

September 23, 2015

Senscio Systems
1740 Massachusetts Avenue
Boxborough, MA 01719

Subject: Letter of Engagement:

Senscio Systems is pleased to submit this letter of engagement to Dow Rummel Village for execution of a pilot project using the Senscio system "Ibis" in support of Dow Rummel residents.

Statement of Work:

Senscio Systems will provide equipment and support for a three-phase project as outlined below:

Phase 1:

- Ibis systems for 10 Dow Rummel residents for a 6-month pilot project.
 - Resident selection will be by the Dow Rummel staff.
 - Installation, training and technical support will be provided by Senscio personnel.
 - This initial project will be based on current capabilities (protocols and alert systems) included in the Ibis system, as reviewed and approved by the Dow Rummel staff..
- Monitoring of resident's health and adherence, clinical follow-up and coaching (Care Management) will be conducted by Dow Rummel staff.
- Senscio will provide monthly analytics on health and behavioral trends for each participating resident.
- Phase 1 will commence no later than November 1, 2015.

Phase 1 Costs:

- | | |
|---|-----------------|
| • Start-up and initialization fee: | \$ 5,000. |
| • Ibis CareStations (10 total @ \$395/unit) | <u>\$ 3,950</u> |
| Start-up & Onboarding Total: | \$ 8,950 |
| • Software License: | |
| ○ System license (\$95/patient/month) | \$ 5,700 |
| Phase 1 Total: | \$14,650 |

Phase 2:

- Ibis systems for all Dow Rummel Village independent living units, approximately 100 additional systems.
- Installation, training and resident Care Management will be conducted by Dow Rummel staff.
- Technical support will be provided by Senscio personnel.
- Any additional system adaption and customization will be done under a separate contract as agreed to by the Parties.
- Senscio will provide monthly analytics on health and behavioral trends on all participating residents
- Phase 2 will commence approximately June 1, 2016 and be completed by December 31, 2016

Phase 3:

- Ibis systems for all Dow Rummel assisted living units, approximately 70 additional units.
- Installation, training and Care Management will be conducted by Dow Rummel staff.
- Any additional system adaption and customization will be done under a separate contract as agreed to by the parties.
- Senscio will provide monthly analytics on health and behavioral trends on all participating residents.
- Phase 3 will commence approximately June 1, 2017 and be completed no later than December 31, 2017.

Additional project details:

- Payment terms will be invoice Net 30 Days
- Start up and Initialization fee will be invoiced upon signature of this Letter of Engagement.
- Hardware fees will be invoiced 30 days prior to shipment (Approximately Oct. 1, 2015)
- Software Subscription fees will be invoiced at the commencement of each month of service (Approximately Dec. 1, 2015).
- Cost details for Phases 2 and 3 will be negotiated in good faith and agreed to prior to commencement of each phase.
- Dow Rummel will appoint a primary project lead that will serve as the communications link between Dow Rummel and Senscio for all project efforts.
- The phases will automatically renew annually unless otherwise stipulated in writing at least 30 days before the scheduled project end date.
- Following execution of this Letter of Engagement, a formal contract containing all required legal documents will be executed within 30 working days.

PO Box 386, Harvard, MA 0145
Tel: (978) 635-9090
www.sensciosystems.com

The parties signify their agreement by signing below:

Dow Rummel Village

Date

Piali De
CEO Sencio Systems

Date