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Blue Coat products– Electrolux - 20070302.03GP	Offer	1.0

Milan, march 02nd 2007

Electrolux Italia S.p.A.
Via Modotti, 11
33170 Pordenone (PN)

Offer # 20070302.03.GP

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	March, 2 nd 2007	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-c, – (quantity: 2)
2. SSL Termination Software and Card, SG810-c – (quantity: 1)
3. Maintenance Platinum 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

Codice	Descrizione	Prezzo unitario Listino	Q.tà	Listino totale	Sconto	Prezzo a Voi riservato
SG200-C	Blue Coat SG200-C	\$5.805,00	2	\$11.610,00	25,0%	\$8.707,50
SVP-SG200-C-3YR	Platinum Service, 3 Yrs., SG200-C	\$2.821,23	2	\$5.642,46	8,0%	\$5.191,06
SG810-C	Blue Coat SG810-C	\$43.240,00	2	\$86.480,00	25,0%	\$64.860,00
SVP-SG810-C-3YR	Platinum Service, 3 Yr, SG810-C	\$21.014,34	2	\$42.028,68	8,0%	\$38.666,39
						\$117.424,95

(all prices VAT not included)

3.2. Consultancy

Code	Description	Unit Price	Q.	Total	Special Price
CST	20 day senior consultancy	€ 750,00	20	€ 15.000,00	€ 12.000,00
	Total	€ 750,00		€ 15.000,00	€ 12.000,00

(all prices VAT not included)

3.3. Shipment

Shipment cost is:

- \$300,00 for each appliance.

3.4. Travel expenses

- 150€ per day per person

3.5. 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

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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. 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: March 31th 2007.

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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