

COLD STORAGE ROBOT PRICING STRATEGY

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CONFIDENTIAL AND PROPRIETARY

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1. INTRODUCTION

¹ This Pricing Strategy Document ("Strategy") sets forth the official pr

2 This Strategy is considered confidential information under the Company's Confidentiality Policy.

2. DEFINITIONS

1 "BlueCore(TM) Platform" means the Company's proprietary cold-resistance platform.

2 "Base Configuration" means the standard Product configuration including the Base Product and the Base Accessories.

3 "Enterprise Customer" means any customer with annual revenues exceeding \$1,000,000.

3. PRICING STRUCTURE

1 Base Product Pricing

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PDR-1000 Cold Storage AMR: \$75,000 per unit

- - 2 -

PDR-2000 Heavy Duty Cold Storage AMR: \$95,000 per unit

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PDR-3000 Deep Freeze AMR: \$125,000 per unit

2 Volume Discount Tiers

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Tier 1 (5-9 units): 5% discount

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Tier 2 (10-24 units): 10% discount

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Tier 3 (25+ units): 15% discount

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Enterprise Custom Pricing available subject to Section 4

4. ENTERPRISE PRICING GUIDELINES

1 Enterprise Custom Pricing shall be determined based on:

- (a) Total deployment size
- (b) Integration complexity
- (c) Service level requirements
- (d) Term commitment
- (e) Strategic relationship value

2 Enterprise pricing proposals require approval from:

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Chief Revenue Officer for deals <\$1M

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CEO and CFO for deals >\$1M

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Board of Directors for deals >\$5M

5. MAINTENANCE AND SUPPORT

1 Standard Support Package

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Annual fee: 12% of Product purchase price

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Includes software updates, remote support, warranty

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Required for first 24 months

2 Premium Support Package

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Annual fee: 18% of Product purchase price

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Includes on-site support, extended warranty, priority response

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Optional after standard term

6. PAYMENT TERMS

1 Standard Payment Schedule

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30% upon order

-

40% upon delivery

-

30% upon acceptance

2 Enterprise Payment Options

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Net 30 available for qualified customers

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Custom payment schedules for orders >\$1M

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Financing options through approved partners

7. PRICING REVIEW AND ADJUSTMENTS

1 The Company reserves the right to modify pricing:

(a) Annually based on market conditions

(b) Upon material cost increases >5%

(c) For technological improvements

(d) Due to regulatory requirements

2 Existing contracts shall be grandfathered for 12 months following an

8. COMPETITIVE POSITIONING

1 Pricing shall maintain a premium position reflecting:

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Proprietary BlueCore(TM) technology

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Superior cold environment performance

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Extended operational temperature range

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Industry-leading reliability metrics

2 Competitive analysis and pricing reviews conducted quarterly by Product

9. CONFIDENTIALITY

1 This Strategy contains confidential trade secrets and proprietary information

2 Disclosure restricted to authorized personnel on need-to-know basis

10. APPROVAL AND GOVERNANCE

1 This Strategy approved by:

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Board of Directors

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Executive Leadership Team

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Pricing Committee

2 Exceptions require approval per the Company's Delegation of Authority

EXECUTION

IN WITNESS WHEREOF, this Strategy is executed by duly authorized
of the Company:

—

Victoria Wells

Chief Financial Officer

Date: December 15, 2023

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Dr. Elena Frost

Chief Executive Officer

Date: December 15, 2023

End of Document

