Date: April 19th, 2017

Presented for

1. **General**

GreenQ is the developer and provider of a solution for monitoring, controlling, and streamlining municipal waste collection. GreenQ and ___intend to carry out a commercial engagement that include in the first step a pilot on a small scale to demonstrate the capabilities and benefits from GreenQ's system, and on the second step, upon reaching successful result, a large-scale implantation. The main objective of the pilot is to present recommendations for optimizing the garbage collection process based on the data collected in the framework of the pilot in the area/trucks in which the system will be operated.

The purpose of this document is to elaborate on the project details and related conditions.

2. **Pilot project content:**
    a. GreenQ trucking system - Five units for a period of six months
    b. Control panel for Internet access to the end user for the pilot period
3. **Details of the system components**
    a. Trucks compacted and trimmed:

       Sensors to be installed on trucks: Wight, Location, TIN Identification

    b. Documentation systems
       i. video camera will be installed to document the evacuation operation for research purposes
       ii. Telemetry equipment
           1. Electronics boxes: Number of boxes will be installed in a manner that does not affect the functional functioning of the truck.

2. Installation of antennas

3. All equipment will be installed in accordance with the conclusion of the joint site survey.

   c. <u>System core:</u>

      i. Setting up a user's access on GreenQ cloud service for _____

      ii. Administrator access to control panel - providing access to the system on an internet basis.

   d. Building the notification structure for the user - Before the pilot commencing, marking in the software each waste bin and operation of the truck that is installed. Then creating notification for each event the customer is interested in (Upper and lower threshold, Truck work Out of area, Truck work Out of timeframe, etc.)

4. **SLA (Service Level Agreement)**

   a. <u>Storage and protection of information:</u>

      i. Commitment to availability of the system on an annual basis - 99.95%

      ii. The system and data are stored in Microsoft Private Cloud

      iii. Private and secure network

      iv. High standards for data protection system

      v. Encrypt user access to the system using SSL / TLS

   b. <u>Technical Support:</u>

      i. Online support will be given during work hours (07:00 - 16:00 Spanish local time) - treatment will begin within an hour.

      ii. In the event that a team is required to repair the GreenQ system components installed on the truck - start treatment within 2 business days.

      iii. Responsibility for faults and damage: GreenQ will be responsible for any malfunctions caused by reasonable use of the system. If the system is damaged or stolen, no alternative system will be provided.

Main Events and suggested timeline:

No	Event	Description	Duration	Means	Participants	Timeline	Remarks
1	**Site Survey**	Measuring the trucks, Configuration summary	4 Hours per truck	The truck	Driver, Technical team, GreenQ rep., R&D Rep.	ARO - 00	
2	**Interface definition**	Meeting to characterize user needs at the system manager level	2 Hrs.		GreenQ rep., R&D Rep.	After ARO – to be scheduled	All graph and alerts needs definition
3	**Installation**	Installing system on the Truck	1 Day per truck	Truck	Driver, Technical team, GreenQ rep., R&D Rep.	ARO + 30 Days	Require truck for the entire day
4	**Interface introduction**	Presenting interface to the users	2 Hours		Operator, GreenQ rep.,	After ARO+30, to be scheduled	
5	**Test week 1**	Checking system on field	6 Days	Truck Tagged bins	Waste Collection team standard work	After ARO+30, to be scheduled	First week for data collection

No	Event	Description	Duration	Means	Participants	Timeline	Remarks
6	**Calibration 1**	Lifting calibration bins	20 Min	Truck + Tagged bins	Truck + Driver	ARO+37	
7	**Midterm feedback meeting**	Managers meeting to learn from the reports and alerts	1 Hour	---	R&D Rep. GreenQ rep.	ARO+60	1 month after project start running
8	**Pilot recap**	Summary meeting in management level, presentation of data, conclusions, and suggestions for next steps	1 Hour	---	R&D Rep. GreenQ rep. Management Rep.	ARO+104	2 weeks after pilot termination period.

5. Costs

Item	#	Cost per item	Total	Delivery time	Details
GreenQ truck Kit				30 Days	Kit includes all hardware (Metals, cabling and electronics)
GreenQ truck Kit Installation by customer with GreenQ supervisors (Incl. travel)				30 Days	
GreenQ Software monthly use				Immediate	**Software license use, users administration, cloud server, notifications, alerts, reports and suggestions for**
		Total costs	**57,024€**		

Special condition

    a.   During the Pilot period of 3 months GreenQ will discount the software license fee – total value of discount: 7,500€

    b.   For large scale installation – Special conditions for ____ – 1 GreenQ truck kit for free on every 10 Truck Kit bought in the same order

Terms and conditions:

    i.   Price exclude taxes / VAT in case applicable

    ii.   Price FOB Israel, shipping method, import and costs TBD

    iii.   Payment terms: 50% advanced payment, rest within 30 days of installation. All payments via bank wire transfer.

    iv.   All terms and conditions are subject to customer sign on "END USER AGREEMENT"

    v.   This offer is valid for 30 days from the date of issue

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