

# 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> Sion 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</b>				14,000
BTC				0.73

**\*BTC Equivalent Conversion**  
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

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, London, E14 4HD</b> <b>US Dollars</b>	Bank: <b>Cryptocurrency Wallets/ Blockchains</b> <b>BTC:</b> 3H8Cor81f59erzPxqqTJck14GNs6hQcukX <b>ETH:</b> 0x36e7dc61b6c78f6086b4c746a2bbb1b14d96fcef <b>XRP:</b> rLHzPsX6oXkzU2qL12kHCH8G8cnZv1rBjh (Destination Tag: 606279390) <b>USDT:</b> TNtGjt1Ye2fzfnryo5tTpWWUposkE3FeTF <b>DOT:</b> 198g5YQsfl2QmgmF9iGQCtZp1V9a2cQhFEcPdL5WGiv8fd9 <b>KSM:</b> Ds3cPHgCTcqwT9c8qKXWZ8cBLbVYe1vcN55DegQAWaCdzrF <b>Crypto (Various)</b>
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### Terms BC (B & 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 spiraling 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 Servie 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 calcluations.