Dear Erez,

First, thank you very much for your consideration in my skills to promote and sell Massivit in Mexico and Latam!! I am very excited and it hits a special and personal passion since my years in Scitex.

My sincere apologies for the following questions, however, I prefer for all points to be clear to understand Massivits necessities and how we can work together in promoting and selling Massivit in Latam.

Topic A / Focus on the job responsibility and overall objectives to reach our desired goal.

Analyzing the printer, for 3D advertising applications I can observe that the go to market focus on printers, sceneries fabrications and printers with focus in advertising.

Is there a sales strategy for Mexico and Latam?

Furthermore, my questions are important so I understand what kind of service you need me to provide.

The job description you sent me is very clear, but the contract says other points which made it confusing for me to understand 100% the activities that you will need me to perform. Of course, not limited to, being a Strat up company I know we need to work on many other aspects. But would like to know the main frame of the job.

I will base my further questions relying on the main frame of the job as Channel Sales Manager activities according to what you sent me.

1. I push the Channel Director and manager, to create the agenda for traveling to all regions
   1. traveling 30 to 40 of my time, which that is fine.
   2. would you like me to review traveling? On my criteria or together or what do you consider to be the best
2. For the moment, I believe Massivit should be able to also invest time in resources in educating the market for instance we can on demand generation activities from Massivit directly and not depend 100% on the distributor.
   1. Example, we can do events with TOP advertising agencies, ceo / most of them are centralized in Mexico City for the Mexican Region, I did this in past and it creates a good pipeline and funnel, at these events we create data bases for the end user.
   2. Too, the value added that I can provide is create and develop this activity, while too educating the market may take a while and it may take some time away from other functions. In Addition, I can provide Massivit with a PR plan to get media coverage in all Graphic Arts Media, advertising media that go directly to end users and help create application awareness. Furthermore, create alliances with Graphic Arts association, advertising associations which encompass top advertising agencies, to create leads \*for distributors and demand for customers.
   3. Channel manager, as I previously stated push the distributor, review marketing plans with them, review funnel, see their necessities for samples, pricing, and be Massivits Channel Sales Manager Is this correct
   4. Push demos sales.
   5. Analyze which customers should attend SGIA, EXPOS, KARIMSA DEMOS etc.
   6. Provide Massivit a weekly and monthly report to record all activity. Regardless of daily operation

Topic B / Operation in Mexico and Latam from my part

From my investigation, last week, here in Mexico I can perform as an Independent worker with business activities and invoice Massivit monthly for services payments.

Perla Gomez Independent worker sales manager for Massivit

I have the appointment with our government on January 24th and I can start invoicing 48 hours later.

I understand I am not an employee of Massivit, I am an external independent worker.

Expenses for job function.

I investigated several options.

Option A / Traveling expenses, airfare, customer meals, etc. if Massivit can provide a corporate card, in my point of view would be the best scheme for both parties. This way, Massivit has full knowledge and transparency of all activities from my part and its payed directly by Massivit.

Option B / Hire an accountant to perform as an intermediary where Massivit can deposit monthly expenses, the accountant handles our operation in Mexico for taxes on ONLY these operation expenses and invoices Massivit,

interviewed two accountants and the average per month for their services would be approximately $450 per month.

Other issues questions besides objective job functions and operation logistics

As an independent worker but with full time dedicated to Massivit, is it possible to be an employee or just the scheme of Independent worker.

1. As an independent worker, is their vacation time

2. Daily operation when not traveling, scenario would be to work from home or any other points required to reach sells objective and market awareness, is this correct

3. While traveling for Massivit, is there any travel insurance leverage that Massivit can provide

4. The sells quota is stated one machine per Q, which as sales channel manager will give my 100% to reach this target. However, being a startup company and no history in this region. In case this is not able to be accomplished, will Massivit decide to end labor contract. Can Massivit provide a given time to accomplish sales, 6 months, one year, is this possible

5. Selling commission, payment is done once distributor pays total cost of transfer price to Massivit, when is full commission payed

6. Consumable gel, there is no commission on this issue, is this correct, can this be reconsidered or commission is only on hardware

7. Besides selling product printers of Massivit, part of the job is also looking for distributors, is there a commission for opening distributors

Salary and Payment on Commission as stated in the contract.

I understand you provide a fee of $2500 usd, is it possible to increase to $3300 usd, I would ask for your support and consideration, with the $3300 usd, I would get net payment after taxes $2500 usd.

Commission / is there a bonus or only commission

I appreciate any further information and clarity. This is only in the effect for me to provide my best and understand the best options for both parties and for that matter go into the job knowing all the points you need me to cover. As well as provide you options!!

Kind Regards,

Perla