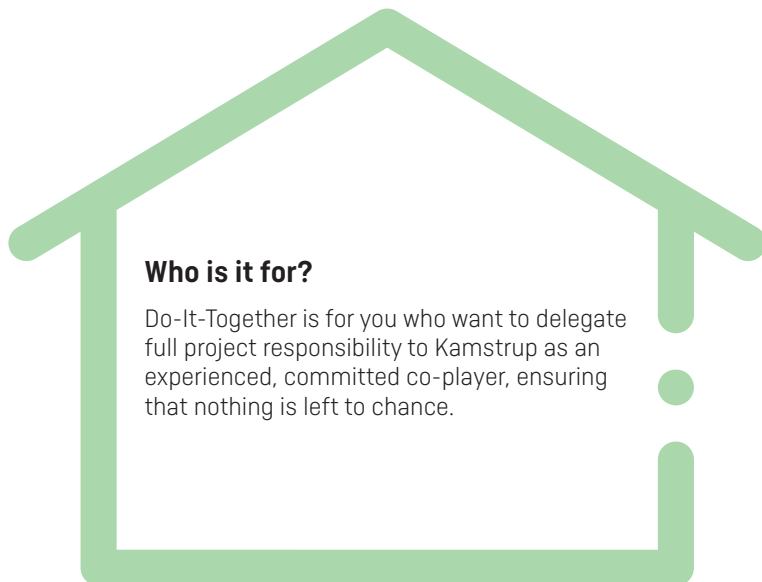


Delivery Model

Do-It-Together

With the Do-It-Together delivery model, Kamstrup takes full project responsibility from start to finish. A dedicated Kamstrup team is your guarantee for peace of mind, low risk and a successful project.

Your dedicated team of Kamstrup specialists takes on project responsibility all the way from the preparation through to completion and evaluation of the remaining roll-out. Certain tasks are still performed by your organisation, but the team is responsible for both the technical and practical implementation.



Preparation



Initial roll-out



Remaining roll-out



Benefits

- Dedicated specialist team
- Fixed timeline, delivery plan and end date
- Detailed radio plan for the entire area
- Commissioning of entire area including standard performance guarantee
- Training and support for entire project

Do-It-Together

Do-It-Together is offered for projects with up to 10,000 metering points. If you would like Do-It-Together for a project with more than 10,000 metering points, please contact Kamstrup with your request.

	Tasks	You	Kamstrup	Add-on*
1	Start-up			
1.1	Overview and knowledge			
	Start-up meeting		x At customer site	
	Access to training materials and best practice guides		x	
2	Preparation			
2.1	Time estimation, project planning, risk management and project management			
	Project management for preparation and initial roll-out		x	
2.2	Area planning and radio planning			
	Radio planning – proposal for entire area		x	
	Radio planning – detailed planning for initial roll-out area		x	
	Radio planning – detailed planning for remaining area		x	
	On-site survey		x	
	Training in roll-out management (½ day)		x	
2.3	Site handling and building permits			
	Site acquisition (validate potential antenna site)	x		On request
	Site design and specifications (static calculation, etc.)		x	
	Building permits	x		On request
	Rental agreements with third party	x		On request
2.4	IT system set-up and software installation			
	Set-up and assessment of IT system, user access and installation of software application	x (if local installation)	x (if hosted by Kamstrup)	On request (if local installation)
2.5	Integration with other IT systems			
	Preparation and import of master data (meters, addresses, customers, etc.)		x	
	Set-up of one standard export format		x	On request for additional export format
	Set-up of customer-specific export format and/or API			On request
2.6	Ordering of parts and deliverables			
	Ordering of components and deliverables (delivery of 12-month forecast)		x	
2.7	Preparation for initial roll-out			
	Introduction to system solution		x Personal	
	Installation manual		x	
2.8	Training of installers			
	Training of installers – network components		x	
	Training of installers – meters		x	

	Tasks	You	Kamstrup	Add-on*
3	Initial roll-out			
3.1	Booking and handling of customer visits			
	Scheduling and booking of visits, incl. rebooking (meters)	x		On request
3.2	Installation			
	Installation of network components	x		On request
	Installation of meters	x		On request
	Sampling of installation quality including follow-up on rework		x	
	Rework on site	x		On request
3.3	Commissioning of initial area			
	Network analysis and testing of reading quality		x	
	Action list and action planning		x	
	Field work (based on action list)	x		On request
	Testing and evaluation of IT system, software and integration before handover to operation	x (if local installation)	x (if hosted by Kamstrup)	On request (if local installation)
3.4	Training			
	System user training (½ day)		x	
	Advanced system user training (1 day)			On request
3.5	Evaluation			
	Evaluation of initial roll-out area and handover of meters to operation	x	x	
4	Remaining roll-out			
4.1	Project management for remaining roll-out			
	Project management for remaining roll-out	x		On request
4.2	Booking and handling of customer visits			
	Scheduling and booking of visits, incl. rebooking	x		On request
4.3	Preparation for remaining roll-out			
	Training of additional installers (1 day)	x		On request
4.4	Installation			
	Installation of network components and meters	x		On request
	Sampling of installation quality including follow-up on rework		x	
	Rework on site	x		On request
4.5	Commissioning of remaining roll-out			
	Network analysis and testing of reading quality		x	
	Action list and action planning		x	
	Field work (based on action list)	x		On request
4.6	Evaluation			
	Evaluation of area 1, 2,... and handover of meters to operation	x	x	On request

Do-It-Together

	Tasks	You	Kamstrup	Add-on*
5	Operation			
5.1	Ensuring full value from your solution			
	Concluding evaluation meeting		x	
	Handover of best practice operation guide		x	
5.2	Operation			
	Day-to-day operations	x		On request

* If you do not have the time, resources or competences to perform one or more of the tasks, you have the option to leave them to us by getting them as add-ons. Your add-ons may either be standard add-ons ("Add-on") or be acquired by contacting Kamstrup for further details ("On request"). Travel expenses are not included.

Think forward

Kamstrup A/S

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