



Proxxi by Grace Commercial Terms:

1. Pricing & Discount Structure:

- 1. Non-Stocking (Dropship)** Distributor: 0.80 multiplier off list (20% off MSRP)
- 2. Stocking (Serialized Inventory)** Distributor: 0.73 multiplier off list (27% off MSRP)

2. Two Fulfillment Models:

1. Non-Stocking Distributor (Dropship Required)

Purpose: Fast fulfillment without distributor serialization requirements.

Requirements: (per Purchase Order)

- PO must include ship-to end user information
- Customer Account Admin / Site Coordinator contact (required)
 - Name + email (required)
 - Phone + company/site name

Important clarification:

Grace does not require the name/email of every individual wearer at time of purchase.

We only need a single Account Admin so we can create the customer account, link devices correctly, and provide training and support.

Standard workflow:

- Distributor submits PO and Account Admin contact
- Grace creates and dashboard account
- Grace links device serial numbers to account prior to shipment
- Grace ships direct (typical ship next day; 3-4 day average)
- Grace reached out to initiate training with Account Admin

GRACE TECHNOLOGIES

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2. Stocking Distributor (Serialized Inventory / “Gold Tier” Distributor)

Purpose: Enables on-hand inventory while ensuring a smooth customer experience.

Stocking Distributor Requirements:

- Ability to capture device serial number at point of sale (barcode scanning equipment required)
- Realtime reporting to Grace upon sale, including:
 - Device serial number
 - Customer company/site name
 - Account Admin/Site contact: name + email (phone preferred)
 - Distributor sales rep/contact (for renewal coordination)
- FIFO inventory management recommended to support stock rotation
- Purchase Qty 1 demo unit at distributor rate (\$165 USD) and complete onboarding training.

Why serial reporting matters:

If the band is activated before it's assigned, the user can experience login/activation friction. Capturing serial numbers at POS allows Grace to assign devices correctly and ensure a positive end-user experience.

Standard Workflow (stocking)

1. Distributors sell from stock and capture serial numbers
2. Distributor reports serial numbers, part numbers, quantities and Account Admin contact to Grace with 2 business days
3. Grace creates customer account in the dashboard and assign serial numbers
4. Grace initiates training outreach
5. Customer activates devices with minimal friction

3. Account & Contact Requirements (Applies to Both models)

To setup or expand a customer dashboard group, Grace requires one primary contact.

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Account Admin/Site Coordinator (required)

- Name
- Email
- Phone number (preferred)
- Company Name

Existing customer adding bands:

Provide the Account Admin email (preferred identifier) so new bands can be assigned to the correct existing account.

4. Subscription / Dashboard Terms:

- Dashboard subscriptions are available as separate SKUs (add-on) and/or bundled SKUs
- Recommended stocking approach:
 - Band Only (W-PRX-WB6-0Y)
 - Band + 1Y subscription (W-PRX-WB6-1Y)

Proration / “adding bands mid-term”:

If a customer adds bands while an existing subscription term is underway, Grace can prorate subscription coverage to align all devices to the same renewal date.

Renewal Support:

Grace will support renewal coordination and can notify the distributor contact of upcoming renewals so the distributor can manage the commercial relationship.

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