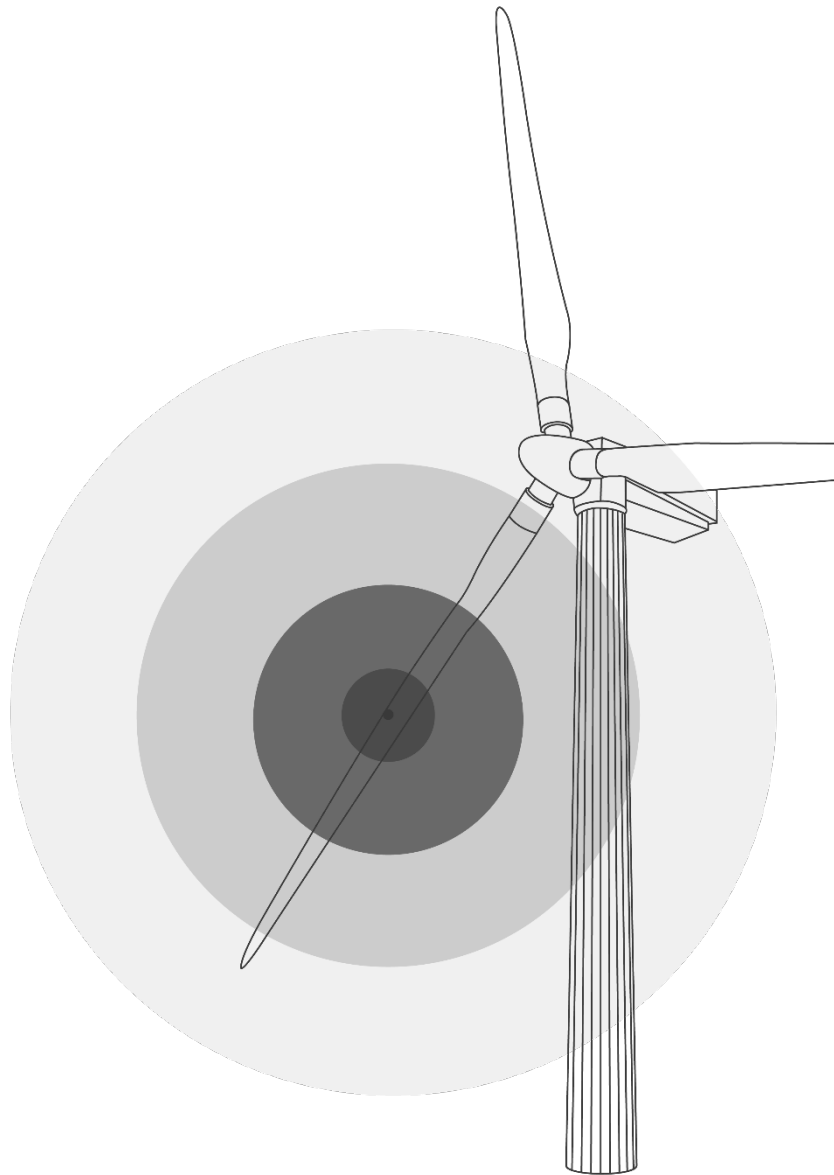




Ping Monitor

Price list

September 2020





Intelligent Listening

September 2020

Suite 28, Stone & Chalk, Allied Health Building
Lot Fourteen, North Terrace, Adelaide SA 5000, Australia
info@ping.services, www.pingmonitor.co

Valid to end October 2020

Ping Monitor – Price List

1. Introduction

Ping Monitor has demonstrated that it detects wind turbine blade damage. This has been proven in Australia, USA and in Europe. Ping Monitor is an innovative acoustic solution and a world-first application of continuous listening system for wind turbine blade detection. The system operates on the basis that blade damage generates a particular sound (signature) which the Ping Monitor is designed to detect and analyse.

2. Monitoring Program

2.1. Deliverables provided by Ping Services

- Supply of Ping Monitor V2. Delivery to be advised.
- Access to Ping Cloud web dashboard for the duration of contract.
- Daily reporting for the duration of the contract (via cloud)
- Summary report following completion of the baseline testing program.
- Installation Procedure and training on how to use the Ping Monitor
- Updated firmware as it becomes available

2.2. Customer responsibilities

- Customer to install the Ping Monitor devices onto Wind Turbine Generator's towers (WTG) at the selected sites.
- Customer to provide Ping Services with information on blade conditions at the selected WTGs. This information is necessary to support the required baseline analysis.
- Customer to return the leased Ping Monitor devices to Ping Services at end of contract.

2.3. Expected outcomes

The following outcomes are expected as a result of using the Ping Monitor:

- Experience with using the Ping Monitor system
- Daily trending of blade condition for the wind turbines that are being monitored
- Early indication of blade damage and damage propagation (where detected)



3. Price List

Price List - September 2020

USD

Quantity	Description	Unit List		Discount (%)			Discounted Unit Price		
		Price	Unit	3 months	12 months	36 months	3 months	12 months	36 months
	Setup (per syst	\$ 100.00	Once-off	0%	20%	40%	\$ 100	\$ 80	\$ 60
1 to 5	Monitoring	\$ 2.00	/day	0%	10%	20%	\$ 180	\$ 657	\$ 1,752
6 to 20	Monitoring	\$ 2.00	/day	0%	20%	30%	\$ 180	\$ 584	\$ 1,533
21 to 50	Monitoring	\$ 2.00	/day	0%	25%	35%	\$ 180	\$ 548	\$ 1,424
51 to 100	Monitoring	\$ 2.00	/day	0%	30%	40%	\$ 180	\$ 511	\$ 1,314
100+	Monitoring	\$ 2.00	/day	POA	POA	POA	POA	POA	POA
1	Total						\$ 280	\$ 737	\$ 1,812
6	Total						\$ 1,680	\$ 3,984	\$ 9,558
21	Total						\$ 5,880	\$ 13,178	\$ 31,154
51	Total						\$ 14,280	\$ 30,141	\$ 70,074
100	Total						\$ 28,000	\$ 59,100	\$ 137,400
100+	Total						POA	POA	POA

Price List - September 2020

AUD

Quantity	Description	Unit List		Discount (%)			Discounted Unit Price		
		Price	Unit	3 months	12 months	36 months	3 months	12 months	36 months
	Setup (per syst	\$ 143	Once-off	0%	20%	40%	\$ 143	\$ 114	\$ 86
1 to 5	Monitoring	\$ 2.86	/day	0%	10%	20%	\$ 257	\$ 939	\$ 2,503
6 to 20	Monitoring	\$ 2.86	/day	0%	20%	30%	\$ 257	\$ 834	\$ 2,190
21 to 50	Monitoring	\$ 2.86	/day	0%	25%	35%	\$ 257	\$ 782	\$ 2,034
51 to 100	Monitoring	\$ 2.86	/day	0%	30%	40%	\$ 257	\$ 730	\$ 1,877
100+	Monitoring	\$ 2.86	/day	POA	POA	POA	POA	POA	POA
1	Total						\$ 357	\$ 1,019	\$ 2,563
6	Total						\$ 2,143	\$ 5,486	\$ 13,500
21	Total						\$ 7,500	\$ 18,105	\$ 43,965
51	Total						\$ 18,214	\$ 41,310	\$ 98,794
100	Total						\$ 35,714	\$ 81,000	\$ 193,714
100+	Total						POA	POA	POA



4. Terms and Conditions

1. All costs exclude tax, insurance, charges and import duties. Any additional costs to be payable by Customer.
2. Freight or courier charges will be added to prices.
3. Contracting entity is Ping Services Pty Ltd (ABN 90 624 611 40)
4. It is expected that Customer will share the condition of blades with Ping to enable evaluation of the Ping Monitor.
5. Fees will be payable in advance of shipping.
6. All fees are in USD or AUD as noted and subject to change.
7. The Ping Monitor is designed to assess wind turbine blade damage. The hardware cannot be laboratory calibrated. The best possible analysis will be provided however Ping is only able to report on the output of the Ping Monitor which may not reflect all damage on the turbine blades.
8. The contract does not include the purchase of Ping Monitor(s) hardware as this proposal is only for lease.
9. Customer will return the Ping Monitors at the end of contract to Ping Services Pty Ltd at their cost.
10. Results of analysis will be presented using the Ping Cloud service. Cost in this price list are a monitoring charge and included in fees.
11. Any faulty Ping Monitors will be replaced free of charge excluding freight charges.

5. Acceptance

Please confirm this proposal by issuing a purchase order. Purchase orders can be emailed to info@ping.services

Your sincerely,

A handwritten signature in blue ink, appearing to read 'M Stead', with a long horizontal flourish extending to the right.

Matthew Stead

CEO & Co-founder

matthew.stead@ping.services