

Date 03/27/2014
Customer 555555555
Quote 100015133
Page 1 of 9

METTLER TOLEDO

Address 1900 Polaris Parkway
Columbus, OH 43240-4035
Phone (800) METTLER
(800) 638-8537
Fax (614) 438-4900
Email USSales@MT.com

www.mt.com

Quote Prepared For

John Doe
ABC Company
123 High Street
Columbus, OH 43240

Purchasing
john.doe@abccompany.com
(P) 555-555-5555

Sold-To

ABC Company
321 High Street
Columbus, OH 43240

Ship-To

ABC Company
321 High Street
Columbus, OH 43240

Bill-To

ABC Company
321 High Street
Columbus, OH 43240

Dear Customer,

At METTLER TOLEDO, we appreciate your business. After another successful year of partnership, we are pleased to provide you the following quote to renew your service agreement.

To complete your renewal and to continue uninterrupted service, action is required:
Please return your signed quote and Preferred Payment Method form to servicerenewals@mt.com. You can download the Preferred Payment Method form at www.mt.com/na-renewal.

Your service agreement is designed to help you maximize uptime with priority scheduling and support from our experts when you need it, on-site or remote. It also means keeping you compliant and worry-free thanks to our validation, documentation, testing and calibration certificates. We have the solution for your regulatory needs.

Please review the details of your agreed services and equipment for accuracy. If you have any questions regarding what is covered in your Service Plan(s) or require changes, please contact us at 1-877-483-1831. Please note: any changes to services or equipment could affect your final pricing.

We look forward to speaking to you and servicing you in the coming year.

Sincerely,

METTLER TOLEDO Service
Find out more at www.mt.com/na-renewal

Ms. Brandy Petit
Administrator Contract
Email : Brandy.Petit@mt.com
(P) : +18774831831
(F) : +18663906361

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Service Agreement Amendment

Quote Prepared For

John Doe
 123 High Street
 Columbus, OH 43240
 (P) 555-555-5555

These dates indicate the start and end date of your proposed service agreement. In this example, it is a 3 year service agreement.

As this is a service quotation, meaning pending customer approval, this date indicates until when the following quote prices and details are valid. If approval is not given prior to the validity date, prices and service plans may be subject to change.

Duration and Agreements

Proposed Start Date	04/01/2014
Proposed End Date	03/31/2017
Quotation Valid To Date	04/24/2014

Sold-To

ABC Company
 321 High Street
 Columbus, OH 43240

Ship-To

ABC Company
 321 High Street
 Columbus, OH 43240

Bill-To

ABC Company
 321 High Street
 Columbus, OH 43240

Service Description	Visit(s)	Line Total
Service Plan 100	12	773.99
Basic Preventive Maintenance		
Service Plan 200	12	5,967.12
Basic Preventive Maintenance		
Calibrate Local		
Total USD		6,741.11

- The first page(s) of the quote give a high level summary of
- Each group of services (i.e. a Service Plan)
 - The number of service visits over the life of the agreement
 - Subtotals for each Service Plan
 - Total cost of the agreement over the entire agreement duration

In this example, \$6,741.11 is the total cost of the services to be rendered over 3 years, or approximately \$2,247 per year. This can also be further broken down by service visit, i.e. \$2,247 / 4 visits per year = \$561.75 per service visit.

Additional details of what is included in each Service Plan, including visit dates, services to be performed, and assets on which the services relate are in the following pages.

Thank you for your Business!

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Service Agreement Amendment

Customer Acceptance

Authorized Signature

Printed Name

Date

Purchase Order

Your service agreement is accepted once you have signed this portion of the quote and provided an updated Form of Payment form.

Provide a credit card number by calling (800) METTLER / (800) 638-8537

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Service Agreement Amendment

Service Plan 100

<u>Target Dates</u>	<u>Tolerance</u>
06/01/2014	1 Month
09/01/2014	1 Month
12/01/2014	1 Month
03/01/2015	1 Month
06/01/2015	1 Month
09/01/2015	1 Month
12/01/2015	1 Month
03/01/2016	1 Month
06/01/2016	1 Month
09/01/2016	1 Month
12/01/2016	1 Month
03/01/2017	1 Month

In the following pages, you will see the details behind each of the Service Plans (or buckets of similar services).

To the left, you can see each of the targeted dates when a METTLER TOLEDO Service Technician will be visiting your location. The Tolerance of 1 month indicates that it is not necessarily the first of the month, but within 1 month of the Target Date.

What will the technician perform during these visits? The services performed can be found under the Service Description - in this case, Basic Preventative Maintenance.

Which assets will be serviced? The Equipment Covered lists the Serial Number and basic description of each device that will receive the services covered under that Service Plan - on this page, Service Plan 100.

<u>Service Description</u>	<u>Visit(s)</u>	<u>Line Total</u>
101 Basic Preventive Maintenance	12	773.99
Sub-Total USD (Service Plan 100)		773.99

Equipment Covered

<u>Serial Number</u>	<u>Description</u>	<u>Asset Number</u>	<u>Customer Location</u>
001149906KJ	IND_IND226 TERMINAL		
00186856BK	IND_56H1000AB000A00		
0035419-6GE	IND_PANTHER PLUS SCALE TERMINAL		
0036898-6GE	IND_PANTHER PLUS SCALE TERMINAL		
04045496GM	IND_OHAUS_T51P		
1336100020	IND_RICE LAKE IQ200 DIGITAL WEIGHT INDI		
2982589-7BK	IND_IND439CHECK (1X		

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Equipment Covered

Serial Number	Description	Asset Number	Customer Location
	IDNET/AC)		
53356335AE	IND_LYNX HRSH		
B142345439	IND_560 HD ALC INDICATOR		
B146454814	IND_560 HD ALC INDICATOR		

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Service Agreement Amendment

Service Plan 200

<u>Target Dates</u>	<u>Tolerance</u>
06/01/2014	1 Month
09/01/2014	1 Month
12/01/2014	1 Month
03/01/2015	1 Month
06/01/2015	1 Month
09/01/2015	1 Month
12/01/2015	1 Month
03/01/2016	1 Month
06/01/2016	1 Month
09/01/2016	1 Month
12/01/2016	1 Month
03/01/2017	1 Month

Similar to Service Plan 100, Service Plan 200 outlines the dates of services, services to be performed and which assets will receive this service.

As you can see, Service Plan 200 not only contains Preventative Maintenance, but also Calibration. So all of the devices listed under Equipment Covered in Service Plan 200 will receive both services.

<u>Service Description</u>	<u>Visit(s)</u>	<u>Line Total</u>
201 Basic Preventive Maintenance	12	2,141.38
202 Calibrate Local	12	3,825.74
Sub-Total USD (Service Plan 200)		5,967.12

Equipment Covered

<u>Serial Number</u>	<u>Description</u>	<u>Asset Number</u>	<u>Customer Location</u>
04500797	BENCH_DS425		
10898691LA	FE1_2158 MT 500LB 30X30 5KD		
1125080812	AB104-S_BASIC BAL W/RS 110g X.1mg GIS		
1125151611	PG603-S_BAL STD 610g X 0.001g		
1125240443	SB16001_BASIC TOPLOADING BALANCE		

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Equipment Covered

Serial Number	Description	Asset Number	Customer Location
1158246-1DK	FE1_2158 MT 1K 3X3 5KD		
1119023290	PG802-S_PRECISION ELECTRONIC BALANCE		
1336100020-B1	BENCH_RICE_LAKE_RL2100		
16358926GM	BENCH_OHAUS_D60HL		
1670	BENCH_BULLSEYE		
1800	BENCH_BULLSEYE		
20688752F	BENCH_SCALE_EQUIPMENT		
20771672PF	FE1_WEIGHING EQUIP		
2205-	BENCH_BULLSEYE		
23303292YL	BENCH_PORTABLE SCALE		
23508162VM	BENCH_PORTABLE SCALE		
2993042	BENCH_PBA430 BENCH AND STAND SCALE		
54443	LTI_2000		
55529975AJ	BENCH_6KG/12# SPEEDWEIGH NO LIP		
6433200136	BENCH_PBA226-B30 400X500MM 30KG (16X		
L8F40067	BENCH_3608		
P07044	PM300_ELECTRONIC BALANCE N/A		

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Service Agreement Amendment

Service Plan 300

<u>Duration</u>	<u>Dates</u>
Proposed Start Date	04/01/2014
Proposed End Date	03/31/2017

<u>Pricing Agreements</u>	<u>Discount</u>
Break / Fix	(34.00%)
Bussi Support SVC HR	(34.00%)
Customization HR	(34.00%)
Installation HR	(34.00%)
Remote Service HR	(34.00%)
Setup and Config HR	(34.00%)
Uninstall Service HR	(34.00%)

If your service agreement includes negotiated discounts for particular services outside of your regular Preventative Maintenance and Calibrations, you will see the discount percentage reflected in an additional bucket - here, Service Plan 300. Generally, all of the equipment covered in your previous Service Plans is also applicable to the discounts in the final service plan.

Equipment Covered

For details on the equipment covered by this price agreement please contact your Mettler Toledo representative.

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Service Agreement Amendment

Terms and Conditions

Payment Terms	Due 30 Days from Invoice Date
General Conditions	This order is expressly subject to the METTLER TOLEDO Standard Terms and Conditions of Sale, which can be accessed at www.mt.com/legal and are incorporated herein by reference.
Quotation Valid Until	04/24/2014
Pricing:	
2014	
2015	
2016	

Thank you for your Business!

METTLER TOLEDO