



A SERCEL COMPANY

Cable solutions that
challenge the status quo

Quote

Company name: Monterey Bay Aquarium Research Institute (MBARI)

Contactperson: Alana Sherman

Project name: Subsea DAS Optic Fiber Cable

Quote reference: 202306-16827-0

Date: 09-05-2024

Contactperson DeRegt: Marco Cano



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Cable solutions for challenging circumstances

We are DeRegt Cables

Cable solutions for challenging circumstances

Whatever the industry, whether it's in the Seismic, Defense or Oil & Energy sector, we are able to provide the high quality cable solutions you need to overcome any challenge. From high up in the sky to deep down in the oceans, our products are made to withstand the heaviest of currents and the iciest of blizzards. With over 90 years of experience in engineering cables, we know how to build solutions that will outperform your expectations in even the harshest environments.

Wide scope of service

At our Dutch headquarters, our highly trained craftspeople design and manufacture custom made, multipurpose cabling and extremely reliable terminations. Our research, development, design and engineering all happen under the same roof. Our clients are always given full insight into these design and production processes, as collaboration is one of core principles. Each of our unique cable solutions is tailored to our clients' specific needs and wishes. But we do more than engineering, we also provide aftercare and full service maintenance at our factory or on site.

Finding the perfect solution

We are committed to delivering excellence in everything we do. We strive for performance quality and innovative engineering solutions. Our experts know your market, your portfolio and understand your challenges. We are flexible, innovative, creative and always on the lookout for new solutions. But above all, we take responsibility and ownership over every project we take on. This is why we won't stop before we have the perfect answer and keep delivering outstanding technical solutions for our clients around the globe. It's what keeps our customers returning to us for new projects.

A Sercel company

Ever since our founding days in 1912, quality, craftsmanship and innovation have been the pillars on which we have built our leadership in the development and manufacturing of high-quality cable solutions. Today, we form a proud part of the Sercel Group; the world's leading designer and manufacturer of innovative seismic equipment and reservoir monitoring instruments.



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Dear Ms. Sherman,

Thank you for your trust in DeRegt Cables. We appreciate your request for proposal and are delighted to help. In this quote, you will find an overview of the work we propose for the . Read through it at your leisure and if you have any questions don't hesitate to contact us. We look forward to working together.

Design phase

During the design phase DeRegt Cables will follow its standardised design process in order to ensure we meet your specification. Throughout this process, you will be kept in close contact with your dedicated project manager in our design team. We will conduct several reviews together, in order to ensure the design always meets your operational and functional requirements. The first part is called the Preliminary Design phase. During this phase, the specifications (requirements) are defined and concept designs are developed. A test plan is also written (QTO). The specifications and concept designs are reviewed during the Preliminary Design Review (PDR), when one of the concepts is selected to move forward to the Critical Design Phase. During the Critical Design phase, a detailed design is drawn up and the purchase specifications for the subcomponents are written. In the Critical Design Review (CDR) the different designs are evaluated against the specification and the production and assembly tooling is also designed. After the CDR the design is frozen and all components are ordered for the production of the prototype. During the Test Readiness phase the detailed qualification test procedures are written and the test equipment is designed. At the Test Readiness Review (TRR) the test procedures are checked. After this review the qualification tests commence. The qualification phase is concluded by a functional- and physical configuration audit (FCA / PCA) in which the test samples, test method and results are reviewed. In parallel with the FCA/PCA the Production Readiness phase is initiated, in which all paperwork is developed for the full scale production of the umbilical system. The production papers and production readiness is evaluated in the Production Readiness Review (PRR).

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When the Production Readiness Review has been completed we start the serial production of the cable system. Then, once the cables are ready, you are most welcome to join us for the Final Acceptance Test (FAT).

Pricing schedule

Item	Article	Rev	Description	No of units	Qty per unit	Unit	Price Euro/unit	Price Total Euro
1	004A525	0	Subsea DAS Optic Fiber Cable	2	1000	M	€ 16,80	€ 33.600,00
2	B 800-135	-	Wooden Drum	2	1	EA	€ 340,00	€ 680,00
Total								€ 34.280,00

Prices shown are

Expressed and to be paid in Euro - Valid for the quantity(s) mentioned. FCA (Free Carrier), Krimpen aan de Lek, excluding packing, according to Incoterms latest edition. Strictly net and exclude VAT & all taxes, duties and charges which may apply to goods, payments and / or transfers -within or outside the Netherlands-, these being for the account of the customer.

Batch tolerance

-0/+2%

Delivery

The delivery time is 19 Weeks after receiving the purchase order. A formal acknowledgement will be sent after receipt of the purchase order. The delivery time is subject to confirmation at time of receipt of the purchase order.

Payment terms

Payments due net. 30% at order and 70% balance payment after date of invoice.

Validity

Prices as quoted are valid for 30 days from date of quotation, thereafter to be subject to our further confirmation in writing. The delivery time shown is valid for 30 days after date of quotation. Validity periods thereafter will be subject to our confirmation in writing.

Quality Assurance

We are accredited to ISO9001 : 2015 by DNV GL.

Terms and Conditions

This offer is subject to DeRegt's standard terms and conditions of sale. The terms and conditions are attached as a separate document.

Trade Compliance

Both Client and DeRegt are committed to ensuring full compliance with all applicable trade sanctions regulations. In order to ensure that no contractual commitment is engaged without such full compliance Client and DeRegt agree that in the event that Client awards this contract to DeRegt the notice of award shall not take effect and no binding contract shall come into existence unless and until DeRegt has notified Client that either (i) it has obtained confirmation that the transaction can be legitimately executed in full without any further trade compliance requirements; or (ii) that the transaction requires licence approval in order to be legitimately executed and that this licence has been obtained. In the event that DeRegt notifies Client that the transaction requires licence approval in order to be legitimately executed and that this licence has been refused Client and DeRegt further agree that the notice of award shall be deemed to be void as from the date of its issue. If the performance by DeRegt of any of its obligations is, directly or indirectly, prevented, restricted or interfered by a force majeure event such as riots, labor disputes, coronavirus or other global health emergency, governmental decree or act, quarantine, unavoidable accidents at its facilities, by act of God, or of a public enemy or any other act beyond its reasonable control, DeRegt shall be excused from such nonperformance to the extent of such prevention, restriction or interference and shall benefit from an extension of time for performance of its obligations.



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We trust that our offer meets with your approval and look forward to your comments or suggestions, in due course.
Should you require any further information, please do not hesitate to contact us.

Best regards,
DeRegt Cables

[Marco Cano](#)
Business development manager



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