

SURGITECH discussed the methodology that will meet its needs in terms of setting a fixed price list for customers. During a meeting with ZB on August 10, 2022 it was agreed that SURGITECH would present an example of a price list that they believe will be technically feasible taking into account major factors including but not limited to:

- Purchasing power and hospital type e.g., public, private, charitable etc.
- Product line e.g., Recon, Sports medicine, Trauma, Spin etc.
- Add-ons provided by SURGITECH such as equipment and consumable items. And Culture.

It was also agreed that Sales Managers would offer up to **5% discount only when necessary**.

Every sales department will have its own approved Price List (one Price list). It will be used to generate a **unique** Price Lists for different hospitals with a price flexibility range of 30% decrease from the prices listed in it:

PRICE LIST RECON		SPORTS MEDICINE		TRAUMA		SPIN		Equipment	
DESCRIPTION	PRICE	DESCRIPTION	PRICE	DESCRIPTION	PRICE	DESCRIPTION	PRICE	DESCRIPTION	PRICE
Product 1	8,000	Product 1	10,000	Product 1	20,000	Product 1		Product 1	
Product 2	7,000	Product 2	8,000	Product 2	18,000	Product 2		Product 2	
Product 3	1,500	Product 3	6,000	Product 3	16,000	Product 3		Product 3	
Product 4	3,000	Product 4	4,000	Product 4	14,000	Product 4		Product 4	
Product 5	4,500	Product 5	2,000	Product 5	12,000	Product 5		Product 5	

Hospitals and Sales Representatives will have to stick to the prices listed in the fixed Price List that is provided by the sales department to the hospital.

The below price lists are examples of how price lists will be generated:

Note: Please keep in mind that the **percentages in RED** will not appear in the price list sent to customers. It is only written here to help the reader understand the concept.

HOSPITAL 1		HOSPITAL 2		HOSPITAL 3		HOSPITAL 4		HOSPITAL 5	
RECON -5%		RECON -10%		RECON -15%		RECON 0.0%		RECON -7%	
DESCRIPTION	PRICE	DESCRIPTION	PRICE	DESCRIPTION	PRICE	DESCRIPTION	PRICE	DESCRIPTION	PRICE
Product 1	600	Product 1	7200	Product 1	6,800	Product 1	8,000	Product 1	7,440
Product 2	650	Product 2	6300	Product 2	5,950	Product 2	7,000	Product 2	6,510
Product 3	425	Product 3	1,350	Product 3	1,275	Product 3	1,500	Product 3	14,880
SPORTS MEDICINE -10%		SPORTS MEDICINE -15%		SPORTS MEDICINE -10%		SPORTS MEDICINE -30%		SPORTS MEDICINE -5%	
Product 1	900	Product 1	8,500	Product 1	9,000	Product 1	7,000	Product 1	9,500
Product 2	200	Product 2	6,800	Product 2	7,200	Product 2	5,600	Product 2	7,600
Product 3	400	Product 3	5,100	Product 3	5,400	Product 3	200	Product 2	5,700
TRAUMA -15%		TRAUMA -10%		TRAUMA -13%		TRAUMA -8%		TRAUMA 0.0%	
Product 1	17,000	Product 1	18,000	Product 1	17,400	Product 1	18,400	Product 1	20,000
Product 2	15,300	Product 2	16,200	Product 2	15,660	Product 2	16,560	Product 2	18,000