

's-Hertogenbosch, February 10th 2015

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|---------------------|-------------------------|
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Dear Ms. Ravetto,

Thank you for your interest in Proefschriftmaken.nl. We are glad to offer you a quotation for the production of your thesis. Because of our large network of printing companies, graphic designers and other partners, Publishing company BOXPress, with Proefschriftmaken.nl, is able to make you a competitive offer. This offer is shown on the second page.

We tend to be as transparent as possible regarding our offer. Starting from a basic price, all extra facets which have a separate price, are specified. This total price under the line is the actual price (excl. 6% VAT). There are no hidden extra costs, we give you a clear price with an additional service. Proefschriftmaken.nl wants to guide its authors the way they deserve.

Out of experience, we know offers from various companies are compared. That is your right and we support this. However, it is extremely difficult to compare different quotations because each party has its own conditions. Many quotes seem very attractive at first, almost too good to be true, often during the process a number of extra costs will increase the price from the original offer. Proefschriftmaken.nl avoids this at all times, the price we offer is the price you pay. Proefschriftmaken.nl will mention any changing specifications to you that will influence the price. We also inform you in advance before changing your files. Proefschriftmaken.nl will also provide you with a test book, the way a test book should be. This means that you will receive a real book, glued and bound!¹

If you have any questions please feel free to contact us. We are available 7 days a week and 24 hours a day. You can even contact us in the evening and during the weekend², so please do not hesitate to contact us!

Have the details or the specifications in your offer changed comparing to your first request, please let us know and we will adjust our offer.

Kind regards,

Veronique Eijkemans,

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Please consider the environment before printing this document

¹ This will only count for digital printing and with glued bound

² This can be by mobile phone or email.

Digital printing

| Description | The printing of your thesis |
|-----------------------------|-----------------------------|
| Number of books | 70 / 100 / 120 |
| Size of books | 17x24 |
| Paper inside | 90 grams G-print |
| Paper cover | 250 grams Sulfaatkarton |
| Number of pages black/white | 100 |
| Number of pages full colour | 37 |
| Cover laminate | Matt |
| Binding | Glued bound |
| Publish your book | Yes/No |
| ISBN-Number | Yes/No |
| Date of promotion | April 7 th 2015 |

Print

| | | | |
|------------------------------|---|----------------|---|
| Basic price | € | 1.037,- | |
| Discount university | € | 150,- | - |
| Total price 70 books | € | 887,- | |
| Total price 100 books | € | 988,- | |
| Total price 120 books | € | 1.055,- | |

Optional

| | | | |
|-------|---|-------|--|
| eBook | € | 150,- | |
|-------|---|-------|--|

Planning glued bound (digital)³:

| Sending the first version for a whole check of the inside pages and the cover (before 9.30 AM) | Ordering test book (before 9.30) | Delivering test book | Order whole order (before 9.30 AM) | Deliver the whole order |
|---|--------------------------------------|--------------------------------------|---------------------------------------|--------------------------------------|
| February 13th 2015 | February 16th 2015 | February 18th 2015 | February 19th 2015 | February 26th 2015 |
| 1 working day | 2 working days | 1 working day | 5 working days | 1 working day |

³ This time schedule is indicated and most often does not include national holidays. It is a schedule that shows you what the planning can be with your promotion date.

Conditions digital printing

- ⊕ The color pages can be divided at every single place in your theses. You are not limited to choose 8 or 16 color pages next to each other.
- ⊕ Besides Perfect binding Proefschriftmaken.nl can also provide stitch bound books. Ask for the conditions and prices.
- ⊕ The delivery times of Proefschriftmaken.nl are:
 - Perfect bound:
 - 3 working days for a test book
 - 5 working days for the whole order
 - Stiched bound:
 - 4 working days for a test book
 - 10 working days for the whole order
 - UV spot
 - No testbook in UV spot, this will be matt
 - Two extra working days for the whole order
 - Costs on subsequent calculation (depends on spot surface and amount of books)
- ⊕ Of course, in consultation our delivery times can be adjusted.
- ⊕ All of our print company's use paper with the FSC label.
- ⊕ Ask us about our discounts for groups⁴!

(this groups can be formed from today till a year from now)

Group discount:

| | |
|-------------|--------|
| 5 persons | €150,- |
| 6 persons | €160,- |
| 7 persons | €170,- |
| 8 persons | €180,- |
| 9 persons | €190,- |
| 10+ persons | €200,- |

What service we offer you within our above tender:

- ✓ Always a full color cover;
- ✓ Single sided propositions for free.
- ✓ The additional price for double sided propositions is € 0,10 apiece.
- ✓ Free invitations (bookmarks);
- ✓ Free ISBN;
- ✓ Delivery at one address in the Netherlands⁵;
- ✓ One test book, like a real book should be⁶;
- ✓ Notification of proefschriftmaken.nl on the colophon page;
- ✓ Appointment on demand with you personal account manager;
- ✓ Remote assistance, 24-7
- ✓ Checking your inside pages;
- ✓ Providing advice regarding all possible issues in the inside pages,
- ✓ Advice regarding your cover;
- ✓ Advice regarding your inside pages;
- ✓ Checking quality cover (printing or pressing);
- ✓ Checking quality inside pages (printing or pressing);
- ✓ Convert your A4 file to 17 x 24 cm (thesis size);
- ✓ Replacing corrupted pages (Maximum of 5);
- ✓ Convert color to black and white;
- ✓ Combining different pdf files (Maximum of 5);

⁴ It is not possible to combine with any other discount, we can not offer discounts on discount.

⁵ Attention: there has to be someone at the delivery address when we deliver the whole order (parcel). When the courier has to come back to that address the additional costs will be for the customer.

⁶ This will only count for digital printing and with glued bound

Calculations other printing company

We understand that you are comparing quotations. Unfortunately, a publisher with a printer is not comparable. What is important to check the terms after a test book thoroughly. Most printers use rates:

- Replace inside pages; at least € 75,-
- New inside pages means a new test book, at least € 75,-
- Replace each page has an extra cost of € 7,50 to € 10,- per page.
- When you are replaces your pages, you are often required to have a new proof to make.
- An offset printer will always make the test book digitally and not bound and we believe therefore is not representative as a test book.

Conditions:

- The above mentioned prices are excluded 6% VAT.
- The validity of the offer contains 30 days after the above mentioned date.
- It costs €25,- to make a second invoice.
- The test book and the order match for 95%.
- The costs of a second test book are €50,-.
- When you have a UV-spot cover the cover will always be matt with max 10% gloss.
With UV-spot, embossing or other external finishes to the cover it is allowed to have a deviation of 3mm. This means that the part that should be in gloss or should be embossed can depart 3mm from the actual place. This is something the printing company cannot avoid. If you choose to print it in offset this deviation will not be more than 2mm.
- De delivery time of the test book is 3 workdays, the delivery time for printing the books is 6 workdays for glued bound books and 10 workdays for sewn bound books
- For off-set the delivery time for printing the books is 7 workdays for glued bound books and 10 workdays for sewn bound books.
- When you want the books for the beadle be delivered before you ordered the whole order (like when we print the test book) this will costs 4 working days and it will have an additional cost of €75,- (this includes administration costs and delivery costs). The maximum you can order with this option is 25 books.
- When you change anything in the specifications in the quotation it will influence the price.
- Payment has to be made within 8 working days after the reception of the Invoice.
- Price changes and typing errors reserved.

Procedure test book:

For ordering the test book, we need the following documents: cover; document of inside pages; propositions (optional); bookmarks (optional); delivery address test book; delivery address Total order and the invoice address.

Hereby we hope to conclude an interesting offer. If you have any questions or comments regarding our offer, feel free to contact us. Within a short period of time, we will try to contact you to discuss this offer.