

eECD licence tariff table

| eECD Tariff Table (excl VAT) | minimum ECD pack size (*3) | START-UP FEE (ECD licence + ECD pack 0,20) | Annual licence renewal fee (*4) | purchase price per eECD pack as of year 2,3,...n (*4) |
|---|---|--|---------------------------------|---|
| Company types & sizes (*1) | | | | |
| Company size is defined based upon the annual # of paper ECD's handled per Year in year 1. (*2) | sold per pack (20 eurocents per eECD) | YEAR1 | YEAR 2,3,...n | 20 cents per eECD |
| Transport Company - EquipmentOperator | | | | |
| SMALL <=2500 | 1500 | 1200 | 900 | 300 |
| MEDIUM >2500 and <=15000 | 7500 | 3900 | 2400 | 1500 |
| LARGE >15000 <=30000 | 18000 | 7200 | 3600 | 3600 |
| XL >30000 | 35000 | 11800 | 4800 | 7000 |
| Cleaning Company - Cleaner | | | | |
| SMALL <=2500 | 1500 | 600 | 300 | 300 |
| MEDIUM >2500 and <=15000 | 7500 | 1950 | 450 | 1500 |
| LARGE >15000 <=30000 | 18000 | 4500 | 900 | 3600 |
| XL >30000 | 35000 | 8200 | 1200 | 7000 |
| Chemical Company - Seller-Loader | | | | |
| SMALL <=2500 | 1500 | 3300 | 3000 | 300 |
| MEDIUM >2500 and <=15000 | 7500 | 8100 | 6600 | 1500 |
| LARGE >15000 <=30000 | 18000 | 11600 | 8000 | 3600 |
| XL >30000 | 35000 | 16800 | 9800 | 7000 |
| Tank Storage Operator Company - Loader | | | | |
| SMALL <=2500 | 1500 | 1200 | 900 | 300 |
| MEDIUM >2500 and <=15000 | 7500 | 3900 | 2400 | 1500 |
| LARGE >15000 <=30000 | 18000 | 7200 | 3600 | 3600 |
| XL >30000 | 35000 | 11800 | 4800 | 7000 |
| eECD application CONNECTIVITY COSTS (*5) | Using the eECD web application via the standard url web link is included in the licence fee. Setting up customized direct connectivity (eg Integration of the "eECD API" via NxtPort into an own TMS or ERP system) is not included in the licence fee and requires a separate connectivity agreement with NxtPort. | | | |

General tariff table comments :

- eECD Licence costs are requested to be pre-paid by each company and it is only after payment receipt and after accepting the terms and conditions, ECLIC (or an assigned service officer), will activate the new licence. Late payment of an eECD licence renewals might result in a withdrawal from the eECD application or eECD API.
- Even when the eECD API is accessed via a third party software company (eg LynX Automation, Lucrasoft,...) and eECD licence will need to be requested and purchased via ECLIC.
- In the first year, the licence and eECD pack are combined in a START UP FEE and cannot be purchased individually.

(*1) **Company type** : Each Company needs to define first the type of licence(s) it requires depending on its organizational role within the digitalized eECD process. It can select between an EquipmentOperator, Cleaner, Seller or Loader licence. The Seller-Loader licence can be combined and even so the EquipmentOperator-Loader licence. Cleaner and EquipmentOperator licences are always sold separately.

(*2) Company size & classifications: The company size (S,M,L,XL) is defined based upon the annual number of **paper** ECD's handled within the company organization over the last year. The scope to determine the size of the organization is worldwide. In other words, the organization has the liberty to set up and roll out the eECD process to its subsidiaries at its own pace and there is no licence required per location, plant, cleaning station if a company has different subsidiaries. Each company is asked to indicate their company size per licence type which will be validated through the associations. If it turns out after 2-3 years that the size level was set too low at the start of the licence, a back charge of licence cost will be requested by ECLIC. A company can withdraw its licence at any point in time however the fees paid are not refundable.

(*3) eECD pack size and eECD credits : Companies can buy new eECD packs at any point in time and according to their company size. Each eECD pack has a minimum amount of credits and a new pack can be purchased at any point in time. The eECD credits have no validity/expiry date; credits can be transferred from one year to another, however cannot be refunded.

An eECD credit is being consumed during the digital eECD process at the moment of "Cleaner signoff" by the Cleaning station, "Driver signoff" by the truck driver and "Complete Load" by the Loading operator. Some reversing transactions do not refund the already consumed credit.

(*4) Annual licence fee & eECD Pack price: Both the annual licence fee and eECD credit packs are planned to decrease over time however each company will start paying the same historical licence fees as set by the ECLIC board. In other words -, when a company decide to wait for 2 years the same startup fee will apply. This way, ECLIC wants to avoid that "Late adopter companies" get rewarded by waiting to implement the digital eECD process while at the same time, ECLIC wants to reward the "early adopter companies" to grant the lowest fees the soonest possible. According to the "not for profit" business model, a first revision of the licence fees and eECD packs might already happen in 2021 and/or as soon as the original investment has been refunded. The eECD licence costs and eECD pack price can then drop easily by 25 to 50% depending on the digital eECD usage rate at that time.

(*5) Connectivity costs: eECD Connectivity and eECD API integration costs between NxtPort and an own company ERP or TMS system to increase for instance the efficiency of the eECD process and to avoid double input work are not included in the tariffs above. Such agreement requires a separate connectivity contract with NxtPort while ECLIC has pre-agreed a rate card in terms of IT development costs.

The existing B2B transport order information exchanges with Elemica (or Transwide,....) can be re-used however any extra customization requirements need to be considered as a separate connectivity cost.

Based upon first experiences, the connectivity costs are estimated to vary between 4 to 10 mandays of IT development work however each company needs to assess this for themselves and make the cost-benefit analysis.

Some Tariff Examples:

- 1. Two cleaning stations in the Benelux are part of a large European group of cleaning stations and want to start using the digital eECD process. The cleaning station group is operating under one organization and applies for the eECD cleaning licence and admin account. The group did handle 25000 paper ECD's over the last 12 months and falls in the LARGE category bracket. This eECD cleaning licence for the group will cost the first year 4500€. This 4500€ startup fee consists of an eECD licence of 12 months (=900 €) and a pack of 18.000 eECD's (=3600€) which both can be shared across the 2 cleaning stations.*
- 2. A logistics service operator company is performing transport, tank storage and cleaning services under one organization and wants to use the eECD process across its operations fulfilling the EquipmentOperator, Loader and Cleaner role. It handles 15.000 paper ECD's per year within its cleaning operations, signs off 8000 paper ECD's in transport and handles 5000 ECD's in Tank storage being 28.000 per year in total. The total company falls in the LARGE bracket and will pay a startup fee of 8100 euro and includes one central eECD credit pack of 18000 eECD's (br 3600€). The 8100€ is composed of the **EquipmentOperator and Loader** startup fee licence (=7200€) and 900€ for the annual **cleaning** licence fee. The eECD credit pack of 18000 eECD's can be shared across the entire organization and the 3 organizational roles – EquipmentOperator-Loader-Cleaner .*
- 3. A Chemical company is requesting a Seller and Loader licence for its site in Germany and handles 40.000 ECD's globally. The Chemical Company falls in the XL category and will pay a startup fee of 16.800€ in year 1. This startup fee consists of an eECD licence of 12 months (=9800 €) and a pack of 35.000 eECD's (=7000€).*