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Blue Coat products– Electrolux - 20061024.10v2.0GP	Offer	2.0

Milan, November 02nd 2006

Electrolux Italia S.p.A.

Via Modotti, 11
33170 Pordenone (PN)

Offer # 20061024.10v2.0GP

To the attention of: Mr. Fabrizio Di Narda

Subject: supply of Blue Coat Products

Following our conversation, we are sending you the offer for supply of Blue Coat products you requested.

Please do not hesitate to contact us for any further information.

Best regards,

Gabriele Parravicini
Key Account Manager



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Offer: Supply of Blue Coat Products

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1. DOCUMENT HISTORY

Versione:	Data:	Modifiche effettuate:
1.0	October, 02nd 2006	Release

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2. CUSTOMER'S REQUIREMENTS

Electrolux Italia S.p.a. requires an offer for the supply of the following products:

1. Proxy SG 810-B, – (quantity: 2)
2. SSL Termination Software and Card, SG810-a – (quantity: 2)
3. Maintenance Platinum 1 or 3 years (for all items)
4. Consultancy for configuration and installation of the above products

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3. ECONOMICS

3.1. Products discounted pricing – for orders before 12/31/2006

1° configuration		SG810-B			
1 year support Platinum					
Code	Description	Unit Price	Q.	Total	Special Price
SG810-B	Blue Coat SG810-B	\$36.330,00	2	\$72.660,00	\$50.862,00
SSL-SG810-B	SSL License and Card, SG810-B	\$3.630,00	2	\$7.260,00	\$5.082,00
SVP-SG810-B-1YR	Platinum Service, 1 Yr, SG810-B	\$6.539,40	2	\$13.078,80	\$12.032,50
		Total		\$46.499,40	\$92.998,80
3 years support Platinum					
Code	Description	Unit Price	Q.	Total	Special Price
SG810-B	Blue Coat SG810-B	\$36.330,00	2	\$72.660,00	\$50.862,00
SSL-SG810-B	SSL License and Card, SG810-B	\$3.630,00	2	\$7.260,00	\$5.082,00
SVP-SG810-B-3YR	Platinum Service, 3 Yr, SG810-B	\$17.656,38	2	\$35.312,76	\$32.487,74
		Total		\$57.616,38	\$115.232,76
2^ configuration - SG810-B + SG810-B-CS					
1 year support Platinum					
Code	Description	Unit Price	Q.	Total	Special Price
SG810-B	Blue Coat SG810-B	\$36.330,00	1	\$36.330,00	\$25.431,00
SG810-B-CS	Cold Standby, Blue Coat SG810-B	\$18.165,00	1	\$18.165,00	\$12.715,50
SSL-SG810-B	SSL License and Card, SG810-B	\$3.630,00	2	\$7.260,00	\$5.082,00
SVP-SG810-B-1YR	Platinum Service, 1 Yr, SG810-B	\$6.539,40	1	\$6.539,40	\$6.016,25
		Total		\$64.664,40	\$68.294,40
3 years support Platinum					
Code	Description	Unit Price	Q.	Total	Special Price
SG810-B	Blue Coat SG810-B	\$36.330,00	1	\$36.330,00	\$25.431,00
SG810-B-CS	Cold Standby, Blue Coat SG810-B	\$18.165,00	1	\$18.165,00	\$12.715,50
SSL-SG810-B	SSL License and Card, SG810-B	\$3.630,00	2	\$7.260,00	\$5.082,00
SVP-SG810-B-3YR	Platinum Service, 3 Yr, SG810-B	\$17.656,38	1	\$17.656,38	\$16.243,87
		Total		\$75.781,38	\$79.411,38

(all prices VAT not included)

3.2. Consultancy

1° configuration		SG810-B			
Code	Description	Unit Price	Q.	Total	Special Price
CST	15 day senior consultancy	€ 750,00	15	€ 11.250,00	€ 9.000,00
		Total		€750,00	€11.250,00

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3.3. Shipment

Shipment cost is:

- \$300,00 for each appliance. Total cost is: \$ 600,00

3.4. Travel expenses

- 150€ per day per person

3.5. Cold Standby option

The Cold standby unit it is only a replacement device and it does not be connected to the network.

Occasionally it may be necessary to replace one ProxySG with another that was not previously licensed. For example, you may have the situation of placing a spare ProxySG purchased as a cold standby into service. In order for the cold standby unit to be used the licensing from the current appliance must be transferred. The following instructions detail the steps to successfully transfer a ProxySG license.

Step 1: Log In to WebPower

Use your WebPower account (username/password) to log into the Blue Coat licensing website, also known as LCAMs (License Configuration and Management System) at the following URL:

https://services.bluecoat.com/eservice_enu/licensing/mgr.cgi

Step 2: Register the Hardware Immediately after logging into LCAMs you will have the option to register new hardware. If the cold standby unit was not previously registered, add its hardware serial number to your WebPower account.

Step 3: Disassociate the current licenses from the original device First, access the profile of your current device (not the standby).

This screen will display all of the current licensable components associated with this device. Click on the “Remove” tab.

Select the licensed components (that you wish to disassociate) within the Remove tab and click “Apply”. A “Please wait” message will appear while the request is processed.

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Once the components have been successfully disassociated from the hardware you will see the a window displayed.

Step 4: Associate the current licenses to the replacement device, First, click on “Change Hardware Record” to take you back to the screen displaying all of your registered hardware. Access the hardware profile for the device that you want to associate with your licenses (the cold standby).

Click the “Add” tab of the hardware profile and select the licenses to associate to this device and click “Apply”. A “Please wait” message will appear while the request is processed. Once the components have been successfully disassociated from the hardware you will see the a window displayed.

Step 4: Download the new license file for the replacement device. Navigate in the Management Console of the replacement device to Management – Maintenance – Licensing – Install and click on “Retrieve” to retrieve the license.

If for some reason you are unable to install the license file you may also install the license file locally by downloading the license file from LCAMs by clicking on “Get License”.

From the same pane in the Management Console of the replacement device click on “Install License Key from: Local File” and select “Install”.

From the following screen use the “Browse” button to find the license on your PC. Then click “Install”. The standby device is now licensed and ready to use.

3.6. Platinum support

Platinum Service - Service Description Summary

Products covered under Platinum Service are entitled to 24x7 Technical Phone Support, Advance Hardware Replacement, and all major and minor software releases for purchased software.

Technical Support

Products covered under Platinum Service will be entitled to Technical Phone Support for an unlimited number of incidents 24 hours a day, 7 days a week, and 8x5 Technical Online Support during regular business hours.

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Blue Coat Systems will provide quality technical support in accordance with generally recognized business practices and standards. Technical support will provide assistance in the usage of covered Equipment and Software including product configuration, identification of equipment or software problems, and downloading of Software Updates. Support may also include logging into Customer systems for diagnosis of problems or providing a work-around whenever possible.

Advance Hardware Replacement

Products covered under Platinum Service will be entitled to advance replacement of hardware product prior to Blue Coat Systems receiving the faulty item. Hardware will be shipped same day when RMA Requests are received during regular business hours and deemed necessary by Technical Support before the RMA cut off time (see Limitations). Requests received or verified by Blue Coat Systems Technical Support after the cut off time will ship the following business day.

All replacement parts will be furnished on an exchange basis at no cost to the customer and will be standard or reconditioned components of equal or greater quality, revision level and functionality. Units verified by a Blue Coat Systems Technical Support Engineer, as an Out of Box Failure will be advanced replaced with a new product that is of the same make and model number of the original. All commercially reasonable efforts will be made to get the replacement product delivered.

Customer will be responsible for shipping inoperable units or subassemblies back to Blue Coat Systems immediately after the replacement is received. If the inoperable unit or subassembly is not returned to Blue Coat Systems within fourteen days of shipment, the Customer shall pay the list price per unit as stated in the then-current Blue Coat Systems, Inc. price list. Customer's failure to pay the price or return Equipment promptly will result in the suspension of Services by Blue Coat Systems.

If, during any one (1) year period, more than fifteen percent (15%) of the units or subassemblies returned to Blue Coat Systems for replacement are diagnosed as "No Trouble Found," Customer may be charged a fee of five percent (5%) of the then-current list price of the actual unit or subsequent product (where the actual product is obsolete) for each unit or subassembly returned after the fifteen (15%) percent threshold has been reached, not including the unit whose return results in meeting the fifteen (15%) threshold.

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Blue Coat Systems will provide written notification to Customer in the event it intends to apply the fee identified in this paragraph.

4. INVOICING AND PAYMENTS TERMS

This offer is valid until: December 31th 2006.

Invoicing is as follows:

- Products and maintenance - 100% at order time
- Shipment cost – 100% at order time
- Delivered consultancy and travel costs – invoiced on a monthly basis

Payments due 60 days after date of invoice.

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