



To

Università di Roma "Sapienza"
Attn: Angela Catizone
Facoltà di Farmacia e Medicina
Via A. Scarpa, 14
00161 Rome.

Contact

Matthijs van der Kooij
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Reference: ADSN/CCL-L-2020-0091

October 9, 2020.

Subject: Offer for Rental of 1 RPM 2.0 Item

References: (1) Request for quotation, dated October 5, 2020.

Dear Angela Catizone,

In reply to request for quotation, dated October 5, 2020, it is our pleasure as Airbus Defence and Space Netherlands B.V. (hereinafter Airbus DS NL) to submit a formal offer listing the major elements of our proposal as laid down in the mutually to be agreed upon Rental Agreement. For other aspects and details we refer to the same Rental Agreement as otherwise it would be a repetition of information.

Our offer reads as follows:

Airbus Defence and Space Netherlands B.V., being the exclusive owner of all intellectual property rights relating to the Random Positioning Machine (RPM) including its specific software, and furthermore being the exclusive producer of same RPM and its specific software herewith offers the rental of one (1ea) RPM as follows:

Rental period:	Option A: Twelve (12) Months, starting on the day of receipt of the RPM by the customer, with the possibility of extending the rental term by 6 months, not more than twice. or Option B: Eighteen (18) Months, starting on the day of receipt of the RPM by the customer, with the possibility of extending the rental term by 12 months.
Rental content:	1 ea RPM 2.0 + controller + cabling; Laptop containing RPM configured specific software; Cover + transport container; Transport;

	User support up to a cumulative maximum of two hours by phone or Skype.
Excluded from Rental content:	On-site installation and training. Any user support over and above the two hours support by phone. Such additional User Support will be available on Time and Material basis.
Shipment:	DAP Incoterms 2020 at Rome, Italy.
Terms and Conditions:	See attached Draft Rental Agreement.

Rental Price for Option A

Item	Amount	Rental Price
Initial starting costs: <ul style="list-style-type: none"> • Transport • Online training session: 2 hours in total. 	One (1) time	€4.990
RPM 2.0, newest version with partial gravity support, incl.: <ul style="list-style-type: none"> • Shipping container • Controller and cabling. • Pre-installed laptop with control software and user manual. 	Twelve (12) months	€9.960
<i>Total:</i>		€14.950

Rental Price for Option B

Item	Amount	Rental Price
Initial starting costs: <ul style="list-style-type: none"> • Transport • Online training session: 2 hours in total. 	One (1) time	€4.990
RPM 2.0, newest version with partial gravity support, incl.: <ul style="list-style-type: none"> • Shipping container • Controller and cabling. • Pre-installed laptop with control software and user manual. 	Eighteen (18) months	€14.940
<i>Total:</i>		€19.930

Delivery conditions

1. The delivery of the RPM will be as per ICC Incoterms 2020 DAP (Rome, Italy).
2. Delivery time of the RPM: Eight weeks from the date of confirmation of the order.



Payments / payment period

Payment is required prior to dispatch of the RPM unit. Payment shall be in EUROS.

Validity of proposal

This proposal is valid until 31st December, 2020.

The validity of this proposal is subject to the condition that full export control clearance has been confirmed prior to the approval of a Purchase Order.

Contacts

In case you should have further questions, please do not hesitate to contact:

1. Our Business representative Mr. Matthijs van der Kooij, who can be reached at:
See top of letter;
2. Our Technical representative Mr. G. Borst, who can be reached at:
tel. + 31.71.5245143; e-mail: g.borst@airbusDS.nl

We trust this offer meets your requirements and we are looking forward to your purchase order.

Yours sincerely,

AIRBUS DEFENCE and SPACE NETHERLANDS B.V.

Mr. M. Schippers
CEO

Mr. S. Mast
Engineer

Annexes:

1. Draft Rental Agreement;
2. Product Sheet RPM 2.0.