

# DIRTEL

5, rue Barye – 75017 PARIS – France – <http://www.dirtel.net> - e.mail : [ip@dirtel.net](mailto:ip@dirtel.net)

## 1/ FINAL USER

| QUANTITY    | UNIT PRICE FROM FRANCE | UNIT PRICE IN YOUR OFFICE IN AFRICA | UNIT PRICE OF ONE CALLING UNIT | PACKAGE OF UNITS  |
|-------------|------------------------|-------------------------------------|--------------------------------|-------------------|
| FROM 1 UNIT | 381 €                  | 381 €                               | 1.5 CENT €                     | 15 €, 75 €, 150 € |

## 2/ RESELLER :

- device = 2490 € ; calling units = 1000 € → Total = 3490 € from France.
- device = 2670 € ; calling units = 1000 € → Total = 3670 € in your office.

| QUANTITY     | UNIT PRICE FROM FRANCE | UNIT PRICE IN YOUR OFFICE IN AFRICA | UNIT PRICE OF ONE CALLING UNIT | PACKAGE OF UNITS  |
|--------------|------------------------|-------------------------------------|--------------------------------|-------------------|
| BY 10 PIECES | 249 €                  | 267 €                               | 1 CENT €                       | 10 €, 50 €, 100 € |

## 3/ MASTER DISTRIBUTOR

| QUANTITY       | UNIT PRICE FROM FRANCE | UNIT PRICE IN YOUR OFFICE IN AFRICA | UNIT PRICE OF ONE CALLING UNIT | PACKAGE OF UNITS  |
|----------------|------------------------|-------------------------------------|--------------------------------|-------------------|
| FROM 30 PIECES | 200 €                  | 250 €                               | 1 CENT €                       | 10 €, 50 €, 100 € |

## 4/ NATIONAL DISTRIBUTOR – PARTNER DISTRIBUTOR

Order of 50 pieces.

| QUANTITY      | UNIT PRICE FROM FRANCE | UNIT PRICE IN YOUR OFFICE IN AFRICA | UNIT PRICE OF ONE CALLING UNIT | PACKAGE OF UNITS  |
|---------------|------------------------|-------------------------------------|--------------------------------|-------------------|
| FOR 50 PIECES | 165 €                  | 230 € + REAL FEES                   | 1 CENT €                       | 10 €, 50 €, 100 € |

## 5/ REPARTITION KEY

|  | UNIT RESELLING PRICE IN USD | UNIT RESELLING PRICE IN EURO |
|--|-----------------------------|------------------------------|
| IN THE PREMISES OF THE FINAL CUSTOMER            | 458                         | 381                          |
| TRANSPORT CUSTOMS + DELIVERY                     | 66                          | 55                           |
| COMMERCIAL ACTION                                | 28                          | 23                           |
| INSTALLATION                                     | 19                          | 15                           |
| LEGAL STRUCTURE                                  | 19                          | 15                           |
| STOCK PURCHASE                                   | 28                          | 23                           |
| SELLING PRICE TO A DISTRIBUTOR (in its premises) | 300                         | 250                          |