

Ether

IES

Sound

**Pricing 2002**

Digigram confidential

# EtherSound Pricing 2002 1/3

- **ESnet Evaluation kit** **1950 €**
  - ☐ **Client needs to sign an NDA before purchase**
  - ☐ **Includes:**
    - ▶ **2 ESnet Evaluation Boards (1 Master and 1 Slave)**
    - ▶ **Documentation**
    - ▶ **Software**
  
- **EtherSound OEM Agreement** **8000 €**
  - ☐ **Client needs to sign an NDA before purchase**
  - ☐ **Allows customer to purchase ESnet modules**
  - ☐ **Includes**
    - ▶ **1 ESnet Evaluation Kit**
    - ▶ **2 Days of training at Digigram Headquarters**
    - ▶ **16 Hours of telephone support (valid for 1 Year)**

# EtherSound Pricing 2002 2/3

## ● ESnet modules

- ▶ ESnet-M8: Master module
- ▶ ESnet-S8: Slave module
- ▶ ESnet-MS8: Master/Slave module - TBD

☐ Prices include EtherSound Channels royalty fees

☐ Same accumulative pricing for Master and Slave ESnet modules:

- ▶ 240 € (up to 99 modules)
- ▶ 220 € (from 100 up to 299 modules)
- ▶ 200 € (> 300 modules)

☐ Master/Slave module pricing – TBD

☐ Example

- ▶ Customer decides to buy 50 modules and 3 months later another 100. He will pay:
  - ⊕ 240 € for the first 50 modules
  - ⊕ 220 € for the next 100 modules
- ▶ If customer chooses to place an order straight away for 150 modules
  - ⊕ He will only pay 220 € per ESnet module

# EtherSound Pricing 2002 3/3

- **ESnet License Contract (to be validated)**
  - ☐ **Client needs to sign an NDA before purchase**
  - ☐ **Customer has rights to use EtherSound technology for its own product design**
  - ☐ **Pricing includes:**
    - ▶ **Initial fee down payment including ( to be validated ) : should be close to 40000 €**
      - ⊕ 1 ESnet Evaluation Kit
      - ⊕ 4 Days of training at Digigram Headquarters
      - ⊕ 140 hours of support for design and development
      - ⊕ Reference design
      - ⊕ EtherSound compiled code for Xilinx FPGA
      - ⊕ First 1000 EtherSound channel royalties
    - ▶ **Royalties per EtherSound Channel : ( to be validated )**

⊕ From 1001 up to 4000 channels:	7,20€ per channel
⊕ From 4001 up to 10000 channels:	6,00€ per channel
⊕ From 10001 up to 32000 channels:	4,80€ per channel
⊕ From 32001 up to 96000 channels:	3,60€ per channel
⊕ Etc	