

Order Form

nZero, Inc.
50 South Virginia Street, 3rd Fl.
Reno, NV 89501

Key Order Information

Customer	Truckee Tahoe Airport District	Contact Name	Robb Etnyre
Offer Issued	April 27, 2023	Contact Email	robb.etnyre@truckeetahoeairport.com
Offer Valid	May 31, 2023	Contact Phone	(530) 587-4119 Ext. 105
Issued By	Caroline Decker		
Quote #	Q-000494		

Vendor Billing Information

Company	nZero, Inc.
Street Address	50 South Virginia Street, 3rd Fl.
City	Reno
State	NV
Postal Code	89501
Billing Contact	Matt Gura
Billing Email	billing@nzero.com

Customer Billing Information

Company	Truckee Tahoe Airport District
Street Address	10356 Truckee Airport Road
City	Truckee
State	California
Postal Code	96161
Billing Contact	TBD
Billing Email	TBD
Billing Phone	TBD

Contract Terms

Contract Start	May 1, 2023	Payment Method	TBD
Contract End	April 30, 2026	Payment Terms	Net-30 Days
Billing Frequency	Annual	Billing Method	Email Invoice

Pricing Review

Product & Customer Success Fees – Recurring Annual Fees

Product	Per Unit Cost	Qty	Sites	Annual Fee
nZero Platform Tier 1 Edition Platform	\$25,000.00	1	n/a	\$0.00 \$25,000.00
Scope 1	\$500.00	1	22	\$11,000.00
Scope 2	\$500.00 \$750.00	1	22	\$11,000.00 \$16,500.00
Scope 3 Purchased Goods & Services (Cat. 1) Employee Commuting (Cat. 7) Use of Sold Products (Cat. 11)	\$15,000	1	N/A	\$7,500.00 \$15,000.00
Professional Services Quarterly Land Management Emissions Report	\$10,000	1	1	\$5,000.00 \$10,000.00
Professional Services: Regulatory Compliance Reporting	\$5,000	1	N/A	\$5,000.00
<i>Products Subtotal</i>				\$39,500.00
Customer Success & Support	10% of Products Subtotal	1	n/a	\$3,950.00
Total Recurring Annual Product Fee				\$43,450.00

Professional Services – Non-Recurring – First Year Fees

Service (s)	Total SOW Fees
Onboarding - Scope 1, Scope 2, Scope 3	\$10,000.00 \$20,000.00
Total First Year Service Fee	\$0.00

Total Fees by Year

Year	Product Fee	Service Fee	Total Fee
Year 1 (May 1 - April 30, 2024)	\$43,450.00	\$10,000.00	\$43,450.00
Year 2 (May 1 - April 30, 2025)	\$43,450.00	\$0.00	\$43,450.00
Year 3 (May 1 - April 30, 2026)	\$43,450.00	\$0.00	\$43,450.00

Terms

Annual payments are due upfront within 30 days of execution of this Order Form and on each one-year anniversary date thereafter. If the scope of services are increased during the term, a change order will be executed to capture any increased costs associated with the change in scope. When Customer exceeds the number of sites specified in this order form, an add-on quote and order form will be generated to capture additional sites and products. All change and add-on orders will be coterminous with the full term of the agreement and reference this order form number and terms. Increased payments subject to a change order or add-on order will be due within 30 days of execution of the change order or add-on order; thereafter, the annual payments above shall reflect the increased costs associated with any approved change or add-on orders.

Prices do not reflect taxes that are applicable. If tax exempt, must provide documentation at time of booking. This order form is not an Invoice. Taxes are calculated from the ship to information provided by the customer. Multiple locations will reflect appropriate taxes per jurisdiction.

Customer Success & Support

1. Customer Success

At the beginning of each engagement, nZero customers are assigned a Customer Success Manager (CSM) that serves as their partner to coordinate and ensure success throughout their journey. Responsibilities:

- Coordinate platform onboarding effort and other enablement activities
- Follow up on any support and training questions
- Coordinate initial training for all end users on how to use the application upon launch
- Provide “train the trainer” materials so that the customer can train all additional users
- Act as a liaison to coordinate additional services provided by nZero – Change Form Required
- Quarterly business reviews with key stakeholders to cover:
 - Platform adoption, performance and value realization
 - Business and sustainability goals
 - Special projects and initiatives nZero is helping to drive
 - Product roadmap and upcoming feature releases

2. Technical Onboarding

A Technical Account Manager (TAM) is assigned during the onboarding phase. The TAM will work closely with the customer’s technical representative to understand the business and operational needs and technical setup to achieve the greatest value from nZero. The TAM will provide strategic technical direction to ensure the customers onboard successfully and effectively. Please reference Statement of Work for detail on the technical onboarding process.

3. Support / Helpdesk

nZero offers 9am-6pm PST email (helpdesk@nzero.com) and phone support (530-580-8489).

Professional Services – Customer Onboarding

Please reference your Statement of Work that outlines your specific plan and timeline.

Purchase Order Information

Is a PO Required for the authorization to purchase or payment on the order form? If yes, customer must complete)

No Yes - Please complete the following: PO Number _____ PO Amount: _____

Upon signature by Customer and submission to nZero, Inc. this Order Form shall become legally binding unless this Order Form is rejected by nZero for any of the following reasons: the signatory below does not have the authority to bind Customer to this order form, (2) changes have been made to this Order Form other than the completion of the purchase order information and the signature block, or (3) the requested purchase order information or signature is incomplete or does not match our records or the rest of this Order Form. Subscriptions are non-cancellable before their Contract End Date, subject to applicable provisions in the **nZero Master Subscription Agreement (MSA)**. In the event of any conflict between this Order Form and the MSA, the terms of the MSA will be the controlling document.

Signatures

Vendor**Company** nZero**Name** Erin Springmeyer**Title** Head of Finance**Signature Below**
_____**Customer****Company****Name****Title****Signature Below**
