

## **EXHIBIT A**

### **STATEMENT OF WORK NO. 1**

This Statement of Work No. 1 (“SOW No. 1”) is entered into as of August 10, 2023 (the “SOW Effective Date”) by and between Cepheid (“Cepheid”) and Matchpoint Solutions (“Matchpoint”) pursuant to the terms and conditions of that certain Master Services Agreement, dated as of December 6, 2019 by and between Cepheid and Matchpoint (the “Agreement”). This SOW, and all exhibits and schedules hereto, are subject to the terms and provisions of the Agreement. Capitalized terms used but not defined herein shall have the meanings ascribed to them in the Agreement.

#### **1. SOW Contact Information:**

##### **Cepheid Contact**

Name: Ram Ramineni

Title: Sr Director Enterprise Apps

Address: 904 E. Caribbean Drive, Sunnyvale,  
California 94089

Phone: (480) 253-0787

E-mail: ram.ramineni@cepheid.com

##### **MatchPoint Contact**

Name: Jasmeet Kanwar

Title: Partner

Address: 3875 Hopyard Road, Suite 325,  
Pleasanton, CA 94588

Phone: (925) 399-2412

E-mail: jkanwar@matchps.com

**Description of Services:** Matchpoint shall provide the services of the assigned Personnel to provide SAP SD Consultant duties and coordinate projects and IT activities with Global IT Operations.

- Design SAP Variant Configuration and Sales BOM scenario
- Work on the priority tickets in SAP SD workstream.
- Support global IT projects/enhancements in SAP SD area such as Process Workshops, Blue Printing the process, Design & Build the solution, IT testing, Regression testing, UAT with business, Go live & Hypercare.
- Design, develop and implement allocated enhancements supporting SAP SD processes by writing Design document, Functional Specifications, Training document etc and collaborate with the development team to get those built and tested.
- Collaborate with other IT teams to ensure solution designs are well coordinated and aligned to the overall enterprise architecture.
- Publish the weekly deliverable and upcoming activities for next week.
- Adhere to ticket SLA's.

The services of the personnel shall be performed remotely from India.

**SOW Term:** August 21, 2023 – August 20, 2024

**Fees:** MatchPoint Solutions will bill at the rates below. Rates are per hour in USD.

<b>MPS Personnel</b>	<b>Hourly Rate (USD)</b>
KDS Sunil Kumar	\$45.00

Month (23 days / month)	Estimated cost by month (rate*days*hr)
August 2023 (9 days)	\$3240
September 2023	\$8280
October 2023	\$8280
November 2023	\$8280
December 2023	\$8280
January 2024	\$8280
February 2024	\$8280
March 2024	\$8280
April 2024	\$8280
May 2024	\$8280
June 2024	\$8280
July 2024	\$8280
August 2024 (15 days)	\$5400
<b>TOTAL</b>	<b>\$99720</b>

Any overtime beyond 40 hours per working week will need to be pre-approved by Cepheid Overtime will be paid as per the rules below to abide by California law

- One and one-half times the regular rate of pay for all hours worked in excess of 8 hours, up to and including 12 hours in any workday, and for the first 8 hours worked on the seventh consecutive day of work in a workweek.
- Double the regular rate of pay for all hours worked in excess of 12 hours in any workday and for all hours worked in excess of 8 on the seventh consecutive day of work in a workweek.

**Reimbursable Expenses:** MatchPoint's personnel shall only invoice Cepheid for travel and related expenses that are approved in advance by Cepheid.

**Acceptance of Services:** Approval of weekly timesheets submitted by MatchPoint Solutions team members.

**Termination of Services:** Either party may terminate this statement of work at any time by giving 30 days written notice to the other party.

**Payment Terms:** NET 90 (after receipt of an invoice)

**IN WITNESS WHEREOF**, the signatories below hereto have caused this SOW to be executed by their duly authorized representatives effective as of the SOW Effective Date.

**CEPHEID:**

By: Ram Ramineni  
Ram Ramineni (Aug 17, 2023 11:32 CDT)

Name: Ram Ramineni

Title: Sr Director Enterprise Apps

Date: Aug 17, 2023

**MATCHPOINT SOLUTIONS:**

By: Roshney George  
Roshney George (Aug 16, 2023 21:39 PDT)

Name: Roshney George

Title: Manager- TA

Date: Aug 16, 2023