CUSTOMER INSTALLATION COST ANALYSIS

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Polar Dynamics Robotics, Inc.

Effective Date: January 11, 2024

1. EXECUTIVE SUMMARY

This Customer Installation Cost Analysis document outlines the stand
structure and implementation methodology for deploying Polar Dynam
autonomous mobile robot (AMR) systems in cold storage environmen

analysis serves as the basis for customer pricing and implementation

2. SCOPE OF ANALYSIS

1. This analysis covers all direct and indirect costs associated with:

- Initial site assessment and environmental mapping
- Hardware installation and configuration
- BlueCore(TM) technology platform deployment
- System integration with existing warehouse management systems
- Staff training and operational handover

Post-installation support and optimization

2. Geographic Coverage:

- Continental United States
- Southern Canada
- Select European Union markets

3. STANDARD INSTALLATION COMPONENTS

1. Base Hardware Installation

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Navigation beacon network installation

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Charging station infrastructure

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Environmental sensors and monitoring equipment

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Network connectivity hardware

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Emergency stop system implementation

2. Software Implementation

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BlueCore(TM) platform configuration

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Custom route mapping and optimization

- Integration with client WMS/ERP systems
- Safety protocol programming
- Performance monitoring setup

4. COST BREAKDOWN STRUCTURE

1. Direct Installation Costs

- Hardware components: $45,000 - $75,000 per facility
- Software licensing: $25,000 base package
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- Engineering labor: $185/hour
- Technical implementation: $165/hour
- Project management: $175/hour

2. Variable Costs

- Travel and accommodation: Based on location
- Custom integration development: $205/hour
- Additional hardware requirements: At cost + 15%
- Extended support packages: $2,500/month

5. IMPLEMENTATION TIMELINE

1. Standard Implementation Schedule

- Site assessment: 1-2 weeks
- Infrastructure preparation: 2-3 weeks
- Hardware installation: 1-2 weeks
- Software configuration: 2-3 weeks
- Testing and validation: 1-2 weeks
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Training and handover: 1 week

2. Timeline Modifiers

- Facility size over 100,000 sq ft: +2 weeks
- Custom integration requirements: +1-3 weeks
- Multiple robot deployment: +1 week per 5 units

6. COST OPTIMIZATION MEASURES

1. Volume Discounts

- 5-10 units: 5% reduction

11-20 units: 8% reduction

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21+ units: 12% reduction

2. Implementation Efficiencies

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Multi-site deployment discount: 10%

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Standardized integration package: 15% reduction

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Advance scheduling discount: 5%

7. LEGAL CONSIDERATIONS

1. This analysis is subject to:

- Master Services Agreement terms
- Professional Services Agreement
- Software License Agreement
- Maintenance and Support Agreement

2. Cost Variations

- All costs subject to annual adjustment
- Regional labor rates may vary

Material costs subject to market fluctuation

8. CONFIDENTIALITY AND USE RESTRICTIONS

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Dynamics Robotics, Inc. Any unauthorized use, reproduction, or distri
strictly prohibited. All costs and timelines are estimates only and subje
change based on specific customer requirements and market conditio

9. APPROVAL AND AUTHORIZATION

This Customer Installation Cost Analysis has been reviewed and appr

POLAR DYNAMICS ROBOTICS, INC.

By:

Name: Victoria Wells

Title: Chief Financial Officer

Date: January 11, 2024

By:

Name: Sarah Nordstrom

Title: Chief Operating Officer

Date: January 11, 2024

10. REVISION HISTORY

Version 1.0: January 11, 2024 - Initial document creation

Version 1.1: January 11, 2024 - Updated cost structure and timeline e

Current Version: 1.1

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