

For the customer and Augos, at the pilot kickoff

Success, agreed in writing before we start.

Fill this in together before the sensor goes on. We review it on day 60, in time to give notice before the three months end.

3 months

on one line, with the full core plan

R34,350

ex VAT: R19,500 deployment plus
three months at R4,950

Day 60

the review against the test below

Pilot details

Company	Pilot start date
Site	Day-60 review
Line	Pilot ends
Bottleneck	Augos lead
Customer lead	

The test

Two measures show the record is complete enough to run a meeting on, and that it points at money. You may add your own.

MEASURE	PASS LEVEL	HOW IT IS CHECKED	RESULT AT DAY 60
Reason coverage: share of stop time with a reason	Over 90% by day 60	Stop time with a reason, against all stop time on the line. Pending Inputs lists the stops still waiting for a reason, ranked by hours.	
Top three losses valued in rand	By day 60, on the basis your finance team picks	The three largest losses, each in hours and in rand at your cost per paid hour (page 2), priced and assigned to an owner.	
Your own measure (optional)	Agreed in writing	The question your plant actually needs answered.	

Cost per paid hour

Your finance team chooses the basis. The top three losses are valued at this figure.

Cost per paid hour, ex VAT	R
Basis chosen (what it includes)	
Agreed by (finance)	

The figure sits in your settings. It is verified with Augos at go-live and every quarter, and your plant's administrator can change it.

The three months

WHEN	WHAT	WHAT HAPPENS	DATE
Before day 1	Workbook and test	Setup workbook (AF-09): products, stop reasons and operators. Then this written test.	
Week 1	Install and train	Sensor and Augos Operator Terminal mounted by your team with our guidance, live within 48 hours of the kit arriving, then two days of training.	
Weeks 2 to 4	Coverage climbs	The uncoded-stop worklist shrinks; the first ranked losses arrive.	
Weeks 5 to 12	Losses valued and reviewed	Top three losses priced and assigned. The review on day 60 checks the test, in time to give notice before the three months end.	

After the review

If the test is met. Nothing changes on the line. It carries on at R4,950 per month, ex VAT, month to month with one month's notice. The deployment fee is not charged again.

If the test is not met. Give one month's notice at the day-60 review. The equipment comes out when the three months end, and you keep an export of everything recorded.

Agreed by both sides

FOR THE CUSTOMER

Name	Role
Signature	Date

FOR AUGOS

Name	Role
Signature	Date