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Attention Of:	Brett Hobson	Telephone No:	+1 281 890 2120
Cc:	-	Quote Number:	QUO-43593-P1L2
Issued By:	Kim Swords	Date:	12-July-2021

Subject: KS-3016 : BlueComm™ 100

Brett

I want to begin by thanking you for your continued interest in Sonardyne and allowing us to provide updated pricing on our BlueComms 100 system.

BlueComm is our wireless, high speed optical communications technology that can transfer your data underwater at incredible speeds; so fast in fact you can control underwater vehicles without tethers, harvest data from seafloor nodes on-the-go and stream HD video live to the surface for broadcast to the world. There are options for working in shallow, high ambient light conditions or as deep as 4,000 meters. But which one is right for you; BlueComm 100, 200 or 200 UV.

As a high speed communication platform, BlueComm is an Ethernet connected device allowing plug-and-play connectivity to clients' own subsea networks. As such, this allows for easy expansion of pre-existing networks, increasing productivity by increasing speed.

Its flexible system architecture, means that BlueComm can be integrated with our comprehensive array of acoustic navigation, control and monitoring devices. Complementary Sonardyne acoustics communications provide long range (>4 km), low bandwidth command and control. This capability enables functions such as data recording to be turned 'on' and 'off' remotely from the surface, and health or QC information to be transmitted.

BlueComm 100 uses an array of high power light emitting diodes (LEDs) that are rapidly modulated to transmit data. The receiver uses photodiodes allowing peak performance in all lighting conditions, including very shallow 'high ambient light' conditions. Both the receivers and emitters are packaged into a small 5 kg unit rated to 4,000 meters. Delivering 5 Mbps at 10 meters range, BlueComm100 is a short range, highly reliable solution.



Stock Code	Type No.	Delivery	Qty	Unit Price USD	Total Price USD
602-0100	8360-006-A1	-	1	56,390.40	56,390.40
BlueComm 100 System Kit 4,000m depth rated System includes: 2 x bi-directional links 2 x test cables Manual on CD					
Subtotal					56,390.40
Academic DPA BlueComms Discount (10%)					(5,639.04)
Grand Total (USD)					50,751.36

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"
- All Purchase Orders placed against this Quotation must reference this Quotation Number and be subject to the Sonardyne Sales Terms. Purchase Orders are subject to acceptance by Sonardyne through issuance of a Sales Order Acceptance form. The prices in this Quotation remain valid for 30 days from the date of this Quotation.
- 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 USD1.44/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 (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.
- A delivery schedule for the Products and/or Services can only be confirmed upon receipt of the Purchase Order.
- Prices quoted are Ex Works, subject to the Sonardyne Supply of Products and Services Terms:
 - Sonardyne Products: Sonardyne, Yatley, UK, 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.

All dealings and transactions between the Customer (and any of its representatives) and any Sonardyne company (and any of its representatives) MUST be in compliance with all applicable bribery and corruption legislation, including UK Bribery Act 2010 and US Foreign Corrupt Practices Act 1977. Sonardyne may require written assurances and evidence of compliance with the legislation.

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

With best regards,
Kim Swords

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<mailto:kim.swords@sonardyne.com>

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