



EPV expenses when supporting Partners in their countries

November 2015

This note provides the rules to be used to split expenses between Partners and EPV Technologies (EPV) for activities performed by EPV people outside of Italy.

Please note that this document is an update of the original document dated February 2011. Updated parts are underlined.

a) Pre sales and technical activities

One of the following policies has to be used depending on partnership seniority:

- Policy 1, this policy applies to Partners with a partnership seniority lower than 3 years. Costs will be shared as follows: EPV will pay the international travel expenses to the Partner territory. Partners will pay local travel expenses and living expenses such as accommodation and meals. No charges for EPV people work; this policy also applies to territories with no customers.
- Policy 2, this policy applies to Partners with a partnership seniority greater than 3 years and lower than 6 years. All live costs (flight, accommodation and meals) will be paid by Partners. No charges for EPV people work.
- Policy 3, This policy applies to Partners with a partnership seniority greater than 6 years. Live and work costs (600 Euro per day) will be paid by Partners. Each Partner in Europe and Middle East will have a bonus of 1 visit per year free of work costs with a maximum of 3 days. Each Partner outside Europe and Middle East will have a bonus of 1 visit per year free of work costs with a maximum of 5 days.

b) General marketing activities (such as presentations at conferences, presence at booth, seminars, etc)

The split of expenses has to be agreed case by case. No work charges will apply.

c) Expenses refund

Total EPV Expenses will be invoiced to each Partner at the end of each quarter unless different agreements were made beforehand.