



Customer:	Monterey Bay Aquarium Research Institute (MBARI)	Account Manager:	Kim Swords
	7700 Sandholdt Road Moss Landing, California 95039-9644 United States		8280 Willow Place Drive North, Suite 130 Houston, Texas 77070 USA
Attention Of:	Dale Graves	Telephone No:	+1 281 890 2120
Cc:	-	Quote Number:	QUO-37415-Y7Q0 rev 2
Issued By:	Kim Swords	Date:	20-November-2020

Subject: RJG-2005 MBARI WMT 3km with Remote Omni Transducer

Dale,

As promised below is updated pricing for the 3km depth rated WMT with omni (straight) remote unit I quote in Oct 2019.

Sonardyne's existing Wideband Sub-Mini transponder (WSM) is typically interrogated by a responder trigger sent down the ROVs' umbilical or a narrow band tone signal. In some situations, reverberation or multi-path of the tone interrogation can cause interference problems. The new WMT is Sonardyne's first mini-sized transponder and is ideal for AUV and ROV Positioning. It is slightly larger than the WSM and provides full two-way Wideband interrogation and reply which completely mitigates interference from and to other users.

For AUV /ROV positioning, the WMT includes responder trigger, an integrated rechargeable Li-Ion battery pack that is charged from the ROV's power supply and full RS232 communications enabling channel set up, power and gain etc. to be changed from the surface. The WMT is available in three depth versions: 3,000 m, 5,000 m and 7,000 m. The 5,000 m and 7,000 m versions have a higher acoustic output power level for improved long-range operation.

An On/Off switch (3,000 m only) helps to ensure the battery pack is not discharged when not in use. If an umbilical trigger is not available, then the full Wideband transponder mode provides excellent USBL performance in a small, lightweight package.

Remote omni or directional transducers are available for both the WMT and existing WSM range. These make installation on a ROV easier as the remote transducer can be installed where there is good line-of-sight and is easily replaced if damaged. The main body of the transponder can then be installed within the ROV frame where it is well protected from damage. Note: The remote transducer option is not available for 5,000 m and 7,000 m versions.



Quotation

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Stock Code	Type No.	Delivery	Qty	Unit Price USD	Total Price USD
8190-3161- NS*	8190-000-3161-B6	--	1	12,560.76	12,560.76
Wideband Mini Transponder (WMT) - Remote, Omni Directional Transducer, 3000m rated Full Two-Way Sonardyne Wideband 2® Responder mode Li-Ion battery pack 3000m Rated Depth Sensor ON / OFF Switch R/A omni remote 3m (620-0034) – removed * STR omni remote 2.0 m (620-0054)– added * Remote Transducer Right Angle or Straight Transducer with 3.0m Cable as Standard Option For Cable Lengths are 2.0m, 1.0m and 0.6m					
				Subtotal	12,560.76
				Academic DPA Product Discount (20%)	(2,512.15)
				Freight	711.00
				Grand Total (USD)	10,759.61

TERMS AND CONDITIONS OF QUOTATION:

- This Sonardyne Quotation and any Purchase Order that is issued for Products or Services is subject to and in accordance with:
 - 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://www.sonardyne.com/terms/sales-usa/> or can be supplied upon request, as amended by the Terms and Conditions of this Quotation, and
 - applicable Product Specification(s) which can be found at <https://www.sonardyne.com/products.html> collectively called "Sonardyne Sales Terms"
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- Sonardyne reserves the right to withdraw or modify this Quotation without notice.
- Prices quoted are in USD.
The prices quoted use a current exchange rate of USD1.38/GBP. 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

Sonardyne Inc
8280 Willow Place Drive North,
Suite 130
Houston, Texas 77070
USA

T. +1 281 890 2120
F. +1 281 890 7047
www.sonardyne.com

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(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, Houston, TX, USA, and, if applicable,
 - b. Deployment machines: Oslo, Norway,
 - c. Gate Valves: Norway or Sweden (which will be confirmed on receipt of the order).
7. Prices are exclusive of any applicable taxes, levies, import or export duties or fees, which will be invoiced as applicable.
8. Any additional costs incurred, such as shipping, will be invoiced at cost +15%.
9. Products are supplied in Sonardyne standard export packaging, unless otherwise stated.
10. Prices exclude any specialist quarantine certificates, certificates of conformity or any special packaging requirements, which are chargeable in addition
11. Products may be subject to USA and other relevant export licence controls.
12. Products may include software (whether embedded in any Product or provided as a software package or otherwise).
 - a. Where this quotation refers to price in respect of software this shall be deemed to be a licence fee and therefore no transfer of ownership in any software, copyright and intellectual property rights shall be implied or given.
 - b. In the event of a Sonardyne engineer installing any software (whether at the site of the Customer or Sonardyne), it is deemed that the Customer has read and accepted the Sonardyne Sales Terms including the terms relating to provision of software.

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Should you require further information concerning this Quotation please do not hesitate to contact me.

With best regards,
Kim Swords

+1 281 890 2120
<mailto:ralph.gall@sonardyne.com>

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