



August 16<sup>th</sup>, 2016

Subject: Updated Appendix C to 6/1/2016 Contract between Senscio Systems and NHTC

Richard Mulholland – CEO, Northern Hills Training Center

Richard,

This letter is to confirm modifications to Appendix C in the 6/1/2016 Contract between Senscio Systems and Northern Hills Training Center. The Revised Appendix C is attached. All other aspects of the signed contract remain the same. The changes in Appendix C are to 1) reduce the number of initial units to 5 from 6, and 2) change the subscription billing start date to July 1st from June 1st.

We are excited about the progress that has been made with the current deployments and look forward to working closely with NHTC on the next stage of the pilot.

Sincerely,

Mike Charley

## 8/17/2016 Revised Appendix C:

### Pricing, Statement of Work, Stakeholder Expectations

#### **Statement of Work and Stakeholder Expectations**

- Senscio will provide Ibis systems for a minimum of five (5) individuals throughout the agency network
- Senscio will provide onboarding paperwork customized (as necessary) for the CSPs. Customer identifies one central POC/project manager who will receive alerts/notifications and all members of the Care Team
- The customer identifies the clients for the Ibis units and provides Senscio with onboarding paperwork.
- Senscio will set up accounts, care plan, and Care Station as well as Caregiver accounts for the customer's central POC/project manager and care team members.
- Senscio will schedule installs with the customer and end user (as identified in the paperwork). Installs must include the end user and at least one care team member so that someone cognitively able and part of the individual's care team understands how to use the system.
- Senscio will provide a single in-person or online training for all customer staff working with end-users having the system. The training will consist of use of the CarePortal, troubleshooting, and engaging the Senscio team for changes to care plans.
- Senscio will install the Care Station at the end user's home and provides training to the care team and end user in-home.
- Senscio will contact the central POC/project manager one day and one week after the installation to address quality and experience of the installation.
- The project will start no later than June 1, 2016.

#### **Onboarding & Subscription Terms (12 Months)**

##### **Onboarding Fee:**

Installation, Registration, Enrollment, Set Up & Training	
• Up Front Payment (5 @ \$300 each)	\$1,500

##### **Subscription Fee for Software License and Hardware Lease:**

\$85/member/month	<u>\$5,100</u>
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Program Total:	\$6,600
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#### **Terms**

Note 1: Payment terms will be invoice net 30 days.

Note 2: Licensee will appoint a Project Lead to be the direct liaison with the Senscio Project Manager

Note 3: Onboarding fees will be invoiced June 1st

Note 4: The Subscription fee for the Software License and Hardware will be invoiced on the first of each month starting July 1st

Note 5: The number of units may be expanded up to 25, in minimum Lots of 5. Delivery date will be 8 weeks from receipt of order. The incremental upfront payment for hardware onboarding and the per member monthly subscription price will be the same as listed above.

Additional details are:

- Any changes in price will be negotiated on a good faith basis.
- A Business Associates Agreement will be signed between Senscio and the customer.
- Senscio will appoint a project manager to work with your designated project manager to serve as the primary point of contact for all project related issues.
- Customer will appoint a project lead within a week after signature of this contract.
- Customer will initiate the patient review and selection process. The initial phase of patient onboarding will be done within 30 days from contract signing.
- The customer will assign a care team and care team lead for each end users of the Ibis system.
- All communications about the customer's end users will be provided by care team leaders to the customer project lead and then to Senscio and Senscio will communicate back to the customer project lead. Sample communications include:
  - Any concerns or problems with the Care Station or Care Portal for the customer's end users or the care team.
  - Notifications about Care Station usage or adherence to the Care Plan.
  - Communicating any/all changes to the end user's Care Plan, including medications, activities or daily living, or care protocols.
  - Requests for access for customer care team members to the end users record through Senscio's Care Portal.



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CFO - Senscio Systems, Inc.

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CEO - Northern Hills Training Center