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# **Client ID - ENV**

***Latest Release / Version 0.0.1***

**Author: Scottish Bay LLC**

**July 2nd, 2022**

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# CHAPTER 1

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## Release Notes and Notices

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This section provides information about what is new or changed, including urgent issues, documentation updates, maintenance, and new releases. - ‚Updates‘ are the term used to describe significant changes to our public source code and/or records.

### 1.1 This Release (0.0.1)

- **2022-07-02** - *Proposed 3 new terms/billing options - Terms B, C or (most recommended for client) B and C combined*

#### 1.1.1 Older Versions

In the table below the last entry displays a link to an archived copy of the last report. To keep the filename from overflowing in the table below the name displayed may differ from the file name. The date the file was archived will differ from the date of the document label, which is its creation date.

Table 1.1: Older Versions of this Document

Archive Date	Version	Description	Download Link
2022-05-24	0.0.0	First Release	<a href="#">2022-05-24_v0.0.0.pdf</a>

### 1.2 This Release (0.0.0)

- **2022-05-28** - *Updated „Conference v0.0“ > v0.1 (Applied 50% Discount)*
- **2022-05-24** - *Added 2 Quotes e.g. „Conference v0.0“ and „June (Terms A)“*
- **2022-05-24** - *First publication of client file*

To view releasenotes of versions older than the one above, visit the DATRO Consortiums [Wayback Archive](#).

## 1.3 Known and Corrected Issues

Below is a table of pending issues that have been reported to our team. These issues will be cleared from this list as and when they are remedied.

Table1.2: Known Issues

Issue Date	Version	Subject	Description
2022-06-28	v0.0.0	Terms A	June performance indicates client needs more than the estimated 2 hours per day of service - see v0.0.1 releasenotes
2022-06-14	v0.0.0	Payment	Received after conference - Terms were actually to pay before it
2022-05-24	v0.0.0	Estimate	Client said „conference“ estimate was too high. Quote discounted by 50% and accepted

## CHAPTER 2

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### Statement

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Table2.1: Env - Statement

Date	Annex ID	Volume	₹	BTC	Balance
2022/06/05	<i>INV-04012</i>	2500	USD	0.084156	0.084156
2022/06/05	<i>INV-04022</i>	4000	USD	0.134649	0.218805
2022/06/14	<i>RCT-04013</i>	-2500	USD	-0.114772	0.104033
2022/06/14	<i>RCT-04023</i>	-4000	USD	-0.183635	-0.079602
				<b>Balance</b>	<b>-0.0796</b>

## CHAPTER 3

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### Tenders

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See below the tenders made to ClientID: Env e.g. Estimates and Fixed Quotes: No dedicated documents are produced for estimates. Only the table below displays the estimates.

### 3.1 Estimates

Table3.1: Env - Estimates

Date	Reference	Volume	¤	BTC	GO
2022/05/24	NACAS 2022	5000	USD	0.171636	x
2022/05/24	June.(Terms-A)	4000	USD	0.137308	✓
2022/06/28	July.(Terms-BC)	11k-14k	USD	0.571444	?

### 3.2 Fixed-Quotes

Table3.2: Env - Fixed Quotes

Date	Annex ID	Reference	Volume	¤	BTC	Go
2022/05/28	<a href="#">QUO-04011</a>	NACAS 2022	2500	USD	0.0871513	✓
2022/05/28	<a href="#">QUO-04021</a>	June.(Terms-A)	4000	USD	0.139442	✓
2022/07/02	<a href="#">QUO-04031</a>	July.(Terms-A)	4000	USD	0.2076688	?
2022/07/02	<a href="#">QUO-04041</a>	July.(Terms-B)	9750	USD	0.5061927	?
2022/07/02	<a href="#">QUO-04051</a>	July.(Terms-C)	11750	USD	0.6100271	?
2022/07/02	<a href="#">QUO-04061</a>	July.(Terms-BC)	14000	USD	0.7267778	?



## CHAPTER 4

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### Billables

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See below the billables for client Env:

#### 4.1 Invoices

Table4.1: Env - Invoices

Date	ID	Reference	Volume	¤	BTC
2022/06/05	<a href="#">INV-04012</a>	NACAS 2022	2500	USD	0.084156
2022/06/05	<a href="#">INV-04022</a>	June.(Terms-A)	4000	USD	0.134649

#### 4.2 Receipts

Table4.2: Env - Receipts

Date	Annex ID	Reference	Volume	¤	BTC
2022/06/14	<a href="#">RCT-04013</a>	NACAS 2022	2500	USD	0.109993
2022/06/14	<a href="#">RCT-04023</a>	June.(Terms-A)	4000	USD	0.175989



Annexures

This section contains the Annexures, referenced in the text above.

5.1 Download Links (all)

This table contains the download links for the annexed documents:

Table5.1: Annexures Download Links

Annex ID	Description	PDF	SVG	PNG
QUO-04011	NACAS 2022	link(34.3kb)	link(54.6kb)	N/A
QUO-04021	June.(Terms-A)	link(34.3kb)	link(54.6kb)	N/A
QUO-04031	July.(Terms-A)	link(34.3kb)	link(54.6kb)	N/A
QUO-04041	July.(Terms-B)	link(34.3kb)	link(54.6kb)	N/A
QUO-04051	July.(Terms-C)	link(34.3kb)	link(54.6kb)	N/A
QUO-04061	July.(Terms-BC)	link(34.3kb)	link(54.6kb)	N/A
INV-04012	NACAS 2022	link(34.3kb)	link(54.6kb)	N/A
INV-04022	June.(Terms-A)	link(34.3kb)	link(54.6kb)	N/A
RCT-04013	NACAS 2022	link(34.3kb)	link(54.6kb)	N/A
RCT-04023	June.(Terms-A)	link(34.3kb)	link(54.6kb)	N/A

## 5.2 Tenders

### 5.2.1 Quotes

This table contains the download links for the Quotes:

Table5.2: Quote Download Links

Annex ID	Description	PDF	SVG	PNG
<a href="#">QUO-04011</a>	NACAS 2022	<a href="#">link(34.3kb)</a>	<a href="#">link(54.6kb)</a>	N/A
<a href="#">QUO-04021</a>	June.(Terms-A)	<a href="#">link(34.3kb)</a>	<a href="#">link(54.6kb)</a>	N/A
<a href="#">QUO-04031</a>	July.(Terms-A)	<a href="#">link(34.3kb)</a>	<a href="#">link(54.6kb)</a>	N/A
<a href="#">QUO-04041</a>	July.(Terms-B)	<a href="#">link(34.3kb)</a>	<a href="#">link(54.6kb)</a>	N/A
<a href="#">QUO-04051</a>	July.(Terms-C)	<a href="#">link(34.3kb)</a>	<a href="#">link(54.6kb)</a>	N/A
<a href="#">QUO-04061</a>	July.(Terms-BC)	<a href="#">link(34.3kb)</a>	<a href="#">link(54.6kb)</a>	N/A

#### QUO-04011

Download in [PDF Format](#) and/or [SVG Format](#)

# QUOTATION

Client ID: ENV

<b>Quote Date</b> 28 May 2022	<b>Quote Version</b> 0.0.1
<b>Quote Number</b> QUO-04011	<b>Quote Supplier</b> Scottish Bay LLC
<b>Quote Reference</b> NACAS 2022	<b>Supplier Address</b> 30 N Gould St ste r, Sheridan, WY 82801, USA

Item	Description	Quantity	Unit Price	Amount USD
	NACAS 2022 Conference Participation O/B Client (Per Day) Expenses not included	4	625	2,500
Subtotal				2,500
TAX*				n/a
<b>TOTAL USD</b>				<b>2,500</b>
BTC				0.09

  

<b>*BTC Equivalent Conversion</b>		
1 BTC = 28,685.80 USD		
<b>TAX RATE</b>	<b>NET AMOUNT</b>	<b>TAX</b>
No TAX	0.0871513	n/a

**Due Date: 01<sup>st</sup> June 2022**

<b>Bank: Bank of America</b> Account Name: <b>Scottish Bay LLC</b> Account No.: <b>898133406123</b> Wires: <b>026009593</b> Routing: <b>06100277</b>  <b>SWIFT: BOFAUS3NXXX</b> <b>Bank Address: NA 222 Broadway New York, NY 10038</b>	<b>Bank: Cryptocurrency Wallets/ Blockchains</b> <b>BTC:</b> 3H8Cor81f59erzPxqqTJck14GNs6hQcukX <b>ETH:</b> 0x36e7dc61b6c78f6086b4c746a2bbb1b14d96fcef <b>XRP:</b> rLHzPsX6oXkzU2qL12kHCH8G8cnZv1rBjh (Destination Tag: 606279390) <b>USDT:</b> TntGjt1Ye2fzfnryo5TpWWUpokE3FeTF <b>DOT:</b> 198g5YQsfl2QmgmF9iGQCtZp1V9a2cQhFEcPdLSWGiv8FD9 <b>KSM:</b> Ds3cPHgCTCqwT9c8qXWZ8cBLbVYe1vcN55DegQAWaCdzrF
US Dollars	Crypto (Various)

## Terms A

Between the dates of 1st July 2022 and 1st September 2022 the client will provide the Service Provider, in this case: Scottish Bay LLC (US) - (i.) Full CRM access; (ii.) A company specific email address e.g. hywelb@envyo.co; (iii.) Relevant invitations and participation in Envyo team meetings; (iv.) A payment in accordance with the terms below.

The aforementioned Service Provider will: (i.) Collaborate with clients US Sales Manager to generate and qualify at least 3 leads/ opportunities per month (ii.) Follow up on all opportunities, with meetings at the universities campuses where necessary, with the objective of getting universities to agree to the Clients Initial Agreement (iii.) Provide the Client with access to a client billing file - containing all estimates, quotes, bills and receipts relating to all matters billing, using the ClientID "ENV".

Billables will be as follows; (i.) Service Provider will convert the leads/ opportunities and forge deals between the Client and universities; (ii.) The expectation is a 10 billable hour working week (2 hours daily). (iii.) Billable at a rate of \$225 USD per hour, which is subject but not limited to, settlement by way of commission and/or the "bankroll" payments e.g. 10% commission of each Initial Agreements estimated first years revenue, 50% of the aforementioned will be released upfront to the Service Provider, in order to settle the accrued account balance. Any shortfall must be settled simultaneously by the Client. The final 50% of the commission is to be paid within 6 months of Client Initial Agreement signing: The bi-annual performance of the agreement between the Client and university, may be used to adjust the original estimate prior to the aforementioned. In the interim of the Client awarding commission, they will "bankroll" the Service Providers activities on this business, in advance of any labor, by awarding this minimum amounts, at the following minimum intervals; (iv.) \$4,000 USD Monthly "bankroll". Prior to the final commission payment related to this agreement, the Service Provider will remain accessible to both the university and Client (but billable at the aforementioned rate). (vi.) expenses settled from the bankroll amount deposited to the Service Provider, unless authorised for an end-of-the-month expense claim.

## QUO-04021

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## QUOTATION

Client ID: ENV

<b>Quote Date</b> 28 May 2022	<b>Quote Version</b> 0.0.0
<b>Quote Number</b> QUO-04021	<b>Quote Supplier</b> Scottish Bay LLC
<b>Quote Reference</b> June.(Terms-A)	<b>Supplier Address</b> 30 N Gould St ste r, Sheridan, WY 82801, USA

Item	Description	Quantity	Unit Price	Amount USD
	June "Bankroll" - Terms A	1	4,000	4,000
				Subtotal
				4,000
				TAX*
				n/a
				<b>TOTAL USD</b>
				4,000
				BTC
				0.14

<b>*BTC Equivalent Conversion</b>		
1 BTC = 19,263.10 USD		
<b>TAX RATE</b>	<b>NET AMOUNT</b>	<b>TAX</b>
No TAX	0.139442	n/a

Due Date: 01<sup>st</sup> June 2022

<b>Bank: Bank of America</b> Account Name: <b>Scottish Bay LLC</b> Account No.: <b>898133406123</b> Wires: <b>026009593</b> Routing: <b>06100277</b>  <b>SWIFT: BOFAUS3NXXX</b> <b>Bank Address: NA 222 Broadway New York, NY 10038</b>	<b>Bank: Cryptocurrency Wallets/ Blockchains</b> <b>BTC:</b> 3H8Cor81f59erzPxqqTJck14GNs6hQcukX <b>ETH:</b> 0x36e7dc61b6c78f6086b4c746a2bbb1b14d96fcef <b>XRP:</b> rLHzPsX6oXkzU2qL12kHCH8G8cnZv1r8Jh (Destination Tag: 606279390) <b>USDT:</b> TntGjt1Ye2fzfnryo5tTpWWUpokE3FeTF <b>DOT:</b> 198g5YQsfL2QmgmF9iGQctZp1V9a2cQhFecPdLSWGiv8FD9 <b>KSM:</b> Ds3cPHgCTcqwT9c8qKXWZ8cBLbVYe1vcN55DegQAWaCdzrf
US Dollars	Crypto (Various)

## Terms A

Between the dates of 1st July 2022 and 1st September 2022 the client will provide the Service Provider, in this case: Scottish Bay LLC (US) - (i.) Full CRM access; (ii.) A company specific email address e.g. hywelb@envyo.co; (iii.) Relevant invitations and participation in Envyo team meetings; (iv.) A payment in accordance with the terms below.

The aforementioned Service Provider will: (i.) Collaborate with clients US Sales Manager to generate and qualify at least 3 leads/ opportunities per month (ii.) Follow up on all opportunities, with meetings at the universities campuses where necessary, with the objective of getting universities to agree to the Clients Initial Agreement (iii.) Provide the Client with access to a client billing file - containing all estimates, quotes, bills and receipts relating to all matters billing, using the ClientID "ENV".

Billables will be as follows; (i.) Service Provider will convert the leads/ opportunities and forge deals between the Client and universities; (ii.) The expectation is a 10 billable hour working week (2 hours daily). (iii.) Billable at a rate of \$225 USD per hour, which is subject but not limited to, settlement by way of commission and/or the "bankroll" payments e.g. 10% commission of each Initial Agreements estimated first years revenue, 50% of the aforementioned will be released upfront to the Service Provider, in order to settle the accrued account balance. Any shortfall must be settled simultaneously by the Client. The final 50% of the commission is to be paid within 6 months of Client Initial Agreement signing: The bi-annual performance of the agreement between the Client and university, may be used to adjust the original estimate prior to the aforementioned. In the interim of the Client awarding commission, they will "bankroll" the Service Providers activities on this business, in advance of any labor, by awarding this minimum amounts, at the following minimum intervals; (iv.) \$4,000 USD Monthly "bankroll". Prior to the final commission payment related to this agreement, the Service Provider will remain accessible to both the university and Client (but billable at the aforementioned rate). (vi.) expenses settled from the bankroll amount deposited to the Service Provider, unless authorised for an end-of-the-month expense claim.

## QUO-04031

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## QUOTATION

Client ID: ENV

<b>Quote Date</b> 02 July 2022	<b>Quote Version</b> 0.0.0
<b>Quote Number</b> QUO-04031	<b>Quote Supplier</b> Sion Hywel Buckler
<b>Quote Reference</b> July.(Terms-A)	<b>Supplier Address</b> 30 N Gould St ste r, Sheridan, WY 82801, USA

Item	Description	Quantity	Unit Price	Amount USD
	July (2022) - Terms of service (A)	1	n/a	4,000
				Subtotal
				4,000
				TAX*
				n/a
				<b>TOTAL USD</b>
				4,000
				BTC
				0.21

  

<b>*BTC Equivalent Conversion</b>		
1 BTC = 19,263.10 USD		
<b>TAX RATE</b>	<b>NET AMOUNT</b>	<b>TAX</b>
No TAX	0.2076688	n/a

Due Date: 05<sup>th</sup> July 2022

<b>Bank: Revolut</b> Account Name: <b>Sion Buckler</b> IBAN: <b>GB58 REVO 0099 7084 2305 34</b> BIC: <b>REVOGB21</b> Branch Address: <b>7 Westferry Circus 4th Floor, London, E14 4HD</b>	<b>Bank: Cryptocurrency Wallets/ Blockchains</b> <b>BTC:</b> 3H8Cor81f59erzPxqqTJck14GNs6hQcukX <b>ETH:</b> 0x36e7dc61b6c78f6086b4c746a2bbb1b14d96fcef <b>XRP:</b> rLHzPsX6oXkzU2qL12kHCH8G8cnZv1r8Jh (Destination Tag: 606279390) <b>USDT:</b> TntGjt1Ye2fzfnryo5tTpWWUpokE3FeTF <b>DOT:</b> 198g5YQsfL2QmgmF9iGQctZp1V9a2cQhFecPdLSWGiv8FD9 <b>KSM:</b> Ds3cPHgCTcqwT9c8qKXWZ8cBLbVYe1vcN55DegQAWaCdZrF
US Dollars	Crypto (Various)

## Terms A

Between the dates of 1st July 2022 and 1st September 2022 the client will provide the Service Provider, in this case: Sion Hywel Buckler of the DATRO Consortium Ltd (UK) and Scottish Bay LLC (US) - (i.) Full CRM access; (ii.) A company specific email address e.g. hywelb@envyo.co; (iii.) Relevant invitations and participation in Envyo team meetings; (iv.) A payment in accordance with the terms below.

The aforementioned Service Provider will: (i.) Collaborate with clients US Sales Manager to generate and qualify at least 3 leads/ opportunities per month (ii.) Follow up on all opportunities, with meetings at the universities campuses where neccessary, with the objective of getting universities to agree to the Clients Initial Agreement (iii.) Provide the Client with access to a client billing file - containing all estimates, quotes, bills and receipts relating to all matters billing, using the ClientID "ENV".

Billables will be as follows; (i.) Service Provider will convert the leads/ opportunities and forge deals between the Client and universities; (ii.) The expectation is a 10 billable hour working week (2 hours daily). (iii.) Billable at a rate of \$225 USD per hour, which is subject but not limited to, settlement by way of commission and/or the "bankroll" payments e.g. 10% commission of each Initial Agreements estimated first years revenue, 50% of the aforementioned will be released upfront to the Service Provider, in order to settle the accrued account balance. Any shortfall must be settled simultaneously by the Client. The final 50% of the commission is to be paid within 6 months of Client Initial Agreement signing: The bi-annual performance of the agreement between the Client and university, may be used to adjust the original estimate prior to the aforementioned. In the interim of the Client awarding commission, they will "bankroll" the Service Providers activities on this business, in advance of any labor, by awarding this minimum amounts, at the following minimum intervals; (iv.) \$4,000 USD Monthly "bankroll". Prior to the final commission payment related to this agreement, the Service Provider will remain accessible to both the university and Client (but billable at the aforementioned rate). (vi.) expenses settled from the bankroll amount deposited to the Service Provider, unless authorised for an end-of-the-month expense claim.

## QUO-04041

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## QUOTATION

Client ID: ENV

<b>Quote Date</b> 02 July 2022	<b>Quote Version</b> 0.0.0
<b>Quote Number</b> QUO-04041	<b>Quote Supplier</b> Sion Hywel Buckler
<b>Quote Reference</b> July.(Terms-B)	<b>Supplier Address</b> 30 N Gould St ste r, Sheridan, WY 82801, USA

Item	Description	Quantity	Unit Price	Amount USD
	July (2022) - Terms of service (B)	1	n/a	9,750
				Subtotal
				9,750
				TAX*
				n/a
				<b>TOTAL USD</b>
				9,750
				BTC
				0.51

  

<b>*BTC Equivalent Conversion</b> 1 BTC = 19,263.10 USD		
<b>TAX RATE</b>	<b>NET AMOUNT</b>	<b>TAX</b>
No TAX	0.5061927	n/a

Due Date: 05<sup>th</sup> July 2022

Bank: <b>Revolut</b> Account Name: <b>Sion Buckler</b> IBAN: <b>GB58 REVO 0099 7084 2305 34</b> BIC: <b>REVOGB21</b> Branch Address: <b>7 Westferry Circus 4th Floor,</b> <b>London, E14 4HD</b>	Bank: <b>Cryptocurrency Wallets/ Blockchains</b> <b>BTC:</b> 3H8Cor81f59erzPxqqTJck14GNs6hQcukX <b>ETH:</b> 0x36e7dc61b6c78f6086b4c746a2bbb1b14d96fcef <b>XRP:</b> rLHzPsX6oXkzU2qL12kHCH8G8cnZv1r8Jh (Destination Tag: 606279390) <b>USDT:</b> TntGjt1Ye2fzfnryo5tTpWWUpokE3FeTF <b>DOT:</b> 198g5YQsfl2QmgmF9iGQCtZp1V9a2cQhFecPdL5WGiv8FD9 <b>KSM:</b> Ds3cPHgCtCqW9c8qKXWZ8cBLbVYe1vcN55DegQAWaCdzrF
US Dollars	Crypto (Various)

## Terms B

As per Terms A all authorised non-labour expenses (travel, daily allowance, sales materials etc) are re-claimable afterwards through an expenses claim report. Otherwise and in the interim it falls to the Service Provider to cover any costs from his monthly \$4k "bankroll" budget. This was only NOT the case for NACAS 2022, since the conference was nearly all expenses paid, less some basic travel expenses and refreshment which were pre-authorised as being re-claimable e.g. \$70 general expenditure budget for food, bus, uber etc.

In Terms B these non-labour, direct expenses will instead be paid ontop of the bankroll amount. For both June's expenses unclaimed and the estimated expense claim for July. In June the unclaimed expense report is \$1.5k. And for July it is estimated to be in the region of \$3k, bringing the total current invoice amount to \$8.5k (\$4k (bankroll for July) + \$1.5k (unclaimed expenses June) + \$3k (forecasted expenses for July).

There is then an additional \$1.25k added, which relates to several other matters. Firstly the intial NACAS Conference quote, whereby the bid was for \$5k but was reduced to \$2.5k since the client was assured it was too high. One argument being, the exit Visa from DR to US would only be a few hundred dollars, when it ended up being circa \$1,250 USD. Secondly the Service Provider stayed behind after NACAS to be available to follow up on leads and explore and generate new opportunities. And in the week that followed NACAS, the Service Provider introduced the Client directly to his longstanding prospective certified US investors, whom has historically and recently invested millions of dollars in projects recommended by Sion's companies: DATRO Consortium (UK) and Scottish Bay LLC (US). This is also being pursued with no commission agreement in place. Also gained was an introduction to the dean of Rhode Island University and a second opportunity in Rhode Island for a state-wide deployment of the clients solution. All of which, has incurred said expenses.

## QUO-04051

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## QUOTATION

Client ID: ENV

**Quote Date**  
02 July 2022

**Quote Number**  
QUO-04051

**Quote Reference**  
July.(Terms-C)

**Quote Version**  
0.0.0

**Quote Supplier**  
Slon Hywel Buckler

**Supplier Address**  
30 N Gould St ste r,  
Sheridan, WY 82801, USA

Item	Description	Quantity	Unit Price	Amount USD
	July (2022) - Terms of service (C)	1	n/a	11,750
				Subtotal
				11,750
				TAX*
				n/a
				<b>TOTAL USD</b>
				11,750
				BTC
				0.61

<b>*BTC Equivalent Conversion</b>		
1 BTC = 19,263.10 USD		
<b>TAX RATE</b>	<b>NET AMOUNT</b>	<b>TAX</b>
No TAX	0.614244175	n/a

Due Date: 05<sup>th</sup> July 2022

<b>Bank: Revolut</b> Account Name: <b>Sion Buckler</b> IBAN: <b>GB58 REVO 0099 7084 2305 34</b> BIC: <b>REVOGB21</b> Branch Address: <b>7 Westferry Circus 4th Floor, London, E14 4HD</b>	<b>Bank: Cryptocurrency Wallets/ Blockchains</b> <b>BTC:</b> 3H8Cor81f59erzPxqqTJck14GNs6hQcukX <b>ETH:</b> 0x36e7dc61b6c78f6086b4c746a2bbb1b14d96fcef <b>XRP:</b> rLHzPsX6oXkzU2qL12kHCH8G8cnZv1r8Jh (Destination Tag: 606279390) <b>USDT:</b> TntGjt1Ye2fzfnryo5tTpWWUpokE3FeTF <b>DOT:</b> 198g5YQsfl2QmgmF9iGQcTzP1V9a2cQhFcPdL5WGiv8fD9 <b>KSM:</b> Ds3cPHgCTcqwT9c8qKXWZ8cBLbVYe1vcN55DegQAWaCdzrF
US Dollars	Crypto (Various)

## Terms C

Unikle Terms A, whereby (with the exemption of the monthly "bankroll" budget) the Service Providers labour expense of \$225 per hour is settled in full, largely upon a deal signing only, as part of a wider commission agreement. In Term C the actual expenses and labour from June/July are to be half paid in anticipation of six face-to-face on-campus meetings with universities, which henceforth replace the "deal signing" as the definition of commission.

Furthermore these six meetings are assumed to all occur before August 1st 2022. And since payment is made in advance, also in accordance with Terms A - this alternative term is also proposed in response to a previously completed month of working with the client and their prospective clients, whereby it was learnt that many more hours we sought after for Terms A. A demand of the clients prospective clients just as much as the client. This brought the estimated hours from 40 in June to somewhere in the region of 80+ billable hours, which may grow further throughout July 2022 now that there is traction.

While the client seeks to take care with startup capital and cashflow, the Service Provider equally must take a firm position not to overachieve or overextend, since the billable hours may not be, unless terms revisited, remunerated until many weeks into the future, when a commission is awarded that settles said ledger. The Service Provider and Client must equitably share risk and return. The 50% due and payable in this new term, does account for the \$4k already paid in June and the \$4k to be paid for July. So for clarification it's not 50% of labour costs + \$4k (bankroll) being paid, it's only the difference between the bankroll amount agreed and the additional cost to ensure that 50% of labour has been settled beforehand. In addition to 50% of expenses, both incurred from June and forecasted for July 2022.

QUO-04061

Download in [PDF Format](#) and/or [SVG Format](#)

## QUOTATION

Client ID: ENV

<b>Quote Date</b> 02 July 2022	<b>Quote Version</b> 0.0.0
<b>Quote Number</b> QUO-04061	<b>Quote Supplier</b> Slon Hywel Buckler
<b>Quote Reference</b> July.(Terms-BC)	<b>Supplier Address</b> 30 N Gould St ste r, Sheridan, WY 82801, USA

Item	Description	Quantity	Unit Price	Amount USD
	July (2022) - Terms of service (B&C)	1	n/a	14,000
				Subtotal 14,000
				TAX* n/a
				<b>TOTAL USD 14,000</b>
				BTC 0.73

  

<b>*BTC Equivalent Conversion</b>		
1 BTC = 19,263.10 USD		
<b>TAX RATE</b>	<b>NET AMOUNT</b>	<b>TAX</b>
No TAX	0.7267778	n/a

Due Date: 05<sup>th</sup> July 2022

<b>Bank: Revolut</b> Account Name: <b>Sion Buckler</b> IBAN: <b>GB58 REVO 0099 7084 2305 34</b> BIC: <b>REVOGB21</b> Branch Address: <b>7 Westferry Circus 4th Floor, London, E14 4HD</b>	<b>Bank: Cryptocurrency Wallets/ Blockchains</b> <b>BTC:</b> 3H8Cor81f59erzPxqqTJck14GNs6hQcukX <b>ETH:</b> 0x36e7dc61b6c78f6086b4c746a2bbb1b14d96fcef <b>XRP:</b> rLHzPsX6oXkzU2qL12kHCH8G8cnZv1r8Jh (Destination Tag: 606279390) <b>USDT:</b> TntGjt1Ye2fzfnryo5tTpWWUpokE3FeTF <b>DOT:</b> 198g5YQsFL2QmgmF9iGQCtZp1V9a2cQhFecPdLSWGiv8FD9 <b>KSM:</b> Ds3cPHgCTcqwT9c8qKXWZ8cBLbVYe1vcN55DegQAWaCdZrF
US Dollars	Crypto (Various)

## Terms BC (B &amp; C)

As per Terms C, we understand the client agrees to the terms of commission for the Service Provider being altered from a "deal-signing" to "3+ face-to-face sales meetings with universities, within a 30 day period". However instead of the client awarding the Service Provider 50% of labour and expenses, as per Terms C - Term B+C actually incorporates the benefit of payment of expenses in full, as detailed in Term B. This option is recommended, since it most equitably distributes the cost of contracting the Service Provider, without handicapping the budget required to aggressively explore and follow-up on hot opportunities. This Term also best prevents the Clients account with the Service Provider from spiralling out of control whilst maintaining an equal amount un-remunerated labour, so as the agreement remains almost exactly half labour costs and half commission e.g. a common practice in tech startups entitled "cliff vesting". In summary the Service Providers expenses travelling the country to meet with prospects, will be covered without a second thought. And the Service Providers labour will be 50% back and forward paid, on the understanding that at least 6 universities will have had face to face sales meetings, with a clear path forward to secure business, by the 1st Aug 2022. Then upon future meetings and/or deal signings, the 50% labour unpaid by the client would be settled, according to Terms A e.g. estimate the deal value, allot a percentage commission to the Service Provider, of which 50% is released as payment. And any shortfall between the commission and the unsettled account balance is made up accordingly.

In effect the Service Provider now has expenses covered in full and labour costs covered in part, in exchange for securing a handful of solid opportunities each month. When the Service Provider materializes more opportunities and/or a closes a deal, the Client pays the Service Providers unpaid labour costs. These terms fairly balance the Service Providers and Clients exposure to risk, both in terms of cashflow and balance and profit/loss to an almost 50/50 degree according to the Service Providers calculations.



## 5.3 Billables

### 5.3.1 Invoices

This table contains the download links for the Invoices:

Table5.3: Invoice Download Links

Annex ID	Description	PDF	SVG	PNG
<a href="#">INV-04012</a>	NACAS 2022	<a href="#">link(34.3kb)</a>	<a href="#">link(54.6kb)</a>	N/A
<a href="#">INV-04022</a>	June.(Terms-A)	<a href="#">link(34.3kb)</a>	<a href="#">link(54.6kb)</a>	N/A

#### INV-04012

Download in [PDF Format](#) and/or [SVG Format](#)

## INVOICE

Client ID: ENV

<b>Invoice Date</b> 05 Jun 2022	<b>Invoice Version</b> 0.0.0
<b>Invoice Number</b> INV-04012	<b>Invoice Supplier</b> Scottish Bay LLC
<b>Invoice Reference</b> NACAS 2022	<b>Supplier Address</b> 30 N Gould St ste r, Sheridan, WY 82801, USA

Item	Description	Quantity	Unit Price	Amount USD
	NACAS 2022 Conference Participation O/B Client (Per Day) Expenses not included	4	625	2,500
				Subtotal
				2,500
				TAX*
				n/a
				<b>TOTAL USD</b>
				2,500
				BTC
				0.08

<b>*BTC Equivalent Conversion</b>		
1 BTC = 29,706.80 USD		
<b>TAX RATE</b>	<b>NET AMOUNT</b>	<b>TAX</b>
No TAX	0.084156	n/a

**Due Date: 05<sup>th</sup> June 2022**

<b>Bank: Bank of America</b> Account Name: <b>Scottish Bay LLC</b> Account No.: <b>898133406123</b> Wires: <b>026009593</b> Routing: <b>06100277</b>  <b>SWIFT: BOFAUS3NXXX</b> <b>Bank Address: NA 222 Broadway New York, NY 10038</b>	<b>Bank: Cryptocurrency Wallets/ Blockchains</b> <b>BTC:</b> 3H8Cor81f59erzPxqqTJck14GNs6hQcukX <b>ETH:</b> 0x36e7dc61b6c78f6086b4c746a2bbb1b14d96fcef <b>XRP:</b> rLHzPsX6oXkzU2qL12kHCH8G8cnZv1rBjh (Destination Tag: 606279390) <b>USDT:</b> TntGjt1Ye2fzfnryo5tTpWWUpokE3FeTF <b>DOT:</b> 198g5YQsfl2QmgmF9iGQCtZp1V9a2cQhFEcPdLSWGiv8FD9 <b>KSM:</b> Ds3cPHgCTCqwT9c8qXWZ8cBLbVYe1vcN55DegQAWaCdzrf
US Dollars	Crypto (Various)

**Terms A**

Between the dates of 1st July 2022 and 1st September 2022 the client will provide the Service Provider, in this case: Scottish Bay LLC (US) - (i.) Full CRM access; (ii.) A company specific email address e.g. hywelb@envyo.co; (iii.) Relevant invitations and participation in Envyo team meetings; (iv.) A payment in accordance with the terms below.

The aforementioned Service Provider will: (i.) Collaborate with clients US Sales Manager to generate and qualify at least 3 leads/ opportunities per month (ii.) Follow up on all opportunities, with meetings at the universities campuses where necessary, with the objective of getting universities to agree to the Clients Initial Agreement (iii.) Provide the Client with access to a client billing file - containing all estimates, quotes, bills and receipts relating to all matters billing, using the ClientID "ENV".

Billables will be as follows; (i.) Service Provider will convert the leads/ opportunities and forge deals between the Client and universities; (ii.) The expectation is a 10 billable hour working week (2 hours daily). (iii.) Billable at a rate of \$225 USD per hour, which is subject but not limited to, settlement by way of commission and/or the "bankroll" payments e.g. 10% commission of each Initial Agreements estimated first years revenue, 50% of the aforementioned will be released upfront to the Service Provider, in order to settle the accrued account balance. Any shortfall must be settled simultaneously by the Client. The final 50% of the commission is to be paid within 6 months of Client Initial Agreement signing: The bi-annual performance of the agreement between the Client and university, may be used to adjust the original estimate prior to the aforementioned. In the interim of the Client awarding commission, they will "bankroll" the Service Providers activities on this business, in advance of any labor, by awarding this minimum amounts, at the following minimum intervals; (iv.) \$4,000 USD Monthly "bankroll". Prior to the final commission payment related to this agreement, the Service Provider will remain accessible to both the university and Client (but billable at the aforementioned rate). (vi.) expenses settled from the bankroll amount deposited to the Service Provider, unless authorised for an end-of-the-month expense claim.

## INV-04022

Download in [PDF Format](#) and/or [SVG Format](#)

## INVOICE

Client ID: ENV

<b>Invoice Date</b> 05 June 2022	<b>Invoice Version</b> 0.0.0
<b>Invoice Number</b> INV-04022	<b>Invoice Supplier</b> Scottish Bay LLC
<b>Invoice Reference</b> June.(Terms A)	<b>Supplier Address</b> 30 N Gould St ste r, Sheridan, WY 82801, USA

Item	Description	Quantity	Unit Price	Amount USD
	June 2022 "Bankroll" - Terms of Service (A)	1	4,000	4,000
				Subtotal
				4,000
				TAX*
				n/a
				<b>TOTAL USD</b>
				4,000
				BTC
				0.13

<b>*BTC Equivalent Conversion</b>		
1 BTC = 29,850.30 USD		
<b>TAX RATE</b>	<b>NET AMOUNT</b>	<b>TAX</b>
No TAX	0.1346492	n/a

Due Date: 05<sup>th</sup> June 2022

<b>Bank: Bank of America</b> Account Name: <b>Scottish Bay LLC</b> Account No.: <b>898133406123</b> Wires: <b>026009593</b> Routing: <b>06100277</b>  <b>SWIFT: BOFAUS3NXXX</b> <b>Bank Address: NA 222 Broadway New York, NY 10038</b>	<b>Bank: Cryptocurrency Wallets/ Blockchains</b> <b>BTC:</b> 3H8Cor81f59erzPxqqTJck14GNs6hQcukX <b>ETH:</b> 0x36e7dc61b6c78f6086b4c746a2bbb1b14d96fcef <b>XRP:</b> rLHzPsX6oXkzU2qL12kHCH8G8cnZv1r8Jh (Destination Tag: 606279390) <b>USDT:</b> TntGjt1Ye2fzfnyo5tTpWWUpokE3FeTF <b>DOT:</b> 198g5YQsfL2QmgmF9iGQctZp1V9a2cQhFecPdLSWGiv8FD9 <b>KSM:</b> Ds3cPHgCTcqwT9c8qKXWZ8cBLbVYe1vcN55DegQAWaCdzrf
US Dollars	Crypto (Various)

## Terms A

Between the dates of 1st July 2022 and 1st September 2022 the client will provide the Service Provider, in this case: Scottish Bay LLC (US) - (i.) Full CRM access; (ii.) A company specific email address e.g. hywelb@envyo.co; (iii.) Relevant invitations and participation in Envyo team meetings; (iv.) A payment in accordance with the terms below.

The aforementioned Service Provider will: (i.) Collaborate with clients US Sales Manager to generate and qualify at least 3 leads/ opportunities per month (ii.) Follow up on all opportunities, with meetings at the universities campuses where necessary, with the objective of getting universities to agree to the Clients Initial Agreement (iii.) Provide the Client with access to a client billing file - containing all estimates, quotes, bills and receipts relating to all matters billing, using the ClientID "ENV".

Billables will be as follows; (i.) Service Provider will convert the leads/ opportunities and forge deals between the Client and universities; (ii.) The expectation is a 10 billable hour working week (2 hours daily). (iii.) Billable at a rate of \$225 USD per hour, which is subject but not limited to, settlement by way of commission and/or the "bankroll" payments e.g. 10% commission of each Initial Agreements estimated first years revenue, 50% of the aforementioned will be released upfront to the Service Provider, in order to settle the accrued account balance. Any shortfall must be settled simultaneously by the Client. The final 50% of the commission is to be paid within 6 months of Client Initial Agreement signing: The bi-annual performance of the agreement between the Client and university, may be used to adjust the original estimate prior to the aforementioned. In the interim of the Client awarding commission, they will "bankroll" the Service Providers activities on this business, in advance of any labor, by awarding this minimum amounts, at the following minimum intervals; (iv.) \$4,000 USD Monthly "bankroll". Prior to the final commission payment related to this agreement, the Service Provider will remain accessible to both the university and Client (but billable at the aforementioned rate). (vi.) expenses settled from the bankroll amount deposited to the Service Provider, unless authorised for an end-of-the-month expense claim.

### 5.3.2 Receipts

This table contains the download links for the Receipts:

Table5.4: Receipt Download Links

Annex ID	Description	PDF	SVG	PNG
<a href="#">RCT-04013</a>	NACAS 2022	<a href="#">link(34.3kb)</a>	<a href="#">link(54.6kb)</a>	N/A
<a href="#">RCT-04023</a>	June.(Terms-A)	<a href="#">link(34.3kb)</a>	<a href="#">link(54.6kb)</a>	N/A

#### RCT-04013

Download in [PDF Format](#) and/or [SVG Format](#)

## RECEIPT

Client ID: ENV

Receipt Date  
14 Jun 2022Receipt Number  
RCT-04013Receipt Reference  
NACAS 2022Receipt Version  
0.0.0Receipt Supplier  
Scottish Bay LLCSupplier Address  
30 N Gould St ste r,  
Sheridan, WY 82801, USA

Item	Description	Quantity	Unit Price	Amount USD
	NACAS 2022 Conference Participation O/B Client (Per Day) Expenses not included	4	625	2,500
Subtotal				2,500
TAX*				n/a
TOTAL USD				2,500
BTC				0.11

*BTC Equivalent Conversion 1 BTC = 22,728.70 USD		
TAX RATE	NET AMOUNT	TAX
No TAX	0.109993	n/a

Thank you for your business

**RCT-04023**Download in [PDF Format](#) and/or [SVG Format](#)

# RECEIPT

Client ID: ENV

**Receipt Date**  
14 Jun 2022**Receipt Number**  
RCT-04023**Receipt Reference**  
June.(Terms A)**Receipt Version**  
0.0.0**Receipt Supplier**  
Scottish Bay LLC**Supplier Address**  
30 N Gould St ste r,  
Sheridan, WY 82801, USA

Item	Description	Quantity	Unit Price	Amount USD
	June 2022 "Bankroll" - Terms A	1	4,000	4,000
Subtotal				4,000
TAX*				n/a
<b>TOTAL USD</b>				4,000
BTC				0.176

<b>*BTC Equivalent Conversion</b>		
1 BTC = 22,728.70 USD		
<b>TAX RATE</b>	<b>NET AMOUNT</b>	<b>TAX</b>
No TAX	0.1759888	n/a

Thank you for your business

## CHAPTER 6

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**Document Author:**

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### 6.1 Scottish Bay LLC