
OFFER

Purchase of new licenses, provision of maintenance, development of additional functionalities or amendment of existing and related services for consultation and trainings for the energy trading management software *robotron*energy sales*

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Dear Mrs. Dimitrova,

Please find below our revised offer for the purchase of new licenses, provision of maintenance, development of additional functionalities or amendment of existing and related services for consultation and trainings for the energy trading management software **robotron[®]e/sales**.

The offer is subject to the framework agreement between EVN Austria and Robotron Datenbank-Software GmbH, dated 10.12.2008.

1 Price quote

The cost calculation according to the given requirements is provided in the following section. The costs are divided into:

- Maintenance Licenses
- Maintenance Add-ons
- Maintenance Services – Functional Support
- Maintenance Services – Call-on duty/ Standby
- Consulting Services – Working Hours
- Consulting Services – Outside Working Hours and Saturdays
- Consulting Services – Sundays and Holidays
- Travel Expenses
- Others

1.1.1 Maintenance Licenses

Description	Unit	Qty.	Unit price in € without VAT	Total value in € without VAT
Software maintenance of purchased licenses robotron*e sales : time series up to 5600: 163.953 Euro	36	Months	2.459,30	88.534,62
Software maintenance of licenses for PFC builder and plausibility check; licenses value amounting to 4.655 Euro ¹	12	Months	45,39	544,64
Software maintenance of licenses for PFC builder and plausibility check; licenses value amounting to 4.655 Euro ²	24	Months	69,83	1.675,80
Grand total maintenance licenses				90.755,06

¹ Discount of 35% on maintenance does apply until 31.12.2016.

² Maintenance for license PFC builder and plausibility check will increase with effect from 01.01.2017, as discount on maintenance of 35% does no longer apply.

1.1.2 Maintenance Add-ons

Description	Unit	Qty.	Unit price in € without VAT	Total value in € without VAT
Software maintenance of developed add-ons for robotron*e sales : 14.520 Euro	36	Months	181,50	6.534,00
Grand total maintenance add-ons				6.534,00

The administration services calculated in the offer correspond with the bronze-level-service and contain fault processing as well as the provision of changes (e.g. patches) as described in the sample maintenance contract (see appendix 9). An increase of the service level and therefore an improvement of the range of services (concerning additional support operational services) is always possible.

For further modules (license) and upgrade-licenses put into service the maintenance and administration costs for software have a share of 18 % of the license price per year.

The maintenance and administration costs for maintenance relevant business specific project components (e.g. interfaces, system extensions) are determined after the realization at 15 % of the actual maintenance relevant production costs.

If additional services (patching, consulting, operational support, hosting etc.) are requested, we would like to offer these services separately.

Further details are described in the maintenance contract template as part of the appendix.

1.1.3 Maintenance Services – Functional Support

In addition to the services of the maintenance contract Robotron offers functional support for fast assistance with technical questions concerning the operation of **robotron*~~e~~ sales**:

Description	Unit	Qty.	Unit price in € without VAT	Total value in € without VAT
Ticket service for robotron*e sales	per hour	35	130,00	4.550,00
Grand total maintenance services				4.550,00

Remarks:

- Billing unit shall be 15 minutes.
- Language: English, German (acc. to customer's request)
- The credit will be invoiced in advance and recorded on a credit account. Utilization is recorded in a transparent and comprehensible manner within the ticket system ewms to review for the customer.
- We offer 35 hours of functional support á 130,00 €/ hour for 36 months. For every six months we assume a minimum level of consumption of 5 hours. In case 5 hours are not exhausted during the first six months, the remaining hours will be stored on a credit account. In case more than 5 hours will be used during six months, invoicing will be adjusted accordingly. In case the budget of 35 hours is exhausted, the order for functional support is terminated. If the budget is not utilized until the end of the 36 months, the remaining hours will expire.

- A report for the functional support hours used will be sent to the Contracting authority at the end of the month.
- The customer may cancel or end processing of a ticket at any time. Depending on the task Robotron may change processing level in consultation with the customer (e.g. transfer to consultant, training or sales).
- Functional support queries, which are subject to the robotron*~~e~~/sales maintenance contract (e.g. technical error notifications) are automatically transferred to technical support. Only the services performed by functional support staff are billed as functional support service.

System and performance analyses are not subject to functional support services.

Service hours (week days):

Monday to Friday: 07:30 – 17.30 incl. a 4 h response time (qualified reply within the set response time)

1.1.4 Maintenance Services – Call-on duty/ Standby Service

Description	Unit	Qty.	Unit price in € without VAT	Total value in € without VAT
Call-on duty – yearly subscription	Year	3	5.500,00/ year	16.500,00
Call-on duty – hourly rate				
– Monday – Friday: 17:30 – 07:30 CET/CEST	per hour	35	200,00	7.000,00
– Saturday, Sunday and public holidays in Germany and Saxony all-day				
Grand total maintenance services				23.500,00

1.1.5 Consulting Services – Working Hours

Consulting services are offered at the following rates:

Description	Unit	Qty.	Unit price in € without VAT	Total value in € without VAT
Software developer in Dresden	per day	20	760,00	15.200,00
Software developer in Plovdiv	per day	10	900,00	9.000,00
Consultant in Dresden	per day	35	860,00	30.100,00
Consultant in Plovdiv	per day	25	1.000,00	25.000,00
Project manager in Dresden	per day	20	860,00	17.200,00
Project manager in Plovdiv	per day	15	1.000,00	15.000,00
Grand total consulting services working hours				111.500,00

1.1.6 Consulting Services – Outside Working Hours and Saturdays

Services outside the regular service hours require coordination and confirmation. The surcharge to the hourly rate for services outside the regular service hours are calculated as follows:

Surcharge for services outside the regular service hours (Mo to Fri: 07:30 – 17.30): 50 %
Saturday: 50 %

Description	Unit	Qty.	Unit price in € without VAT	Total value in € without VAT
Software developer in Dresden	per day	3	1.140,00	3.420,00
Software developer in Plovdiv	per day	2	1.350,00	2.700,00
Consultant in Dresden	per day	3	1.290,00	3.870,00
Consultant in Plovdiv	per day	2	1.500,00	3.000,00
Project manager in Dresden	per day	3	1.290,00	3.870,00
Project manager in Plovdiv	per day	2	1.500,00	3.000,00
Grand total consulting services outside working hours and Saturdays				19.860,00

1.1.7 Consulting Services – Sundays and Holidays

Services outside the regular service hours require coordination and confirmation. The surcharge to the hourly rate for services outside the regular service hours are calculated as follows:

Sunday: 100 %
Public holidays in Germany and Saxony: 100 %

Description	Unit	Qty.	Unit price in € without VAT	Total value in € without VAT
Software developer in Dresden	per day	1	1.520,00	1.520,00
Software developer in Plovdiv	per day	1	1.800,00	1.800,00
Consultant in Dresden	per day	1	1.720,00	1.720,00
Consultant in Plovdiv	per day	1	2.000,00	2.000,00
Project manager in Dresden	per day	1	1.720,00	1.720,00
Project manager in Plovdiv	per day	1	2.000,00	2.000,00
Grand total consulting services Sundays and holidays				10.760,00

1.1.8 Travel Expenses

Travel and other expenses based on time and material are accounted as follows (**valid for travels in Germany and to Bulgaria**):

Travel time	50,00 €/h
Travelling costs car	0,65 €/km
Travelling costs (taxi etc.)	upon proof
Travelling costs plane	upon proof
Accommodation (middle class hotel)	upon proof
Daily allowance	acc. to legal regulations

1.1.9 Others

Description		Total value in € without VAT
Purchasing of new licenses, maintenance of new licenses, development of additional services, not included in sections 1.1.1 to 1.1.7 at a total value not greater than 300.001,00 EUR excl. VAT		32.541,94
Grand total others		32.541,94

1.2 Price summary

Pos.	Description	Total value in € without VAT
1.1.1	Maintenance licenses	90.755,06
1.1.2	Maintenance add-ons	6.534,00
1.1.3	Maintenance services – Functional Support	4.550,00
1.1.4	Maintenance services – Call on-duty/ Standby	23.500,00
1.1.5	Consulting services working time	111.500,00
1.1.6	Consulting services outside working hours and Saturdays	19.860,00
1.1.7	Consulting services Sundays and holidays	10.760,00
1.1.8	Travel expenses	
1.1.9	Others	32.541,94
	Total sum	<u>300.001,00</u>

2 Offer conditions and payment plan

- All prices are quoted net without the statutory value added tax
- Term of payment 30 days net
- Guarantee for the product: 24 month

Payment plan:

- Licenses: 100 % due after acceptance test
- Consulting services: effectively performed services invoiced based on time and material and accompanied by an acceptance protocol
- Maintenance: quarterly payment after going into production, at the end of the quarter

For additional information or questions please contact Mr. Ralph Gliemann on telephone +49351258592805.

Kind regards,

Информацията е заличена съгл.
чл.2 и чл.4 от ЗЗЛД

Appendices

Appendix 1	Technical requirements
Appendix 2	Commercial terms and conditions of EVN Group
Appendix 3	Offer / Financial proposal
Appendix 4	General Purchase Conditions of EVN Group
Appendix 5	Integrity Clause of EVN Group
Appendix 6	Sample maintenance contract
Appendix 7	List of licenses