

PRICING ESTIMATE FOR SCHODICO\_V2 (U.S. AND CHINA ONLY LICENSE FOR USE OF GREENGUARD MARK)

Step 1A: Achieving Certification

Number of Categories: 1  
Required Profile Study Tests 4

Application Fee to GREENGUARD (\$3000 total/50% applied in Step 1A)	\$ 1,500
Manufacturing Review (Visit)	\$ 2,000
Profile Study Testing	\$ 6,400
Initial Certification Test	\$ 7,000
<b>SUB TOTAL</b>	<b>\$ 16,900</b>

These two steps get the manufacturer certified (which may take up to 4 - 5 months) plus the first full year in the program. Therefore, the \$28,550 for these two steps will get them about 16 - 17 months down the road.

Note: This comes from the logic built into the Seating spreadsheet (the new one)

Note: This takes the number of profile study tests from B6 and multiplies it times \$1600 per test

As indicated by the red arrows, a 60/40 split covers the critical Step 1A tasks

Step 1B: First Full Year in the Program

Application Fee to GREENGUARD (\$3000 total/remaining 50% in Step 1B)	\$ 1,500
Licensing + Administrative Fee to GREENGUARD	\$ 5,500
Quarterly Tests for Year 1	\$ 4,650
<b>SUB TOTAL</b>	<b>\$ 11,650</b>

\$ 17,130 60% INVOICE 1 - to be paid upon signing of contract

\$ 11,420 40% INVOICE 2 - to be paid upon awarding of certification

INITIAL INVOICE SET FOR ACHIEVEMENT and YEAR 1 \$ 28,550

\$3,500 Base license Fee Assumes Company Size less than \$50 M M annual revenue and a U.S. and China only use of GREENGUARD mark. Total of \$5,500 includes the \$2,000 Annual Admin Fee. This fee is calculated based on a license fee applet. We hope to get the new version to you next week. However, the proposed fee will need to be electronically submitted to GEI (Ethleen Howell) for approval. We do that here in the States as well. It serves as a check and balance process.

STEP 2: Year 2 and Each Recurring Year

Annual Certification Test	\$ 7,000
Licensing + Administrative Fee to GREENGUARD	\$ 5,500
Quarterly Tests for Year 2	\$ 4,650
<b>YEAR 2 (and 3 and 4.....)</b>	<b>\$ 17,150</b>

\$ 17,150 100% INVOICE 3 - to be paid at the end of Year 1 but before Annual Certification Test

The Fee for each additional year would be \$17,150 to be billed annually