climate Strip, a detachable foot-strip with four silent micro-fans. Temperature and RH sensors sense the temperature and the moisture inside the bedsheet and drive the cooling mode. The app shows the nightly humidity profile.

2 Scope

The scope of the work is summarized and detailed in the section below.

2.1 Hardware

The hardware development will be in the following phase.

2.1.1 Phase 1: Prototype Assembly (POC):

Utilizing a detachable foot-strip with four silent micro-fans, temperature and RH sensors to build an initial proof-of-concept prototype.

2.2 Firmware

The firmware development can be summarized below.

1. Sensor and cooling mode driver development.
2. General operating firmware development.

2.3 Software

The software development can be summarized below.

1. Basic app development.

2.4 System Diagram

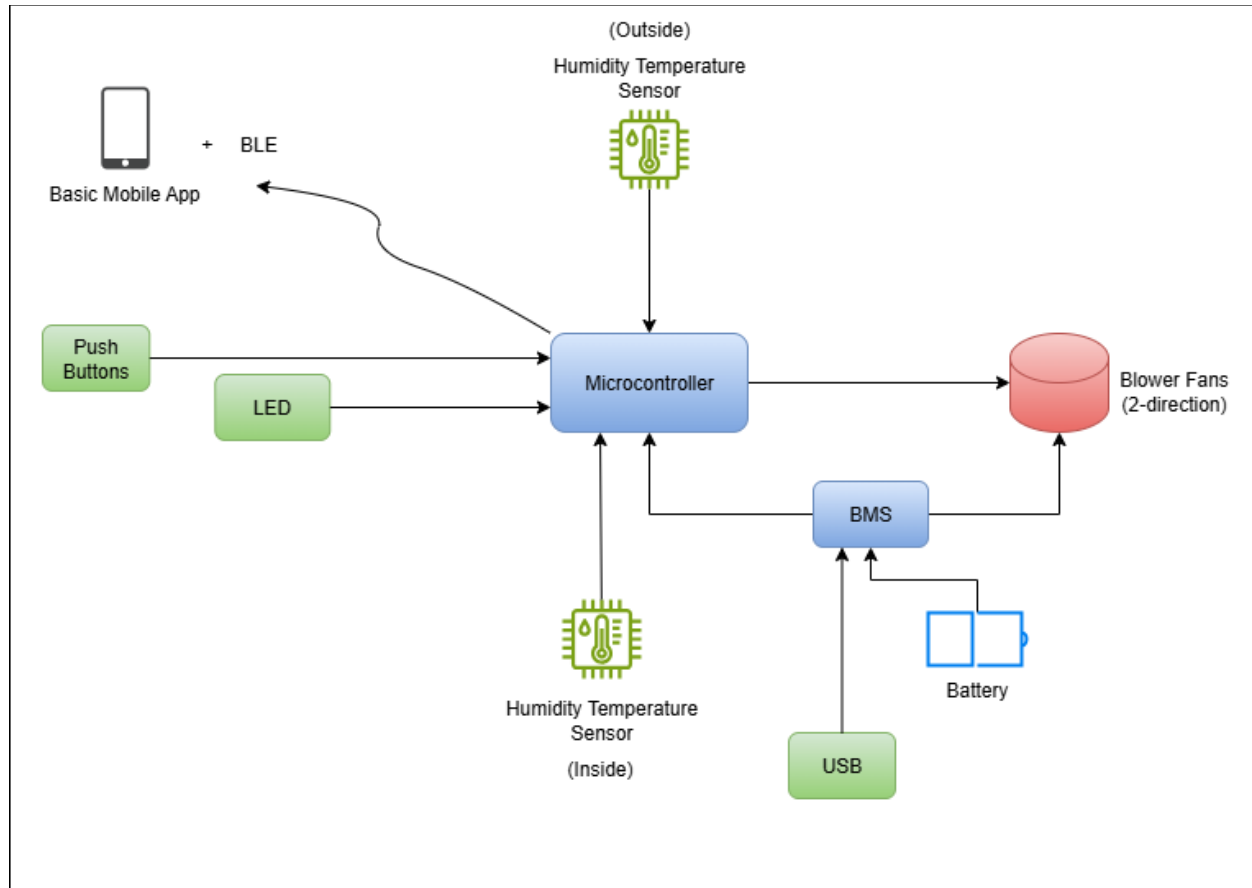


Figure 1: System Diagram

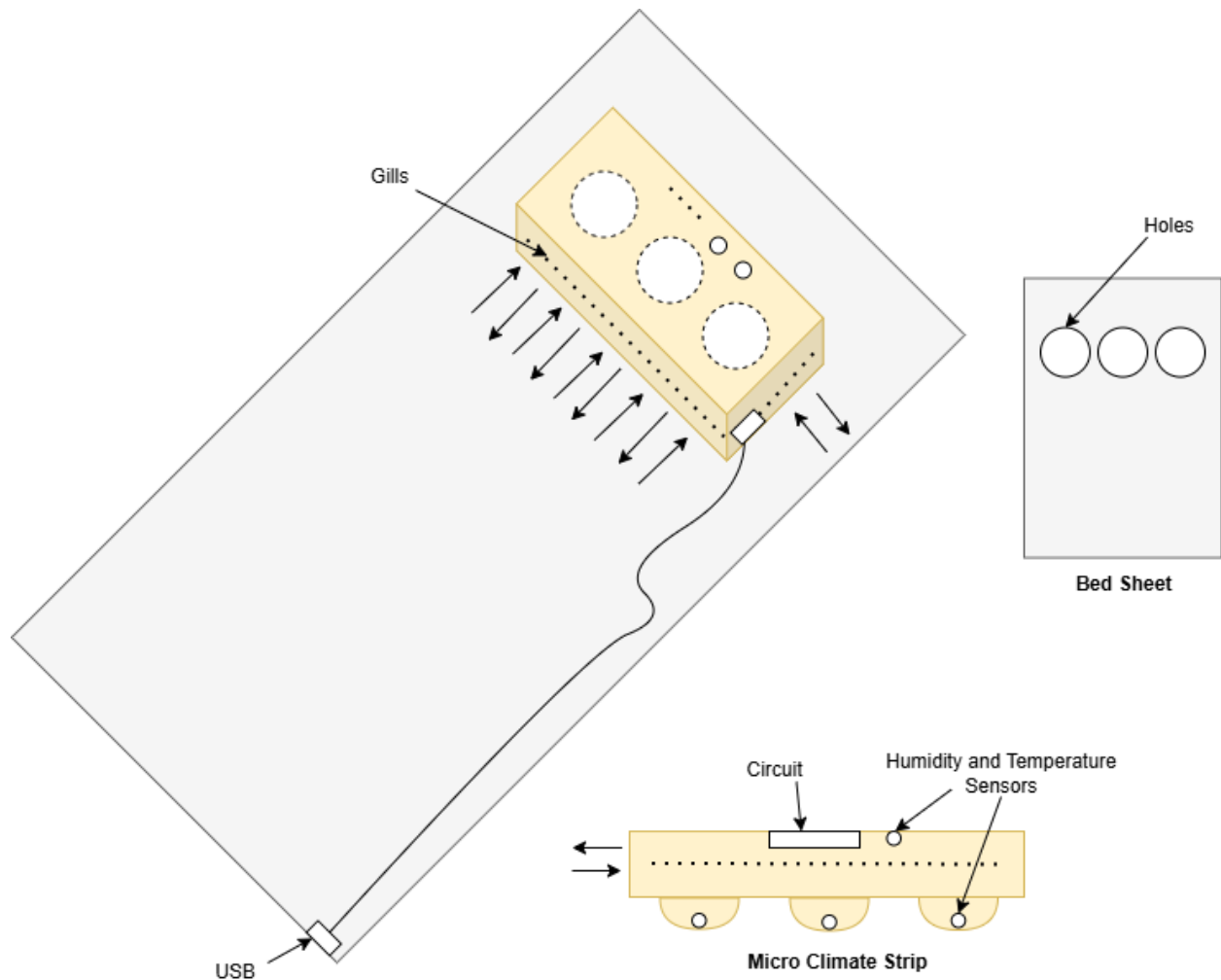


Figure 2: Micro-Climate Strip Design

3 Work Schedule and Timeline

A basic overview of the work schedule is shown in the table below.

Table 3: Work Schedule and Timeline

Project Phase	Sample	Time
Prototype (POC)	1 pcs	

4 Price and Delivery

4.1 Pricing

Summary Pricing of the above project is listed in Table 2.1 below.

Table 4: Pricing

Phase		Items	Cost (USD)
Prototype stage (POC)		Development Cost	45,000
		Total	45,000

4.2 Delivery

Deliveries at each milestone are listed below.

Table 5: Delivery

No	Item	Stage	By
1	Quotation and Proposal	Beginning	ExcelTech OÜ
2	1 st sample	End of initial stage	ExcelTech OÜ
3	4 pcs	End of Prototype stage	ExcelTech OÜ

5 Terms and Conditions

The terms of the Proposal are based on the Conditions of Contract.

5.1 Conditions to Contract

Table 6: Conditions to Contract

Delivery Terms:	As per section 4.2
Invoicing:	At each payment, as listed below
Payment Schedule:	40% initial stage 30% POC video call 30% Delivery
Currency:	USD
Quote Valid To:	31 st December 2025