

To: Joe Contact, Some Company

Date: August 25th, 2021

Subject: Budgetary Quotation for Some Company's Model ___

SEL appreciates the opportunity to provide the following budgetary estimate for your product compliance needs.

PRODUCT SAFETY				
ITEM #	DESCRIPTION	ESTIMATED AGENCY COSTS AND GENERAL PROJECT INFORMATION	SEL TIME (\$220/hr)	CLICK HERE
Section 0 – Compliance Consulting:				
S0	Compliance Consulting	No agency fees for consulting projects. This is an option to open a project with SEL for this initial phase, before proceeding with the testing and certification phase. Please let SEL know if this is preferred.	20 hrs	<input type="checkbox"/>
Section 1 – US/Canadian Listing/Certification (NRTL/SCC Mark):				
S1.a OR		\$8,500 - [100% deposit] UL requires a 100% preliminary deposit from new clients and a Purchase Order from clients in good credit standing which should be made out to Underwriters Laboratories at 75 Remittance Drive, Suite #1524 Chicago, IL 60675-1524.	40 hrs	<input type="checkbox"/>
S1.b OR		\$4,000 - [50% deposit] TUV requires a 50% preliminary deposit from new clients, and a Purchase Order from clients in good credit standing for the balance which will be made out to TUV Rheinland of North America Inc., 295 Foster St, Suite 100, Littleton, MA 01460.	35 hrs	<input type="checkbox"/>
S1.c		\$6,000 - [100% deposit] CSA requires a 100% preliminary deposit from new clients and a Purchase Order from clients in good credit standing which should be made out to CSA International, at 13799 Commerce Parkway, Richmond, British Columbia, Canada, V6V 2N9.	40 hrs	<input type="checkbox"/>
S1.d	TUV - First Factory Inspection (FFI) UL - Initial Product Inspection (IPI) CSA - Initial Factory Evaluation (IFE)	\$2,000 - \$2,500 (estimated) If the factory is not presently under regular and current inspections by the certification agency, then a first inspection (called different names by each agency) must be successfully completed before products can be shipped with its Marks. This cost from the agency would be required as shown, and the time at right from SEL is optional but often crucial in helping customers comply with the inspection the first time.	12 hrs	<input type="checkbox"/>
Section 2 – European Union's CE Mark (Safety Portion of Directive Compliance):				
S2.a	Technical Construction File (TCF) 	-- There are no agency fees for TCF reports.	5 hrs additional	<input type="checkbox"/>
S2.b	Risk Analysis (for LVD) (optional)	The Low Voltage Directive requires that all products have a risk analysis performed on them. This can be done by the manufacturer or by SEL and included in the TCF package. <u>If performing your own risk analysis, please provide a copy to SEL prior to the start of testing.</u>	5 hrs additional	<input type="checkbox"/>
S2.c	TUV's GS Mark 	\$1,750 - [50% deposit] The GS Mark is issued under German national accreditation, and is a European third-party Notified Body certification.	5 hrs additional	<input type="checkbox"/>
S2.d	TUV's T Mark 	\$1,750 - [50% deposit] The T Mark is becoming a popular alternative to the GS Mark, which has been made more difficult recently by the German government's tightening of its requirements, by requiring an instruction manual or, at least the safety warnings in	5 hrs additional	<input type="checkbox"/>

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		German and confirming "proof" of EMI, acoustic noise, ergonomic and RoHS/WEEE compliance before allowing the completion of the certification.		
Section 3 – Worldwide (IEC):				
S3	CB Report (with TUV Mark above)	\$2,000 additional The CB Report will be created with TUV Rheinland at the same time as the above TUV certifications, with this cost added to the TUV Purchase Order.	10 hrs additional	<input type="checkbox"/>
L▶	Safety Subtotal: (for S0,S1.a,S2.a only)	UL - \$8,500	\$14,300 (65 hrs) + \$100 expenses*	
r▶	EMC Subtotal:	Page 3 for EMC details, total includes lab fees and SEL's time.	\$17,320	
	PO Totals:	UL - \$8,500 For agency fees, please provide a separate purchase order and deposit check (if applicable) made out directly to the desired agency. Please send PO and deposit to SEL to be forwarded with other required project documentation.	SEL - \$31,720	
	Deposits:	UL - \$8,500	SEL - \$15,860 SEL kindly requests a 50% preliminary deposit	
*Expenses will include costs, such as travel, lodging, and courier charges, etc. incurred on the project are billed at cost plus 15%.				

Thank you for your interest in SEL's services. Please provide a Purchase Order to SEL in order for us to proceed with the desired compliance route in the above proposal.

Training is always an integral part of our process. Our goal is for future efforts to become easier for all involved as our clients become better acquainted with the compliance complexities. We look forward to working with you.

Please call if you have any questions, or visit our website at www.SELdirect.com.

Respectfully,

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General Information, Assumptions and Terms

EMC/WIRELESS COMPLIANCE			
ITEM #	DESCRIPTION	ESTIMATED LAB FEES	SEL SUPPORT TIME (\$220/hr)
E0	EMC test plan (EN 61326-1)	\$440	4 hrs
E1	EMI pre-scan (radiated emissions)	\$1,080	4 hrs
E2	EMI certification tests	\$2,160	8 hrs
E3	Immunity testing	\$5,060	22 hrs
E4	Flicker and harmonics	\$460	2 hrs
E5	Reports FC and CE	\$790 / each	▼
	EMC Subtotal:	\$10,280	\$7,040 (32 hours)
	EMC Total:	\$17,320	
Please note that the estimated lab fees are incurred by SEL's usage of facilities at the test lab, are separate from SEL's charges, and will be included in SEL's invoicing so that you can prepare one Purchase Order in the above amount.			

EMC/WIRELESS PROJECT INFORMATION AND ASSUMPTIONS:

- Client to provide the software and hardware necessary to provide communications to external equipment (e.g., Ethernet network) at a typical data rate.
- Estimate anticipates testing in one mode unless otherwise specified.
- Unit to run in a continuous manner (e.g., >20 minutes continuous).
- The above assumes passing results during certification testing.
- Assumes 1 second dwell times for applicable tests.
- Consulting and/or debug beyond the hours noted above will be billed separately at the same rate.
- Cancellations – depending on the tests, SEL needs a minimum 3 business day notice prior to the date of testing. For cancellations within the 2 day window, a minimum 2 hour cancellation charge will be assessed by SEL. Plus whatever fees are charged by the test lab. If a longer cancellation window is required by the test lab, SEL will let you know.
- SEL anticipates the use of the **EN 60601-1-2:2007 EN 61326-1 EN 55022/EN 55024** standard(s).

Wireless considerations and cost assumptions:

- a) Any wireless functionality in the product is done through use of a modularly approved device that is being incorporated into the product in accordance with the Grant/Certification issued by FCC/ISED Canada (i.e. same antenna, etc.).
- b) The wireless transmitter is not co-located or operating in conjunction with any other antenna, transmitter or external amplifier.
- c) The wireless transmitter is not located or operating within 20cm of the body.
- d) For Europe, it is assumed that the module has an accredited test report for wireless compliance that shows it is acceptable for use in your equipment. A copy of the test report must be obtained from the manufacturer and reviewed as part of the submittal process. SEL recommends reviewing this early in the process as it can increase costs significantly if there are any deficiencies.



General Information, Assumptions and Terms

GENERAL INFORMATION/TERMS:

- For formal certification projects (e.g., NRTL, SCC, T-Mark, CB, CE Self-Certification reports), the project includes the evaluation (document review and testing) and report preparation. Certification and/or test reports by the contracted test agency will be granted once compliant test results and the documents needed to show compliance to the applicable standard(s) have been supplied. If non-compliances are observed, a Findings report (deviations from the standard) will be provided.
- SEL treats all information as confidential. If you would like a separate Non Disclosure Agreement, please forward a copy to your SEL contact or Mary Costa. Unless otherwise covered by separate agreements, it is assumed under this proposal that SEL may disclose confidential information to the certification agencies for which SEL is contracted by the client to work with on their behalf. Additionally, SEL retains the right to keep copies of documents generated on behalf of our clients.
- The time estimated for product safety typically breaks down as follows:
25% - Preliminary consultation, particularly fixing what is not compliant
10% - Interfacing with the agencies' engineers
30% - Setting up for testing and actually testing the product
35% - Preparing the agency reports and administrative efforts
- SEL appreciates prompt payment of invoices. Invoices older than 30 days are subject to interest at a rate of one and one half percent per month.
- SEL provides no warranty's express or implied. Client agrees to hold SEL harmless for any claims or actions involving the client's products. SEL limits the liability of client equipment to \$10,000.
- Travel time and telephone calls are chargeable at the same rate, and all billable time is rounded up to the nearest quarter hour. Typically, SEL bills at natural breakpoints in the project.
- This is a not-to-exceed quotation, not a fixed price.
- This quote is only valid for three months after its issuance.
- The above terms supersede any conflicting terms on purchase orders.

PRODUCT SAFETY PROJECT INFORMATION AND ASSUMPTIONS:

- 1) SEL anticipates the use of the ___ standard(s) for the safety evaluation.
- 2) The AC-DC switching power supply is UL Recognized, CSA Certified, and IEC Licensed (e.g., TUV, VDE, and SEV) to the current appropriate standard before our evaluation. If requesting a CB Report for your equipment, SEL will need a copy of the CB Test Report and CB Certificate. The CB report must include all the national differences for each country that you would like to secure certification for the product based on the CB report. Other critical components requiring component-level certifications are already certified for use as employed in the product, e.g., switches, power cords, etc.
- 3) Product safety testing will take place at SEL's facility in San Jose. on-site at your facility. ? partially at SEL and partially at the certification agencies for unique tests and/or for particular certification schemes at the certification agency(s). ?
- 4) Client to provide one complete, fully-loaded sample with the software and support equipment necessary to run the equipment in a fully loaded configuration. Client to provide two complete fully-loaded samples, one for each power supply vendor, ? one complete DC chassis and one complete AC version, ? will be provided in the same timeframe, to benefit from the efficiencies of testing multiple units at the same time in parallel not in series; meeting with the agency engineers once to review both samples; and submitting one package to the agencies. Client to provide the software and support equipment necessary to run the equipment in a fully loaded configuration.
- 5) SEL will provide the expertise; testing and test report for your company's Technical Construction File (TCF) to the applicable Directive of the European Union. Please note that it is ultimately your company's representative in the European Union that is responsible for the validity and accuracy of the required Declaration of Conformity and TCF.

SAFETY AGENCY FEES: (Applies to 3rd party certifications only, e.g., UL, TUV, CSA)

Please note that the agency costs are typically paid directly to the agencies and are separate from SEL's charges. Their costs are determined exclusively by the agencies, with the number shown being SEL's best estimate based on recent submittal of similar products. In addition to the above estimated agency fees for the initial engineering evaluations, there will also be agency charges for production line inspections, during which the agencies confirm that those units coming off the production line continue to comply with the approved construction.

These fees are approximately \$2,500 per agency per factory annually. The sustaining costs will vary with the number and types of products manufactured, the complexity of the construction reviewed, and the factory's ability to support such inspections. For factories new to an agency's audit, an initial factory investigation will be required before shipping with the agencies' logos. This initial audit fee generally ranges between from \$2,000 to 2,500.



To see examples of Purchase Orders:

- for SEL, click <http://www.seldirect.com/PDFs/SEL Sample PO.pdf>
- for UL, click <http://www.seldirect.com/PDFs/UL Sample PO.pdf>
- for CSA, click <http://www.seldirect.com/PDFs/CSA Sample PO.pdf>
- for TUV, click <http://www.seldirect.com/PDFs/TUV Sample PO.pdf>

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