



Products and Pricing Terms

Pricing Tiers: Pricing Tiers for Elevators/Escalators (Units) shall vary according to total volume of Elevators purchased per calendar year by Participating Members according to the following:

Maintenance Discounts:

Elevators not currently covered by Seller's Maintenance: (and not currently under agreement with Otis/OMNIA/City of Nashville agreement).

For Elevators and Escalators in facilities not currently covered by a Seller maintenance agreement with a Participating Member the following quantity discounts will be offered based off the total number of elevators serviced under this Agreement:

National Agreement Discounts

Volume Tiers Total # of Units Services By Seller Under the agreement	Percent Discount off Seller's Standard Quoted Price
Tier 1	1000-2000 units = 2%
Tier 2	2001-4000 units = 3%
Tier 3	4001-6000 units = 4%
Tier 4	6001-8000 units = 5%
Tier 5	8001 -10,000 units = 6%
Tier 6	10,001+ = 7%

*The total number of units is calculated by adding the number of existing Participating Member units (UC/OMNIA) then being serviced by Seller for Participating Members and the new Participating Member units under this agreement. The total number of units will be re-calculated for each 12-month period of the Agreement on the anniversary date of the agreement.

*Please note: if units and contracts from current OTIS/OMNIA/City of Nashville transfers units/contracts to new agreement with Otis/UC/OMNIA, these units and contracts will not be

included as part of any volume discount numbers. Volume discounts will only be for new Otis/UC/OMNIA customers being added to the Master Agreement.

Volume Discounts will need to be provided to the portfolio as a whole and not only to the UC, so that Otis is not eroding the margin revenue for our California teams but to provide overall incentives to all participating entities by growing the entire portfolio nationwide.

Free Web Based Trainings: Otis will offer free local and national trainings in a variety of subjects including (introduction to Otis for newly acquired properties, E-Service, elevator safety and code changes. If there are specific areas that UC feels its properties need additional trainings, Otis will customize training materials and organize additional web-based sessions. Where appropriate, Otis can also provide on-site trainings.