

2/ Pricing - Overview

Product Code	Description	Qty	Price in USD
<u>Kongsberg Table</u>			
97ar5358Z	Kongsberg XN20 (Clemson Demo Unit)	1	
	- X-pad		
	- i-Camera		
	- Conveyor System		
	- i-cut Production Console Packaging Production		
	- Hardware kit for iPC		
	- Roll feeder for XN20		
<u>Kongsberg Training and Shipping</u>			
96TR001	Kongsberg Table Install & Training	1	
9649558Y	Shipping & Handling XN20 Table	1	
<u>Kongsberg Perf Tool</u>			
97AR5408	60MM Tool Insert	1	
97AR5517Z	Perforation Wheel Package	1	
Grand Total			99,380.00
<u>Optional Kongsberg Re-Winder</u>			
97AR5791	Take-Up Unit	1	15,400.00

3/ Product Descriptions

X-pad tool calibration device (retrofit)

X-pad is a pressure-sensitive pad that very accurately calibrates the vertical operating level of all the tools. X-pad is device-connected to the control unit with a cable, placed on the tabletop only when needed.

The main benefit of this feature is that knife blade and milling bit changes become much faster and also much safer, because operator errors in connection with such changes are eliminated. Such errors may destroy expensive material and, in serious cases, damage the cutting underlay or even the tabletop itself. X-pad is of particular importance for milling jobs that involve use of differently shaped milling bits.



i-Camera retrofit for XN/X series with FlexiHead



Includes all required hardware to run vision jobs, like camera, light source, bracket & cabling for XN tables already installed with FlexiHead. i-cut Production Console is required. In case of FlexiHead already equipped with ARS or i-cut camera this option is not required, but recommended for barcode reading. The combination of i-Camera and the i-cut Production Console Pack or Sign license makes vision cutting easy. Vision cutting includes detection of registration marks (circles, donuts, crosses), sheet edges as well as barcodes (QR, Data Matrix, Code 39).

Conveyor system for XN20 (field retrofit - including belt)

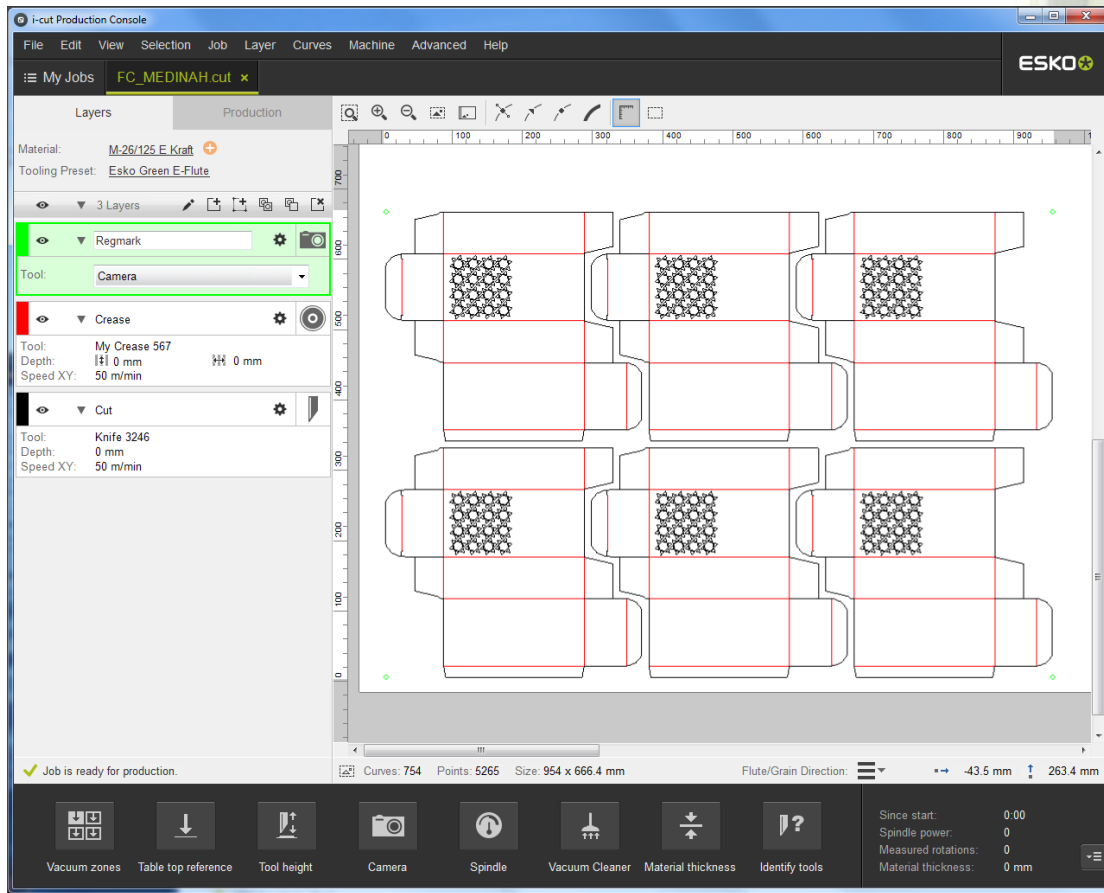
The XN20 can be equipped with a conveyor system for automated material processing. This option enables continuous loading of material and it can be combined with optional devices for roll feeding and/or sheet feeding.

The control of the conveyor feed is done from the i-cut Vision system, which contains powerful features to speed up production based on automated feeding.

It is also possible to add one or two optional conveyor extension modules to provide a load or off-load zone for the operator to work outside of the reach of the movable parts of the table.

Migrate i-cut Vision Pro to iPC Pack Production package

The Pack Production license builds on the feature set of X-Guide, but is enriched with a number of features for data import, curve editing, print to cut registration and short run production. Usability is greatly improved due to a new state of the art user interface.



- iPC with Pack Production license is designed for short run productions. Hence a number of features assisting the operator to supervise, interrupt or optimize production as it is progressing, are included. iPC also include features like:
 - A MyJobs list with links to all jobs waiting to be produced. Sort jobs based on criteria like due date or material. Prepare one job while producing another by opening several jobs from MyJobs list.
 - Estimation of cutting time based on geometry of the design, copies, tool / tool parameters etc.
 - Tracking of job progress, like job status, remaining production time and copies produced/remaining
 - Easy job setup by factory or customer defined Tooling Presets and Cutting Profiles. A wide range of Tooling Presets with tool recommendations for common materials are included.
 - MultiZone Production feature for loading / unloading one table section while producing on the other. Note: Maximum job size when working in MultiZone mode is equal to work area of table in Y direction, 1450mm / 57" in X, except X48 table size where limitation in X is 3050 / 120".
 - Wide range of tool parameters to optimize quality of cutting, creasing, milling etc. Includes also flute / grain dependent control of creasing depths.
 - Add nested layouts for mixing of designs on a sheet and / or step & repeat of a single design.
 - Automated curve optimizations like "Sample making", "Remove double lines" and "Avoid overcuts".
 - Tools for interactive curve editing to optimize cutting speed and quality. Examples: Tool offsets, mirroring, merge curves, split curve, smooth curves, change start point of curve, invert curve directions, make rounded corners.
 - Print to cut alignments tailored for structural designs, like Placement and Linear compensation. The system works with strategically placed registration marks – circles or crosses – that are

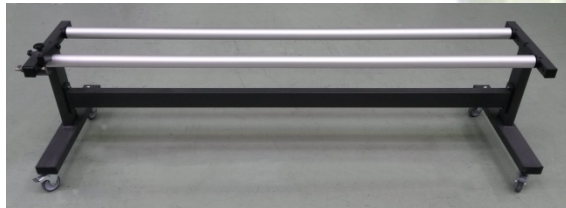
printed along with the graphics and used to align the cutting path. Automated registration mark detection requires the optional camera which is integrated into the tooling system. A laser pointer can be used for manual registration.

HW Upgrade kit for iPC migration

The HW upgrade kit for iPC migration upgrades the PC to the latest model delivered by Esko. A Windows 7 or 10 PC and a 24" monitor are supplied. Included is also a modification kit to mount a 24" monitor and a Mini-Tower model PC in the Revolving Work Station. This workstation was made for a desktop PC and smaller monitor with a different foot.

Roll Feeder for C and X 2x table models

The Roll Feeder is designed for automatic transportation of any kind of material onto the cutting table.



flexible
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tension.

Key features

- Tension brake with easy friction adjustment. Latch for locking / unlocking material roll without changing the
- Two aluminium rollers offer a choice of core suspension or perimeter suspension of the material rolls. In case of core suspension the second roller can be used for improved tension control, see picture. The rollers are anodised to avoid any damage to the printed material during feeding. Core suspension also avoids the problem of denting heavy rolls, which has been identified as a problem with perimeter suspension.
- Serrated conical roll clamps fix the material core positively to the roller shaft.
- Elevated roll suspension level provides improved ergonomics when loading rolls.
- The roll feeder comes with wheels for transportation of material from stock or printer to the cutting table.
- Adjustable brackets mounted to the table base ensure that the roll feeder is perfectly aligned with the table. Precise alignment is the key to wrinkleless feeding onto the table bed. The brackets have docking for simple and exact repositioning of roll feeder after material transportation.

Table model compatibility with the 2x Roll Feeder

Kongsberg C24
Kongsberg X20, 22 and 24
Kongsberg XP20, 24
Kongsberg XN20, 22 and 24

iPC Sign or Pack Production license or i-cut Vision Pro and the conveyor feed option are required for automatic load with the RollFeeder.

Combination with sheet feeders

An optional docking kit for using this feeder in combination with the i-BF20 board feeder is available.

i-sf sheet feeders used for the 20 and 40 series of Kongsberg tables cannot be used in combination with this roll feeder.

Material limitations

The roll feeder can handle:

- Roll diameters from 50mm / 2" (80mm / 3" with perimeter suspension) to 400 mm / 16"
- Material core min / max diameter (core suspension): 65 - 85 mm (2.5" - 3.3")
- Roll width: Limited by the conveyor system on the cutting table, see machine specifications
- Max roll weight: 50 kg / 110 lbs.

4/ Service Offerings

Esko considers the well-being and profitability of its customers' business as the best guarantee for its own success and continuity. That is why we have developed a wide range of specialized customer services. Through these services we help our customers maximize the uptime of their configurations and increase their profits.

Esko's customer services are extremely easy to call upon whether it is via email, the Internet or the telephone. The services provided are efficient, reliable and fast, wherever your business is located. The range of services is comprehensive and can be combined in a service program exactly matching your specific requirements and budget.

Facilities

Esko North America offices:

Miamisburg, Ohio – North American Headquarters

Ludlow, Massachusetts – Software Development and CAD Support

Our Customer Service Engineers are strategically located throughout North America and are backed by a group of specialists in these regional offices.

Response Times & Problem Resolutions

Currently 95% of all calls placed through the Competency Center are returned by an Esko engineer within a one hour time period.

98% of all software and 50% of all hardware calls are solved via telephone support.

For Hardware Premium contract customers on site technical support is provided on the next business day during normal operating hours.

Service programs

Esko offers a series of service programs to match your specific requirements.

Easy to budget the costs of support and maintenance in advance.

Possibility for migration to another program.

Possibility to extend the program with additional services.

Each program is modular and flexible. Customized service arrangements can be made with the competency center.

Esko's entire service organization is focused on maximizing your uptime while reducing the cost of service. People, technology, dedication, and vision are key elements in making your staff and systems the most productive in the industry.

Other Services

Escalation Policy

Maximizing the uptime of the customer's installation is Esko's goal. Esko partners with its customers to ensure the customers' daily production needs are met. The support team is a qualified, well-trained group of individuals. However, should a problem go unresolved, there is a support escalation policy in place. The team is regularly trained on the latest hardware and software developments from the product groups throughout the world. In the rare instance when the North American team is unable to solve a problem, members of the product group are involved to determine the solution. These escalation practices are implemented on a case-by-case basis in order to best meet the customers' needs.

Productivity Training and Consultancy

Esko's basic training courses teach your operators how to use all the functions of their system and takes place in one of our training centers. The Productivity Training though, takes place on-site, and focuses on how to use the system most efficiently within your workflow. It shows your operators when and how to use what function for the highest productivity.

At a more advanced level, Productivity Consultancy involves analysis and definition of your entire workflow. This may result in extensive workflow automation, for enhanced throughput and maximized cost-efficiency.

5/ General Sales Conditions

1. Taxes

All prices are exclusive of any and all sales and use taxes.

2. Training

Unless otherwise noted, Esko travel and living expenses are included.

3. Warranty

Software is warranted for 90-days from the delivery date. All CDI equipment is warranted 90-days starting from the installation date. Kongsberg tables are warranted for 12 months from installation date. For more details please refer to Article 9 of the Esko General Terms and Conditions of Sale.

4. Delivery/Shipping

Ninety (90) to one hundred twenty (120) days from date of order.
The Sales Price does not include any special delivery or handling needs.

5. Payment terms

In the event of any conflict or inconsistency between these payment terms and those described in Article 6 of the Esko General Terms and Conditions of Sale, these payment terms will apply.

Invoiced 100% at Shipment--
30% Net at Order submission to Order Mgmt.
40% at Shipment due Net 15 days and Before Installation
30% at End of Installation, due Net 15 days

6. Prevailing terms for Software Subscriptions

License fees are recurring fees that become due as per the below.

The subscription fee for the Initial Period (per year or per month) shall be invoiced upon receipt of the order. Further invoicing shall occur on a recurring basis, each time prior to the commencement of the renewal Subscription Period.

Payment terms are 30 days following invoice date.

For a product with a Subscription Period of one year with invoice periods per month, the monthly subscription fee shall be 1/12 of the price listed above for the total subscription period.

Delivery occurs by making the Software available for electronic download, following receipt by Esko of the payment relating to the Initial (subscription) Period.

7. Validity

This Quotation remains valid for thirty (30) days.