## Understanding How Support is Billed

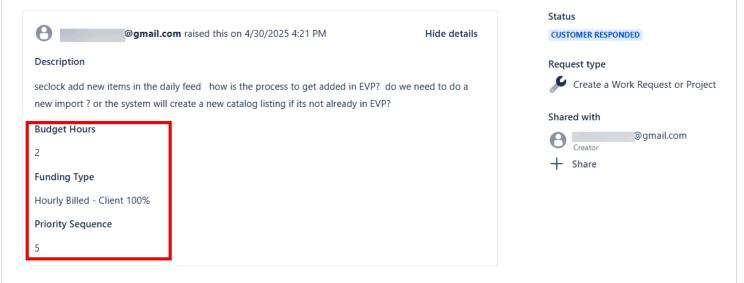
The Etail Support portal enables customers to submit various types of requests, including issues and work requests. Depending on the type of request, billable hours will be incurred, which will be reflected in your monthly billing report.

The table below shows the default billing accounts for each issue type.

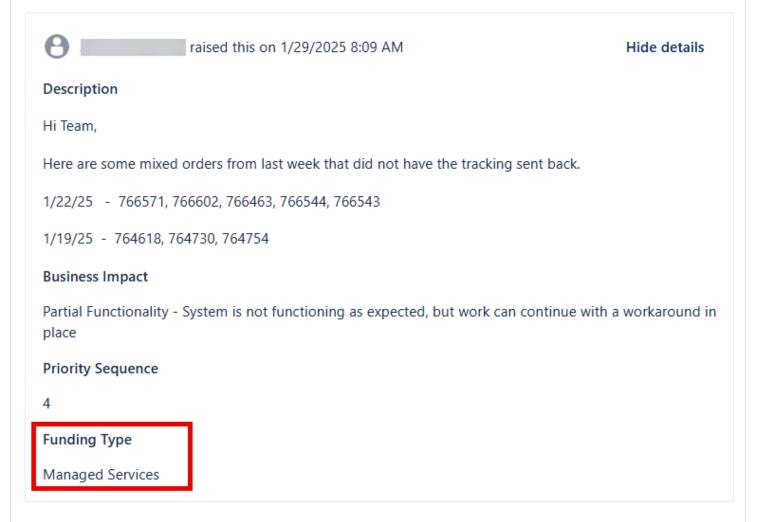
Issue Type	Default Billing Assumption (1)
User or Password Issues  Having trouble logging in or setting up a new user? Ask for assistance here.	Non-Billable
Create a Work Request or Project Ask us to do something in EVP for you (load a file, export data, etc.) or get started on a new project (adding a channel, new supplier, etc.)	Billable
Open a Problem Ticket Tell us about something that isn't working right in EVP	Billable (2)
Request a New Report  Have us create a report for you	Billable
Billing Ask a question about your bill or change your billing tier	Non-Billable
Monitoring Detection	Non-Billable

When you select 'Show Details' on an issue in the support portal, the associated budget and funding type details will be displayed. The information displayed will vary depending on the issue type and the customer.

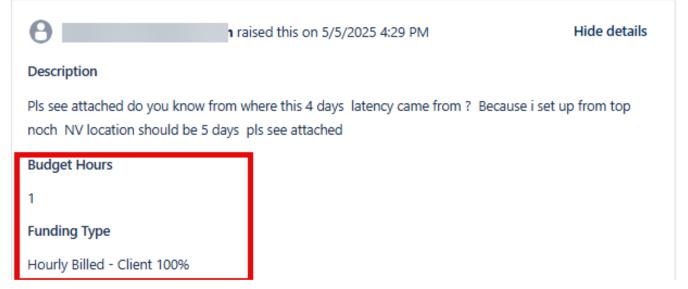
Work Request



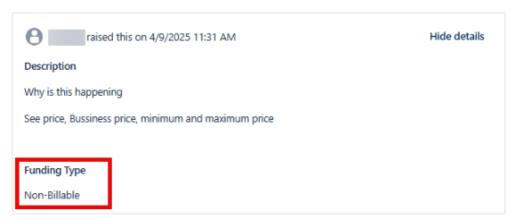
• Problem Issue request, with a managed service engagement model

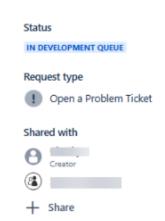


• Problem Issue request, with an ad-hoc as incurred engagement model

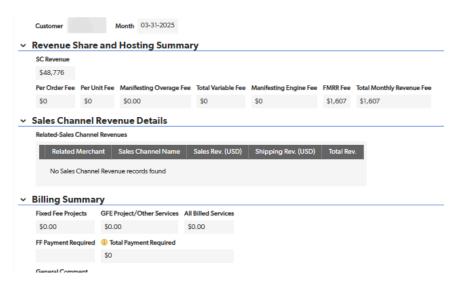


• If after our initial research, it is determined to be an Etail or EVP issue, it will be adjusted to Non-billable.

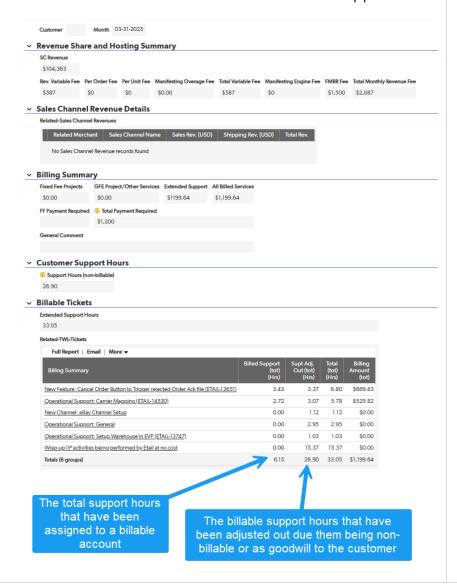


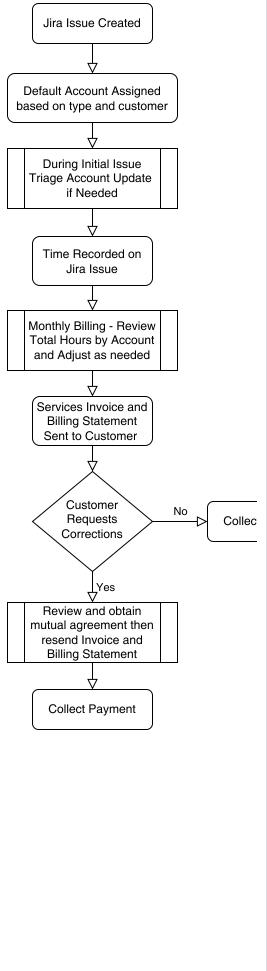


Billing Statement	Billing Process Summary
The billing statement details will vary depending on how support is split between billable and non-billable accounts.	
All support activities are non-billable	



A combination of billable and non-billable support



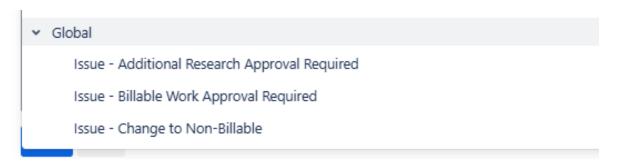


**Note (1)** - While an issue type has a default billable assumption, the specific nature of the issue may necessitate an adjustment to reflect the true root cause or nature of the request. Our general support model aims to minimize communication overhead and delayed responses by responding to a ticket, assuming a minimum of 1 hour is pre-approved for research and resolution. We will adjust it to a non-billable account if it is a base support issue. Still, suppose it is adjusting data, configuring additional capabilities, repeating training, correcting a usergenerated issue, fixing customer data, etc.. In that case, it is viewed as Extended support and is left as a billable issue.

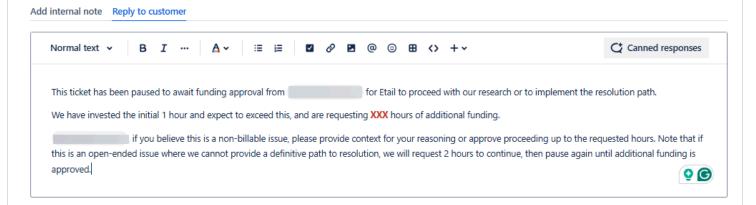
If we believe it is extended support and will take over an hour, we will pause, provide an estimate, and obtain the customer's sign-off before proceeding.

Some customers provide a bigger allowance of up to 2, 3, or 4 hours to research and resolve, but 1 hour is the minimum.

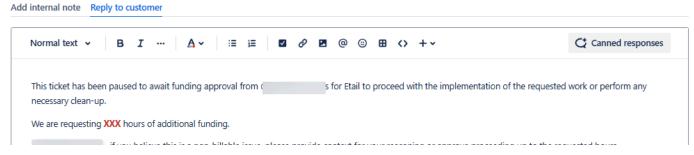
To help manage the surprise factor associated with support billing, we have implemented three canned responses for use by our application and operational support teams.



## Additional Research Approval Required



## Buillable Work Approval Required



Change to Non-Billable



**Note (2)** - A Problem Ticket can represent any issues impacting the overall operation of your EVP instance. An EVP platform issue could cause these issues, data in the EVP instance, or actions taken by an EVP user. Often, the root cause of an issue may not be known until the problem is fully addressed. Therefore, the final decision on whether the hours incurred are non-billable or billable will not be made until:

- 1. For Standard Support customers, this decision will be made once the initial research on the issue has been completed.
- 2. For managed services or operational support customers, this decision will occur during the end-of-month service billing process.

It is also dependent on the support engagement model that is in place between Etail and the customer:

- Operational Support is a level of support where Etail provides resources as a dedicated
  member of a customer's e-commerce support team, offering Level 1 and Power User
  support. Therefore, almost any issue is initially a billable event as Etail performs roles
  normally performed by a customer. This also includes proactive monitoring, daily review
  meetings with the customer, and immediate response to issues as they are detected or
  reported. This model also includes all the activities included in the managed service and
  standard support models.
- **Managed Services** is a level of support at which Etail is ready to engage and assist a customer's power user in performing their role in supporting e-commerce operations. This

could include multiple weekly meetings to review and plan activities as needed. This can include ad-hoc configuration changes or setting up new channels as required. As a set amount of resources is pre-scheduled each month, it is typically possible to provide the required assistance within a few days. The assigned managed service resource will also provide a first pass review on all Level 2 support issues that are raised by the customer, based on their knowledge of the customer's EVP instance and processes, and will typically provide a faster resolution path than standard support, and therefore is billed on an asincurred basis for these initial review activities and then resolution activities are either non-billable or billable depending upon

- **Standard Support** is primarily provided through support requests, which are reviewed and addressed on a first-in, first-out (FIFO) basis based on priority. Meetings will be arranged as needed for urgent issues.
  - Support for the Client is limited to the Software. Specifically, it excludes issues related to the use of Client equipment used to access or interact with the Software, Client internal networks, Internet Software Providers, bugs or other problems introduced by the Client, custom code, or any other matter that is not related to the hosted Software.

A key part of the support structure is the Client's team of lead personnel who provide the first level of contact, Level 1, for its users of the Software. Etail's experienced staff of consultants and developers provides Level 2 and Level 3 support to ensure that the right kind of help is available as needed. The following is an overview of each of the levels of support:

- LEVEL 1: The Client's Power User provides the first line of internal support and is the primary point of contact for the Client's internal users for all operational issues. Suppose there are any issues with the EVP or any integrations supported by the EVP platform. In that case, the Client-designated Level 1 support personnel will contact Etail (by telephone, support ticket, or e-mail) as required to resolve questions or issues they cannot resolve.
- LEVEL 2: Etail maintains qualified representatives to respond to questions and issues from the Client's Level 1 support. Level 2 response time will be based on the severity of the issue's impact, to keep the Client as productive as possible. The support center will research known problems, investigate alternative approaches, recreate the problem, and test possible resolutions. After reviewing the situation and the question/issue, Etail will provide a resolution or assign a Priority Level to the table below. When a fix cannot be accurately provided to the Client, the Level 2 representative will escalate to Level 3 and provide all needed documentation and information. Only Client's Level 1 support may contact Etail's Level 2 support.

• LEVEL 3: Etail's Level 3 support encompasses its production and development teams. Level 3 will address a problem when Level 2 determines that it can only be resolved through programming or development work effort. Work may be performed on an emergency basis for Priority 1 problems or on a quick response or normal development schedule for lower-priority problems. Level 3 will provide fixes by updating the Etail application server as required and as available on the least disruptive basis.

Upon receiving a call, e-mail, or notification from the online reporting application, Etail support staff will assign one of three priority levels to the situation:

## • Critical: Immediate

- System down
- Any incident that results in an enterprise-wide failure, renders the application unusable,
   or results in unrecoverable data corruption or data loss.
- Affects multiple users and causes a system cessation or prevents the successful and timely completion of work for an entire group