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## Commercial Considerations

BetterQA's proposal is based on the following considerations.

Price:	Prices are in EUR. VAT and any other applicable taxes and import duties are excluded.
Local Taxes	All rates are exclusive of all and any local taxes. Any local taxes payable will be added to the above costs and may be charged separately.
Price Validity:	All quoted rates or prices are valid for 30 days from the date of quotation unless otherwise agreed.
Pricing:	Payment for the work performed shall be calculated monthly based on the rates enclosed and the monthly project reports substantiating the activities performed and their duration. Such project reports shall be based on timesheets issued by each allocated resource duly approved by BetterQA and Client Company project/contract managers.
Payment Terms:	100% of the invoiced amount within 30 calendar days after the date of invoice by bank transfer.
Delay Penalties:	Failing to make payment within 30 calendar days will result in our levying a charge of 1% per week for all overdues.
Cost Escalation	All rates within this proposal are valid until year-end 2024. As of January 1, 2025, BetterQA will reserve the right to revise the rates by applying the Consumer Price Index published by EUROSTAT. The rates for contracts signed within the last three months of the current year will not change due to the Consumer Price Index for the following year.
Materials:	Any additional materials required to complete the work or shipping equipment will be charged at an additional cost.



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Delivery Terms:	No shipment of physical equipment is included in this proposal.
Notice clause:	Following the 30-day probation period, in which the contract can be cancelled at any time, there will be a 30-day notification period from both parties.
Probationary Period:	A thirty (30) day probationary period shall commence upon the effective date of the agreement, during which the client shall have the right to terminate this agreement at any time. The probationary period shall include an initial trial period of two (2) weeks, during which the client may evaluate the services provided by the service provider. No payment shall be due if the client is unsatisfied with the service provider's work during the trial period. If, after the two (2) week trial, the client elects to continue with the services provided by the service provider, the trial period may be extended for a period of up to one (1) month. If the client continues with the services after the trial period, payment for the entire probationary period shall be due.

**End of Document**