

WE WOULD LIKE TO OFFER YOU AN OPTION WITH REDUCED SCOPE AND INCLUDING AN INVESTMENT FROM OUR SIDE

- We would like to provide you with **an option to reduce the scope of activities** of our initial proposal. In this option we reduce the number of interviews conducted with demand side parties to 3 (1 per each application) and the number of interviews with VIPA members to 10. This will mean we do less interviews to sanity check results across geographies. But we are convinced that we can **still provide a highly valuable deliverable to you**.
- We as Ecofys are **highly motivated to support you** in your market study and to build a long-term relationship with VIPA.
- Hence we decided to build an **Ecofys investment** into our offer and give you **a 10% discount on our rates**.
- As shown in the table below, we offer you this **optional budget of 58k€**. This price **excludes VAT and excludes travel cost**. This also **excludes cost for market studies**. (We will discuss in the kick-off which market studies could be procured.)

Position	Cost in k EUR
<i>Price for initial scope</i>	82
<i>Reduced amount on interviews (only 3 demand side parties and 10 VIPA parties)</i>	-18
<i>Price for reduced scope</i>	64
<i>Ecofys investment: 10% discount</i>	-6
Total price	58

- The comments on reduction of countries/groups of countries applies as before.
- Payment conditions are: 30% after signing the contract; 70% after final project meeting
- The General Consultancy Conditions of Ecofys 2017, which are added as an attachment, are applicable to this project proposal, including all offers and agreements (and/or changes or additions thereto). By signing the Order Confirmation for the project proposal, you confirm receipt and acceptance of the General Consultancy Conditions to the project. Any other terms and conditions are explicitly rejected.
- The project proposal is the property of Ecofys Germany GmbH. The content of this proposal may not be made known to third parties without written permission from Ecofys Germany GmbH. This project proposal is valid for a period of 21 days from the date it is drawn up.