

Partnership proposal

Prepared for
Northlight Group Holdings, LLC

Six sites, Southeast region. Standardising the Meridian line across the network.

REFERENCE	PREPARED	VALID UNTIL	TARGET START
AP-2026-0412	October 12, 2026	November 11, 2026	December 1, 2026

WHAT IS IN THIS DOCUMENT

1	The situation, in your words Three lines from the September site reviews, and where the account stands today.	PAGE 2
2	What we propose Three options, priced line by line from the October 1, 2026 price list.	PAGE 3
3	What is included, and what is not Both sides written out, so neither is a surprise in month four.	PAGE 4
4	Schedule and commercial terms Eight dated milestones from countersignature to the first review.	PAGE 5
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Every figure in this document comes from one place. The unit prices are the Apex price list effective October 1, 2026, and every subtotal and total on page three is the sum of the lines printed above it. If a number here does not match a number you have been given, the number here is the one to query, and we will correct it before anything is signed.

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SECTION ONE

The situation, in your words

These three lines are quoted from the site reviews held on September 15, September 17, and September 24, 2026. They are the reason this proposal exists, and they are the test it should be measured against.

"We are running two different generations of bench unit across six sites and the readings do not line up. When a site calls with a number I cannot tell them whether the number is wrong or the machine is."

REGIONAL OPERATIONS LEAD, NORTHLIGHT GROUP **SEPTEMBER 15, 2026**

"The two busiest sites are the two that wait longest for a calibration slot. That is backwards. I would rather pay more at those two sites and stop planning around the wait."

SITE MANAGER, HARBOR **SEPTEMBER 17, 2026**

"Training was useful and we have lost most of it. Two of the four people who sat through it in June have moved sites. We need it to be part of the rollout, not a favour at the end of one."

SITE MANAGER, FAIRVIEW **SEPTEMBER 24, 2026**

WHERE THE ACCOUNT STANDS TODAY

UNITS IN SERVICE

4

Meridian Bench, at four of six sites. Fairview, Harbor, Ridgeway, and Bellwood.

COVERAGE

Atlas Care

On all four units. No Atlas Care Plus anywhere on the account.

TRAILING TWELVE MONTHS

\$15,992

Equipment \$9,700, service \$4,272, calibration \$720, training \$1,300.

CONTRACT ENDS

Mar 31, 2027

170 days from the date of this proposal.

WHAT THIS PROPOSAL ANSWERS

- 1 One generation of bench unit across all six sites, so a reading from Bellwood and a reading from Harbor mean the same thing.
- 2 Faster coverage where the volume actually is, rather than the same coverage everywhere and a queue at the two busiest sites.
- 3 Training scheduled inside the rollout with a dated slot, not offered afterwards when the people who needed it have already moved on.
- 4 Calibration on a published schedule per unit, with the date set before the unit is installed rather than after somebody notices it is due.

WHAT THIS PROPOSAL DOES NOT SOLVE

Consumables

You have bought these elsewhere since 2024. Nothing here changes that. They are not quoted and not discounted by this agreement.

The units you keep

Two sites intend to keep an existing bench unit as backup. Those units stay outside this agreement, so their readings sit outside the standardisation.

Integration

Connecting the units to your own systems is not in scope. Page four says so plainly rather than leaving it open to be assumed later.

OUR RECOMMENDATION

Option B, the mixed deployment. It puts Meridian Pro units and Atlas Care Plus at Harbor and Ridgeway, where the volume and the waiting both are, and standard Meridian Bench units on Atlas Care at the other four sites. It costs \$8,190 more in the first year than the straight refresh and it is the only one of the three that answers the second and third quotes above.



SECTION TWO

What we propose

Three options for the same six sites. Every unit price below is taken from the Apex price list effective October 1, 2026, and every total is the sum of the lines above it. Quantities change between options. Prices do not.

LINE	UNIT PRICE	OPTION A BASELINE REFRESH	OPTION B MIXED DEPLOYMENT	OPTION C FULL COVERAGE
		Six identical bench units, one plan everywhere.	RECOMMENDED Pro units where the volume is, bench elsewhere.	Pro units at four sites plus field capability.
Meridian Bench	\$4,850	\$29,100 6 UNITS	\$19,400 4 UNITS	\$9,700 2 UNITS
Meridian Pro	\$7,900	not included	\$15,800 2 UNITS	\$31,600 4 UNITS
Meridian Field Kit	\$1,240	not included	not included	\$3,720 3 KITS
Equipment subtotal		\$29,100	\$35,200	\$45,020
Atlas Care	\$89 per unit per month	\$534 per month 6 UNITS	\$356 per month 4 UNITS	\$267 per month 3 FIELD KITS
Atlas Care Plus	\$149 per unit per month	not included	\$298 per month 2 UNITS	\$894 per month 6 UNITS
Service, first twelve months		\$6,408 \$534 PER MONTH	\$7,848 \$654 PER MONTH	\$13,932 \$1,161 PER MONTH
Calibration, first year	\$180 each	\$1,080 6 UNITS	\$1,080 6 UNITS	\$1,620 9 UNITS
On-site training	\$650 per day	\$1,300 2 DAYS	\$1,950 3 DAYS	\$3,250 5 DAYS
Year one total		\$37,888	\$46,078	\$63,822
Recurring, each year after year one		\$7,488	\$8,928	\$15,552
Three year total		\$52,864	\$63,934	\$94,926

Why we recommend Option B

- 1 It answers the Harbor quote directly. Atlas Care Plus at Harbor and Ridgeway moves those two sites out of the standard calibration queue, which is the wait the site manager described.
- 2 It standardises the readings without paying for Pro capability at the four sites that have never needed it. Option C buys that capability at four sites and a field kit at three.
- 3 Three training days covers two people per site with one day held back for the turnover the Fairview manager described, rather than two days spent all at once.
- 4 At \$8,928 per year after year one it is \$1,440 above Option A and \$6,624 below Option C, and it is the only option where the extra spend maps to a line somebody actually said.

Prices are per the Apex price list effective October 1, 2026 and are held for the term stated on page 5. Service subtotals are the monthly figure multiplied by twelve. Three year totals are the year one total plus two years of the recurring figure. Nothing on this page is rounded.

SECTION THREE

What is included, and what is not

Both columns are written out on purpose. The second one is the one that causes arguments in month four, so it is stated here at the same size as the first.

Included in Option B

AT THE PRICES ON PAGE THREE

- ✓ **Six units delivered and installed**
Four Meridian Bench and two Meridian Pro, delivered to each site and installed by an Apex technician.
- ✓ **A named account team**
Jordan Vale as account manager and Avery Kellen as customer success lead, with direct lines, not a queue.
- ✓ **Atlas Care Plus on the two Pro units**
Priority calibration scheduling at Harbor and Ridgeway, two business day turnaround band, and parts cover.
- ✓ **Atlas Care on the four Bench units**
Standard five business day turnaround, scheduled calibration reminders, and parts cover.
- ✓ **One calibration per unit in year one**
Six calibrations, dated at install rather than scheduled after the fact. Certificate issued per unit.
- ✓ **Three on-site training days**
Two days during rollout and one day held for the first turnover, bookable up to twelve months after go-live.
- ✓ **Quarterly review**
One hour, on the dates set on page five, with the ticket and calibration record for the quarter sent beforehand.
- ✓ **The 60 day onboarding plan**
Dated, with an owner named on both sides of every step. Issued within five business days of countersignature.

Not included

QUOTED SEPARATELY, OR NOT OFFERED

- ✗ **Consumables**
Ordered against the standard price list. Not covered by either Atlas plan and not discounted by this agreement.
- ✗ **Calibration beyond the first per unit**
Additional calibrations are \$180 each. Atlas Care Plus changes the queue position, not the price.
- ✗ **Training days beyond the three**
\$650 per day plus travel, booked at least ten business days ahead.
- ✗ **After hours installation**
Installs run during site hours. Out of band access is quoted per site once the access approval is in place.
- ✗ **Network or facilities work at your sites**
Power, bench space, and network drops are the site's responsibility. The readiness sheet lists exactly what each unit needs.
- ✗ **Integration with your own systems**
Not in scope. If it becomes a requirement it is a separate statement of work, quoted before any work starts.
- ✗ **Damage outside normal use**
Neither Atlas plan covers it. Assessed and quoted per incident, with photographs and a written finding.
- ✗ **Removal of your existing units**
Available at cost, quoted per site. Not assumed, because two of your six sites intend to keep theirs as backup.

Where the two columns meet. The two most common surprises on an agreement of this shape are the second calibration and the fourth training day. Both are priced above, both are on the price list, and both are quoted at the same rate whether they are ordered in month two or month twenty. There is no tier at which either becomes free, and this proposal does not imply one.

IF YOU CHOOSE A DIFFERENT OPTION, THIS IS WHAT MOVES

Option A

Six Meridian Bench instead of four Bench and two Pro, and **Atlas Care on all six.** Harbor and Ridgeway stay in the standard five business day band, which is the wait the site manager described. Two training days instead of three, so nothing is held back for turnover.

Option B

Exactly the two columns above. This is the option the included and not included lists on this page are written against, and the one the schedule on page five is dated for.

Option C

Four Pro, two Bench, and three Field Kits, with **Atlas Care Plus on all six bench units** and Atlas Care on the kits. Nine calibrations in year one instead of six, and five training days. Field kit handling is added to the site readiness sheet.



SECTION FOUR

Schedule

Eight milestones, counted forward from the target start date of December 1, 2026. Every date below assumes countersignature on or before November 11, 2026. If that date moves, the whole schedule moves with it and is reissued rather than quietly adjusted in place.

DATE	MILESTONE	WHAT HAPPENS	OWNER
NOV 11, 2026	Countersignature	Signed acceptance page returned with a purchase order reference and a billing contact.	NORTHLIGHT SIGNER JORDAN VALE
DEC 2, 2026	Kickoff call	Sixty minutes. The 60 day plan is walked through and the site readiness owner is named.	AVERY KELLEN REGIONAL OPS LEAD
DEC 3 TO DEC 9, 2026	Site readiness survey	One visit per site. Power, bench space, and access confirmed on a signed sheet.	MORGAN REYES SITE MANAGERS
DEC 15 TO DEC 18, 2026	Delivery	Six units delivered and staged. Nothing is unboxed before the install visit.	MORGAN REYES SITE MANAGERS
JAN 5 TO JAN 9, 2027	Installation and calibration	Install and first calibration in one visit per site. A certificate is issued per unit.	APEX TECHNICIAN SITE MANAGERS
JAN 12 TO JAN 14, 2027	Training, days one and two	Two on-site days across the six sites. The third is held for the first turnover.	AVERY KELLEN REGIONAL OPS LEAD
JAN 15, 2027	Go-live	Coverage begins on every unit and service billing starts. Checklist signed off.	AVERY KELLEN REGIONAL OPS LEAD
APR 14, 2027	First quarterly review	One hour. The ticket and calibration record for the quarter are sent five days ahead.	JORDAN VALE REGIONAL OPS LEAD

SECTION FIVE

Commercial terms

TERM	24 months from go-live, January 15, 2027 to January 14, 2029.
PRICING BASIS	The Apex price list effective October 1, 2026 , at the Tier 2 rate under record DD-2026-0418.
PRICE HOLD	Every unit price on page three is held for the full 24 months. Consumables and additional services follow the list in force on the day they are ordered.
EQUIPMENT	Invoiced on delivery, per site, against the acceptance record. Title passes on payment.
SERVICE	Billed monthly in arrears from go-live. The first invoice covers January 15 to 31, 2027, pro rata.
PAYMENT	Net 30 from invoice date. A purchase order reference is required on the acceptance page.
CALIBRATION	One per unit included in year one. Further calibrations are \$180 each, scheduled annually per unit.
TRAINING	Three days included, bookable for twelve months from go-live. Extra days are \$650 plus travel.
CANCELLATION	Either party may end the service element on 60 days written notice after month 12. Equipment already delivered is not refundable.
VALIDITY	Valid until November 11, 2026 . After that date the figures are recalculated against the price list then in force.
APPROVAL	The pricing above sits inside the approved Tier 2 band. Anything outside it returns to the deal desk before it can be offered.

If a date on this page moves. The schedule is rebuilt from the new confirmed date and reissued as a replacement page, with the validity date and the go-live date moved by the same number of days. Dates are not adjusted quietly and the milestones behind a moved date are not left standing. Whoever moved the date is named on the replacement page.

SECTION SIX

Acceptance

Mark one option, complete the four fields, sign, and return this page only. On receipt the 60 day onboarding plan is issued within five business days.

☐ Option A BASELINE REFRESH \$37,888 Year one. \$7,488 each year after. Six Meridian Bench on Atlas Care.	☐ RECOMMENDED Option B MIXED DEPLOYMENT \$46,078 Year one. \$8,928 each year after. Four Bench and two Pro, Atlas Care Plus at Harbor and Ridgeway.	☐ Option C FULL COVERAGE \$63,822 Year one. \$15,552 each year after. Four Pro, two Bench, three Field Kits.
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PURCHASE ORDER REFERENCE

BILLING CONTACT, NAME AND EMAIL

SITE READINESS OWNER, NAME AND TITLE

CONFIRMED TARGET START DATE

ACCEPTED FOR Northlight Group Holdings, LLC Signed by the Regional Operations Lead, or another officer authorised to bind the company. SIGNATURE DATE NAME AND TITLE, PRINTED	ACCEPTED FOR Apex Instruments Countersigned by the account manager on the day the signed page is received. SIGNATURE DATE JORDAN VALE, ACCOUNT MANAGER
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WHAT HAPPENS ONCE THIS PAGE COMES BACK

- Countersignature, same day**
Jordan Vale countersigns on the day the signed page is received and returns a copy to the billing contact named above.
- Onboarding plan, five business days**
A dated 60 day plan is issued, with an owner named on both sides of every step and three decision points marked.
- Kickoff call, the day after start**
Sixty minutes with Avery Kellen. The site readiness owner is named in writing on that call.

This proposal is valid until November 11, 2026 and supersedes any figure quoted verbally or in an earlier draft. Prices are per the Apex price list effective October 1, 2026 at the Tier 2 rate approved under record DD-2026-0418. The term is 24 months from go-live. Apex Instruments, 400 Meridian Way, Suite 200, Tampa, FL 33602. Questions on any figure on this page go to Jordan Vale on (555) 010-0100 before it is signed, not after.