

July 18, 2013

Dear Det,

It was a pleasure meeting with your team again this week. As discussed, I am enclosing revised documents and instructions for your use in preparing a revised quotation set.

We will stage our product development as follows. However, our aim is to have the product as close as possible to the production version every step of the way.

1. **Prototype.** Complete.
2. **Alpha.** Next iteration planned. Will involve controlled trials in at least 2 locations.
3. **Beta.** 2<sup>nd</sup> iteration planned. Will involve additional trials TBD.
4. **Production Release.**

Your quote should address the Alpha version at this point. We do not expect the scope to change significantly from what we have communicated in our documents. However, when preparing your quote, you may want to review your estimates and assumptions around the following:

1. **Extent of user screens** and need for Admin screen (described but not shown ) that will be needed to load the pull-downs into the system. Because of the nature of the application, the majority of the inputs will be pull-downs.
2. **Communication and power management** issues between the tablet and chips (some of this will shake out of the engineering studies planned).
3. System should be able to run on **Cloud** (production plan) or local desktop (one we provide as opposed to client's hardware) for trial.
4. **Tablet-to-multiple chip communication.** This must be solved so you may want to consider implications of certain outcomes.
5. **Database and interoperability** requirements established by the HITECH Act. It is very likely our system will have to integrate with EMR's.
6. **HIPAA compliance and encryption.**
7. **Integration testing.** We expect Brick to be involved in integration testing of the whole system. The ID firm and Invisalert will be testing the chip and packaging as the band is developed but there needs to be full integration testing against cases or other means to insure a robust system. This will be a team effort but Brick will be core to this process.

Please revise your quote to include the following. Your numbers will be used as not-to-exceed numbers. Please ask any questions beforehand if it will improve the accuracy of your quote. If you feel there is a great deal of uncertainty in some aspect of the project, quote as a not-to-exceed but include a "likely" number. Please state any assumptions clearly and carefully. Where appropriate, also include timelines and any associated milestones.

1. **Tablet- BLE engineering test program.** This should be done using the iOS iPad Mini according to the document provided. This tool will be used throughout the project. Initially, it will be used to validate basic communication and power management techniques that will inform how the software should be written.

Notes:

- a. It will be necessary to program the chip firmware so that it can report its battery status, which, in turn, is needed to take data on battery life.
  - b. Invisalert will provide any hardware needed for this testing. However, please indicate what hardware you think you need.
2. **Alpha software product** as described in the latest versions of the functional and technical specifications (you quoted this previously).
  3. **Trial support.** Each trial will need 24/7 technical support for problems associated with the software and hardware we are providing. Please quote your retainer costs in some type of increment if possible and what assumptions you are making around the type of support (what's in, what's out). Each trial is estimated to take 2 weeks.

Thank you. We look forward to your response.

Kind Regards,  
Pete Nagy, CEO  
Invisalert, LLC