

Fees and Payments

In consideration of the above services, **Client agrees to pay to FC** the following fees:

21.5% of the total dollars credited or refunded to the **Client**, as a result of **FC's** advice and/or pursuit. **FC** will invoice the **Client** upon confirmation by either the **Client** or the associated vendor that such credit or refund was provided. **The following is an example of how this is calculated:**

Amount credited or refunded = \$10,000
 Audit fee = \$ 2,150 (Amount Credited or Refunded X 21.5%)

21.5% of the projected 24 month savings, defined as: the difference between the invoice amounts documented by **FC** at commencement of the Audit (defined as Baseline Invoice) and the projected invoice amount, multiplied by 24 months. **The following is an example of how this is calculated:**

Baseline invoice amount = \$8,500
 Projected invoice amount = \$7,500
 Difference = \$1,000
 Projected 24 month savings = \$24,000 (Difference X 24 months)
 Audit fee = \$ 5,160 (First Year Savings X 21.5%)

Any recommendation that requires less than 2 hours of **FC** effort to implement, **FC** will provide at no additional cost. Additional **FC** support above the 2 hours will be billed as per the Hourly Fee defined below. **FC's** Audit invoices are processed upon completion of any individual audit item.

Hourly Fee

Except as noted above, all additional **FC** support will be billed at an hourly rate of \$165, billed in 15 minute increments. Hourly Fees will be invoiced separately in arrears for the prior month's activity.

Additional Services

Service	Overview	One-time Fee	Recurring Fee	Comments
Telecom Expense Management (TEM) Services.	These services are monthly recurring intended to review newly received invoices, identify and addresses billing and configuration issues as they occur and provide monthly reports detailing the current costs, trends and budget projections.	3-Times the monthly recurring fee, e.g. if the value of the monthly invoices is \$10,000, the monthly fee would be \$200. Hence the one-time startup fee would be \$600.	2% of the value of the services under management, e.g. if the value of the monthly invoices is \$10,000, the monthly fee would be \$200.	Automatic bill payment is available as a no cost add on to our TEM and UEM services. This service kicks in after the invoice is confirmed and sent to the Client for approval to pay the invoice. Once approved by the Client, Fortune will then pay the invoice from a Client held bank account

<p>Utility Expense Management (UEM) Services.</p>	<p>Similar to the TEM services defined above, it also provides energy efficiencies reporting that allow the facility to address inefficiencies. We do not recommend products or services as part of this service.</p>			<p>dedicated for this purpose. At the end of each billing period (typically one month) the account is refreshed by the Client with the funds necessary for the next month</p>
<p>Asset Management</p>	<p>This product allows the user to catalogue and track telecom and IT assets, i.e., switches, phones, PC's, laptops, wireless access points, etc. It also has the flexibility to catalogue and track non telecom assets such as desks, chairs, lamps, tools, etc. The produce then provides a host of reports geared to help manage and maintain asset counts, depreciation schedules, replacement requirements and associated budgetary projections.</p>	<p>\$15 per asset under management.</p>	<p>\$5 per asset under management.</p>	
<p>Strategic Plan Development or other Telecom relate consulting services as may be requested by the Client.</p>	<p>Project details and related fees and are calculated based on the specific Client request. Fortune then prepares a Client/project specific scope of work for approval by the Client prior to commencement of any activity.</p>	<p>50% of the proposed fee upfront.</p>	<p>\$185</p>	