

To provide the best possible pricing to our customers, SightLine Applications offers volume discounts with the option of scheduling deliveries over a generous period. Price breaks through 100+ units are included in the published price lists and higher volume price breaks can be provided.

Customers taking advantage of SightLine's volume pricing must take delivery of the quantity within the agreed period. If the customer is unable to take delivery within this time frame, they are responsible for paying the price difference for the quantity delivered. SightLine does not charge a penalty fee, but the customer has an obligation to pay the price applicable for the quantity delivered.

Please contact the SightLine sales team at sales@sightlineapplications.com to discuss how this type of arrangement can be best implemented for your specific orders.

Options

- I. The customer provides a purchase order for total amount that defines deliveries over an agreed timeframe.
- II. Purchase order provides an open blanket commitment, and then subsequent delivery POs define delivery dates.

Delivery Timeline

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| For orders for 20+ units (first price break): | SightLine can extend a 3-month period to take delivery of all units on the blanket PO |
| Orders for 50+ units (all other price breaks): | 6-month period to take delivery of all units on the blanket PO. |

Process

The following is a simple overview of how customers should add documentation to their purchase orders to support a blanket order which can be smoothly implemented:

- Customers place a master blanket PO that defines the total quantity and written agreement on an end date and responsibilities. The PO must include clear acknowledgement of the blanket PO:

This is a blanket PO for XX units. Separate delivery POs will be placed to decrement this purchase quantity. We agree to take delivery of all XX units on this blanket PO prior to MM-DD-YYYY or be responsible for paying the quantity discount delta for delivered units. Qty XX pricing applies.

- Customer provides delivery PO's which reference the master PO and delivery total status. This will help ensure that we are on the same page with respect to how many units have been delivered against the master PO. Include the following language in the delivery PO:

This is a delivery PO for units against Blanket PO #####. A total of N of the blanket purchase quantity of XX units will have been delivered after completion of this order. Qty XX pricing applies.

- For software license upgrades, customers would provide a slightly different version of a delivery PO, which would include the following:

This is a license upgrade PO for units delivered against Blanket PO #####. Qty XX pricing applies.