

Virtual  Fidelity™

ROIFast™

Polarion Services

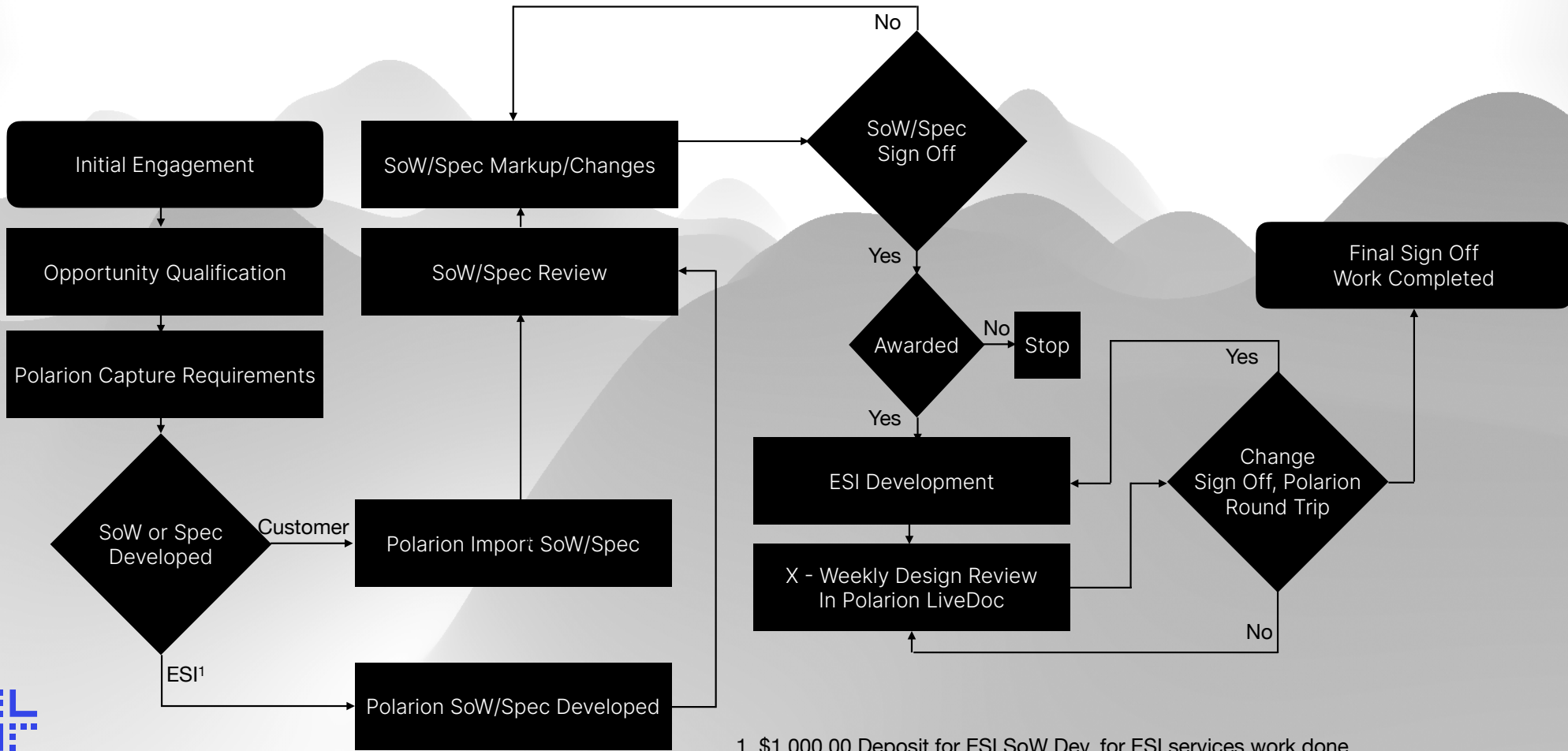
September 2022 v1.0

Agenda

- Polarion Services Process Flow
- Statement of Work (SoW)
- Design Reviews
- Status Reviews
- Change Management
- Payment Terms



Polarion Services Engagement Process Flow



1, \$1,000.00 Deposit for ESI SoW Dev, for ESI services work done

Statement Of Work

- Introduction
 - Objective and scope
 - Contact information
 - Executive summary
- Define Scope
 - ESI Existing IP
 - ESI Existing IP + Modifications
 - Full Custom
- Engineering
 - Requirements
- Assumptions
- Description of Services
 - Tasks to implement requirements
- Project Milestones
 - Delivery timeline
 - in hours based on 0 hr start time
- Acceptance Criteria
 - Mutually agreed upon conditions that requirements have been met
- Payment



Design Reviews

- Pre-Delivery - Update on progress of services vs milestones and any implementation issues encountered
- Post-Delivery
 - Help implement services delivery to customers environment
 - Provide training on proper use of services delivery
 - Ensure customer satisfaction



Milestone Reviews

- Milestones defined based on time needed to complete group of tasks needed to meet a requirement
- Milestone times expressed in hours relative to 0 hour start time



Change Management Process

- Change Request workitem created in Polarion
 - Internal Review
 - Estimate time needed, impact on services delivery
 - Get customer approval
 - Create task to implement change or revise existing task



Payment Terms

- \$1,000.00 Paid in Advance (PiA), If ESI Required To Develop SoW or Spec
 - Credited To Account If ESI Win Contract
- 33% Paid in Advance
- 33% At Mid-Point Milestone
- 33% Upon Completion Of Project

