

Confidential and Proprietary Information of Sonardyne Inc.

Customer :	Monterey Bay Aquarium Research Institute (MBARI)	Account Manager:	Kim Swords 8280 Willow Place Drive North Suite 130, Houston Texas 77070 USA
Attention of :	Alana Sherman	Quote Number:	Q-12634
CC:	-	Date:	9/30/2024
Issued By:	Kim Swords		

Subject: KS-3424rev1 Mini Ranger 2 Extended Range with 70 m tcvr Cable Option

Dear Alana

I want to begin by thanking you for your continued interest in Sonardyne. As per your email received Sept 30, below is an updated quotation with the Robotic Pack removed. The exchange rate has risen a bit since June, so the USD prices have increased a bit.

Same as previous version, I have quoted the standard system with 30 m cable and a 70 m cable as a separate line item.

Please note as with the system sold to MBARI in late 2022, I have removed the WSM6+ transponder and charger from the system.

Pricing shown is for availability from Sonardyne factory in the UK, shipping would be additional, and can be arranged by Sonardyne if required and would be invoiced at cost + 15%.

If you have any questions or comments about this quote, please don't hesitate to get in touch with me.

With best regards,

Kim Swords

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Quotation



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Product	Stock Code	Delivery - Weeks FRO	Qty	Unit List Price (USD)	Discounted Unit Price (USD)	Discounted Total Price (USD)
603-0029**NS			1	101,262.18	81,009.74	81,009.74
Basic System Description: - 2,000m range (4,000m in optimal conditions) -Mini Ranger 2 USBL software (This software should only be installed on a dedicated computer running Windows 10 (UK English Version) -HPT terminal Lite software -Ethernet Sensor Hub -HPT 3000 transceiver -30m transceiver cable *** (lengths longer than 30m require change of cable from 280-4408 to 280-4018)*** -1m Ethernet cable -Rugged Transit Case -Euro, UK and US Mains leads WSM6 + Omni Transponder Charger Cable						
ESH to transceiver cable assembly 70m	820-0333		1	6,797.94	6,118.15	6,118.15
ESH TO TCVR CABLE ASSY 70m						

Subtotal USD 108,060.12

Discount (USD 20,932.23)

Grand Total USD 87,127.89

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Terms and Conditions of Quotation

1. This Sonardyne Quotation and any Purchase Order that is issued for Products or Services is subject to and in accordance with:
 - a. the terms of any existing Master Sales Agreement (MSA) the Customer has with Sonardyne governing the purchase of that Product or Service, or, if no MSA exists, Sonardyne's Supply of Products and Services Terms, a copy of which can be found at <https://info.sonardyne.com/terms/sales-usa> or can be supplied upon request, as amended by the Terms and Conditions of this Quotation, and
 - b. applicable Product Specification(s) which can be found at <https://info.sonardyne.com/products> collectively called "Sonardyne Sales Terms"
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3. Sonardyne reserves the right to withdraw or modify this Quotation without notice.
4. Prices quoted are in USD.

The prices may be adjusted at the discretion of Sonardyne as a result of any movement of the actual exchange rate, published by OANDA, beyond +/- USD0.03 (the daily midpoint price of the relevant trading days) between the date of this quotation and the date of a valid order placement. Alternatively the Customer may, at Purchase Order placement, agree to purchase the products and/or services in GBP
5. A delivery schedule for the Products and/or Services can only be confirmed upon receipt of the Purchase Order.
6. Prices quoted are Ex Works, subject to the Sonardyne Supply of Products and Services Terms:
 - a. Sonardyne Products: Sonardyne, Yateley, UK, and, if applicable,
 - b. Deployment machines: Oslo, Norway,
 - c. Gate Valves: Norway or Sweden (which will be confirmed on receipt of the order).
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