

A decorative graphic at the top of the page consisting of a network of interconnected nodes and lines, resembling a molecular or digital structure, set against a dark background.

# DYNAWAY EAM – STANDARD IMPLEMENTATION ESTIMATE

Please find our Dynaway EAM standard implementation estimates.

Best regards,

Dynaway A/S

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## Appendix 1, Standard Dynaway EAM Implementation

### Introduction

This document describes the services for a Dynaway EAM standard implementation. This service is intended for customers that see it is an advantage to have a start-up package for budgeting in the project. It can be combined with additional services from a partner or from Dynaway.

### Specification of the delivery

A standard implementation for Dynaway EAM is estimated for 1 site, with an implementation period of 4-6 months.

Dynaway will provide a Senior Consultant with experience in implementing Dynaway EAM. Depending on availability, consultants may be dispatched from Denmark or the US.

The parties have not conducted an analysis before entering into an agreement, and the description of the delivery is therefore considered to be preliminary and intended to provide guidance of a general nature. A standard EAM Implementation does not in all cases cover the effort required to have a successful implementation of EAM.

This implementation covers setup of a standard version of EAM but does not cover any customer specific adaptations. In some cases, the customer will require customer specific adaptations. This is typically required when there are requirements that cannot be handled by configuration of the standard solution. In addition, travel time, travel expenses, meals and accommodation are not included.

### Estimated standard Dynaway EAM implementation services

Dynaway EAM			USD	
Quantity	Unit	Description	Price per unit	Total price
8	Hours	Project initiation and planning.	240	1,920
16	Hours	Technical assistance.	240	3,840
144	Hours	3 on-site workshops including preparation, hand-outs and follow-up. - 4 days. Education and setup. - 4 days. Maintenance process validation. - 4 days. Conference room pilot.	240	34,560
80	Hours	Online sessions and on-going implementation support. <i>Estimated ½ day per week for 20 weeks.</i>	240	19,200
16	Hours	Go-live support. <i>Estimated ½ day per week for 4 weeks</i>	240	3,840
16	Hours	Project Delivery.	240	3,840
280 Hours - Total investment in USD				67,200

## Specification of included services

### Project initiation and planning

An initial kick-off meeting including creating a project and working on a project plan based on our experience.

### Technical assistance

Unless otherwise stated, the installation of Dynaway EAM is the responsibility of the customer. As Dynaway has experience in deploying EAM at customers, we will provide extended assistance for the installation of the Dynaway EAM module to your internal IT department and/or a 3rd party.

### On-site workshops

Based on our experience, we include 3 workshops in a standard implementation. Workshops are intended for super user training, validating processes and setting up the application.

### Online sessions and on-going implementation support

Based on our experience, we include ½ day implementation support per week to super users throughout the implementation period.

### Go-live support

Typically, we are not required on-site during go-live. This activity covers remote support during the initial weeks of go-live.

### Project Delivery

This activity covers internal project follow-up and status meetings throughout the project.

## Services not included

### Training and setup of standard modules in Microsoft Dynamics

The implementation services do not include training and setup of standard modules in Microsoft Dynamics. Only a minimum setup will be provided as part of the standard EAM implementation.

Dynaway EAM may require additional setup in standard areas of Microsoft Dynamics.

These areas are:

- General ledger
- Fixed Assets
- Project Management and Accounting
- Human Resources
- Product Information Management
- Inventory Management
- Procurement and Sourcing

### Customization(s)

The standard implementation does not include customizations. Any customizations identified throughout the implementation must be handled as change requests or in a separate statement of work.

### **Integration to external system(s)**

The EAM standard implementation does not include integration points to external systems. Any integrations identified throughout the implementation must be handled as change requests or in a separate statement of work.

### **Project management**

It is the customers responsibility to plan and manage resources throughout the implementation.

### **Managing environment(s)**

It is the customers responsibility to deploy and maintain Dynaway EAM in all environments. In case a new version of Dynaway EAM is released during the implementation project, support for upgrading to such a new version is not included in this estimate.

### **Converting legacy data**

The implementation estimate does not contain data conversion efforts. It is assumed that the customer is responsible for data migration efforts, i.e. exporting from legacy systems, data cleansing and importing data into EAM.

### **End-user training**

It is assumed that the customer is responsible for end user training including creating customer specific training if needed. Typically, this is done by super users.

## **Additional work-shops**

In case the project includes complexities not found in the standard implementation like for instance complex data migration, advanced intercompany setup, integration requirements or implementing EAM on multiple sites, additional workshops may be required.

The following list our work-shop package pricing:

3-day workshop	9,600 USD
4-day workshop	11,500 USD
5-day workshop	13,500 USD

A workshop includes preparation, platform validation, platform preparation, hand-outs and workshop follow-up. Travel time, travel expenses, meals and accommodation are not included.

## **Appendix 2, General price information**

### **Travel time and expenses**

Travel time is invoiced at 50% hourly rate, maximum 16 hours per travel day. Dynaway will ensure that work is coordinated and planned in such a way that travel time in connection with any agreed tasks not included in the delivery is minimized as far as possible.

Any expenses incurred by Dynaway in connection with the performance of the agreed services shall be reimbursed by the customer. Extraordinary expenses must be approved by the customer before they are incurred.

## **Location for the delivery of services**

The services will be performed at Dynaway's business address unless otherwise agreed.

## **Additional services**

If the customer's failure to contribute results in Dynaway having to use additional resources, the customer shall be invoiced at the rate of USD 240 per hour as agreed.

## **Management of change requests**

The management of customer requests for changes to the delivery by Dynaway shall be invoiced according to time spent and at the rate of USD 240 per hour.

## **Estimates**

Unless otherwise specifically stated, the figures are estimates based on typical customer's requirements and the specifications set out in this document. The estimates are not binding to Dynaway, and Dynaway is thus – irrespective of any estimates stated – entitled to invoice the customer based on the actual time spent on the task. If the estimates are materially exceeded, the customer must be informed accordingly so that the parties can reach mutual agreement on the necessary consequential adjustments. Information may be provided via a project site or similar.

Unless the exceeding is attributable to Dynaway's material breach of the agreement, Dynaway shall not be liable for the results if the customer requests that the work associated with the delivery be discontinued in the event that an estimate is exceeded.

If the customer requires Dynaway to discontinue the work, the customer shall only be invoiced for time spent up to that point.

## **Adjustments**

Dynaway is entitled to adjust its hourly rates as of 1 January by the percentage change in the index of salaries in the private sector published by Statistics Denmark. If this index is no longer calculated, adjustments shall be made on the basis of a corresponding index.

## **Terms of payment**

### **Monthly invoicing**

The delivery is invoiced monthly in arrears according to the actual time spent during the period.

### **Terms of payment**

The terms of payment are 15 days net.