
Calibration development proposal

This document refers to the **calibration procedures of the Foss Analytical A/S instruments**.

This proposal is mainly targeted at situations, when some of the product components in question can not be satisfactory analyzed using Foss Analytical A/S or third party calibrations (prediction models).

This document is not dealing with reference data acquisition procedures and reference analysis prices.

EIRA Ltd. offers 3 levels of the calibrations, depending on what precision is desirable. Precision criteria is standard error of the reference method (RSE).

1. **Entry level:** standard deviation between instrument results and reference results within limits: $2 * RSE < STD < 2,5 * RSE$
2. **Basic level:** $1,5 * RSE < STD < 2 * RSE$
3. **Enhanced level:** $STD < 1,5 * RSE$

Price offer for 2010:

1. Entry level: 150 EUR + 0% VAT per 1 component
2. Basic level: 225 EUR + 0% VAT per 1 component
3. Enhanced level: 375 EUR + 0% VAT per 1 component

Calibration elaboration price to the next level is equal to the difference between levels. If customer orders development of 3 or more parameters per product, then we offer 15% discount for the third and next components.

Basically we prefer **electronic data exchange**. Reference results are sent to EIRA Ltd. by e-mail or fax, spectrum data received by remote communication with customers instrument. Calibrations are sent back to customers instrument also via remote communication. Therefore this offer do not include any travel costs to customer site. If such costs occur, they has to be agreed separately.

Calibration testing – evaluation is a 2 step process. At the first step customer gets new calibration for testing from EIRA Ltd., when the chosen calibration level precision is achieved with sample set used in calibration development. Then second step takes place. At this step customer has to evaluate calibration precision with new sample set, which was not used in calibration development.

Payment for developed calibration is also divided in 2 parts: 50% prepayment has to be done right before the customer gets new calibration for testing. When by second step tests necessary

precision is confirmed, but not later than 2 months after first step, EIRA Ltd issues final invoice (remaining 50% from total amount). Together with this invoice customer also gets end product documentation.

There is a possibility that product in question changes with time passing by – for example due to seasonal changes, changes in technological process, etc. In such cases it is necessary to add new data to existing calibration. Within one year from final invoice date customer is eligible to ask **addition of the new data to calibration database** for 50% from development price.

EIRA Ltd. is eligible to keep spectrum/reference data obtained in development process and use it in next developments. At the same time we guarantee confidentiality of the commercially sensitive data. Customer **may use obtained calibration only in his own enterprise**. Customer may not pass or sell obtained calibration to the third party without consent by EIRA Ltd.

Proposed by this document 3 level classification is just recommendation. In the individual cases we can agree on different criteria and prices.

Wishing the best,

EIRA Ltd. managing director
Māris Stegenburgs

March 25, 2010.