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Sesneber International سيسنبر العالمية

Member of the U.S. Saudi Arabian Business Council

w w w . s e s n e b e r . c o m

Your ref:

Date:

Our ref:

f/normeca/kunder/Saudi Arabia/2014/E-140048

Date:

20.10.14

## Offer Nr. E- 140072-C

### Budget Quotation

Re. Ebola Clinic based in Flatpack containers – Type C.

We hereby have the pleasure to offer you to the following:

#### Scope of Supply



List #	Description	Qty.	Price	Total Price
01-00	Infrastructure	1	630 764	630 764
01-01	Ward - 6 beds	4	8 881	35 523
01-08	Cleaning Ward	1	1 863	1 863
01-10	Office x 2 workstations	1	4 013	4 013
01-23	Laundry	1	9 450	9 450
01-25	Ralax room Staff	1	208	208
01-27	Waiting room	2	2 541	5 081
01-28	Reception	1	1 359	1 359
01-30	Doc. Office	3	13 496	40 487
01-34	Laboratory	1	27 043	27 043
01-38	Storage, Shelves	1	3 749	3 749
01-42	Kitchen	1	4 790	4 790
01-43	Morgue	1	36 293	36 293
01-44	Personal Protective gear	1	13 965	13 965
	Decontamination	1	47 250	47 250
<b>Total price</b>				<b>861 837</b>
1	Freight from Lorenskog/Shanghai to site	1	105 000	105 000
2	Insurance	1	52 500	52 500
<b>Total price including freight and Insurance</b>			<b>USD 1,019,337.00</b>	

**All prices include freight charges to any port around the world INCLUDING onsite installation.**

Prices do not include any local import duties and/or local taxes, etc. | Prices are valid ONLY for a minimum order of 3~5 clinics being delivered to the same country | Prices are subject to change without prior notice.

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المملكة العربية السعودية  
هاتف: 966-11-454-1222 | فاكس: 966.11.453.7890

## Introduction

Normeca AS objective with this concept is to fulfil both short term and immediate needs for medical treatment in a disaster area or areas with immediate need for relief for other reasons, while at the same time securing longer-term need and interest being taken into account.

Mobile and primarily tent-based hospitals have become state of the art wherever medical relief is needed after a disaster and in an emergency situation. They are quite inadequate for longer-term operation and were of course never intended for this.

Normeca AS is introducing a hybrid model: A central hospital all based on flat-packed containers that may be connected and designed according to the need and purpose with a very short building period. The concept was tried and tested in Thailand after the Tsunami. Here, the victims' identification centre was built using 64 flat-packed containers and built in 10 days including an extensive infrastructure. Containers of this kind may have a lifetime up to 20 years or more dependent on satisfactory maintenance.

Another key ingredient in this flexible concept is the use of local resources to prepare all infrastructure and build the semi-stationary hospital. Also, emphasis has been placed on using standard material and equipment of various kinds that may be purchased locally. Furthermore, medical and other equipment may be moved to an ordinary hospital upon closing, assuming such a hospital has been built during the reconstruction phase.

Smaller medical clinics or satellites can be based on the same principles and be placed in an area around the central hospital unit i.e. in a radius of 50 to 150 km depending on the emergency situation and population etc. This way, the turnkey solution will provide relief to a large number of people in a very short time. Also, a large number of people that would not require the services offered by a hospital may still get their medical support at the medical clinic and thus not overburdening the central unit more than need be and increasing the capacity to focus more on the more severely injured people.

When the units are to be disassembled and moved alternatively split into smaller units, this is easily done in this flexible and modular solution.

## Currency

The prices are quoted in USD.

The abovementioned price does not include any extra features except for the ones mentioned in this offer. Further features and options will all be priced individually and add to the final price.

## Taxes and Duties

Taxes, customs duties and any other kind of duties to be paid according to law and regulations in customer's country are not included.

### Reservations

Prices and time of delivery may be changed in case of essential changes to the attached specification, but in general it will take approx. 100 days from date of order until the first patient can be treated in the hospital. In case of any unforeseen incidence it might take up to 120 days. In the case that the hospital should be in any other color than white we have estimated an additional 30 days for delivery, but we will of course do our best to shorten the delivery time.

### General Conditions

Our offer is given subject to agreement on final contract to be approved by national authorities and our board of directors.

### Price Basis

The prices are based on delivery: CFR Port of destination (INCOTERMS 2010).

### Warranty

The hospital comes with three years warranty. The warranty does not cover normal wear and tear, damage due to misuse, alterations or negligence.

### Payment terms

Payment terms are 50% mobilization/advanced payment when signing the contract, 25% against bill of lading, 15% at arrival and 10% at handover. The remaining 50% against Letter of Credit.

Our offer is based on the rates / prices valid as of the date of the offer for freight, insurance premiums, cost of goods, foreign exchange, taxes, customs fees and any other charges levied by any public authority. Prices in the offer shall be changed accordingly if any of these factors change, or if new taxes or other charges are brought into effect before the delivery date.

We trust that you will find our quotation to be acceptable, both from a price and specification point of view and look forward to hear from you again at your earliest convenience.

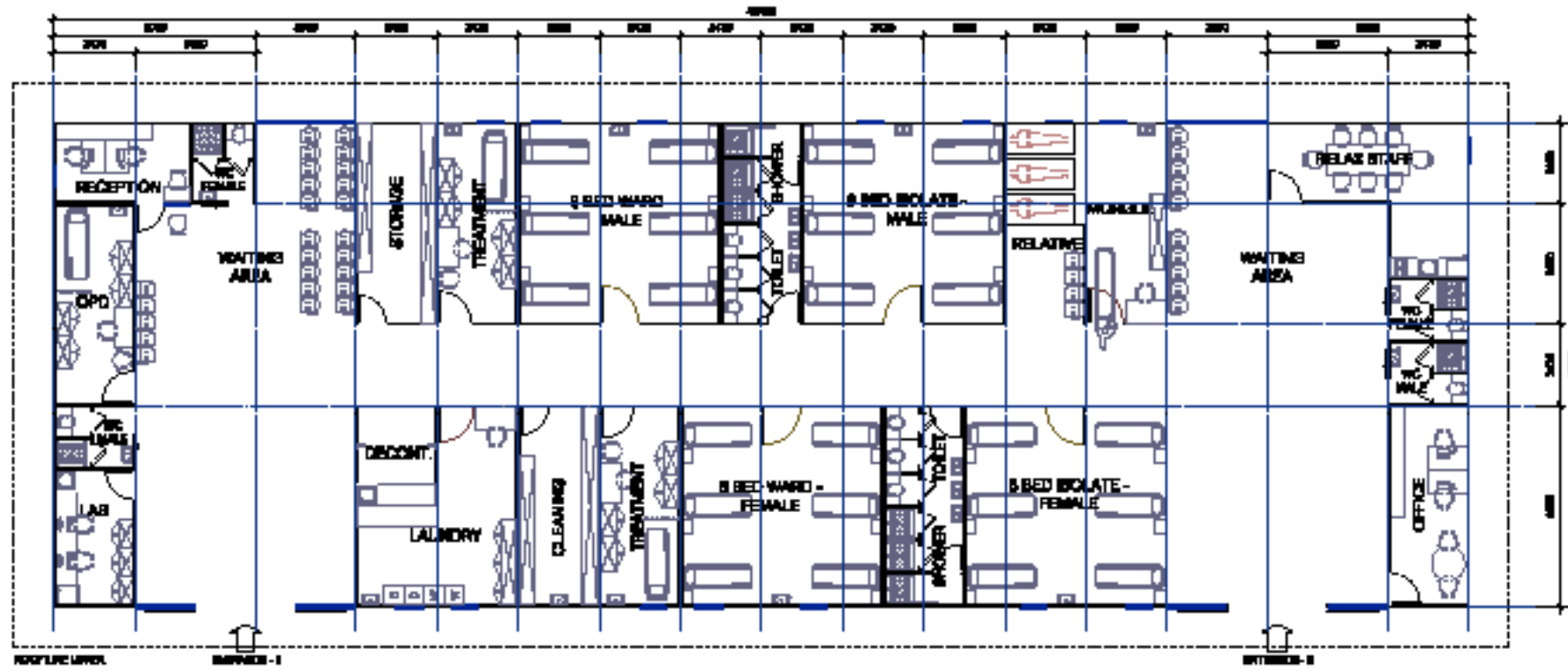
If you need more information, please do not hesitate to contact us at any time.

Yours sincerely

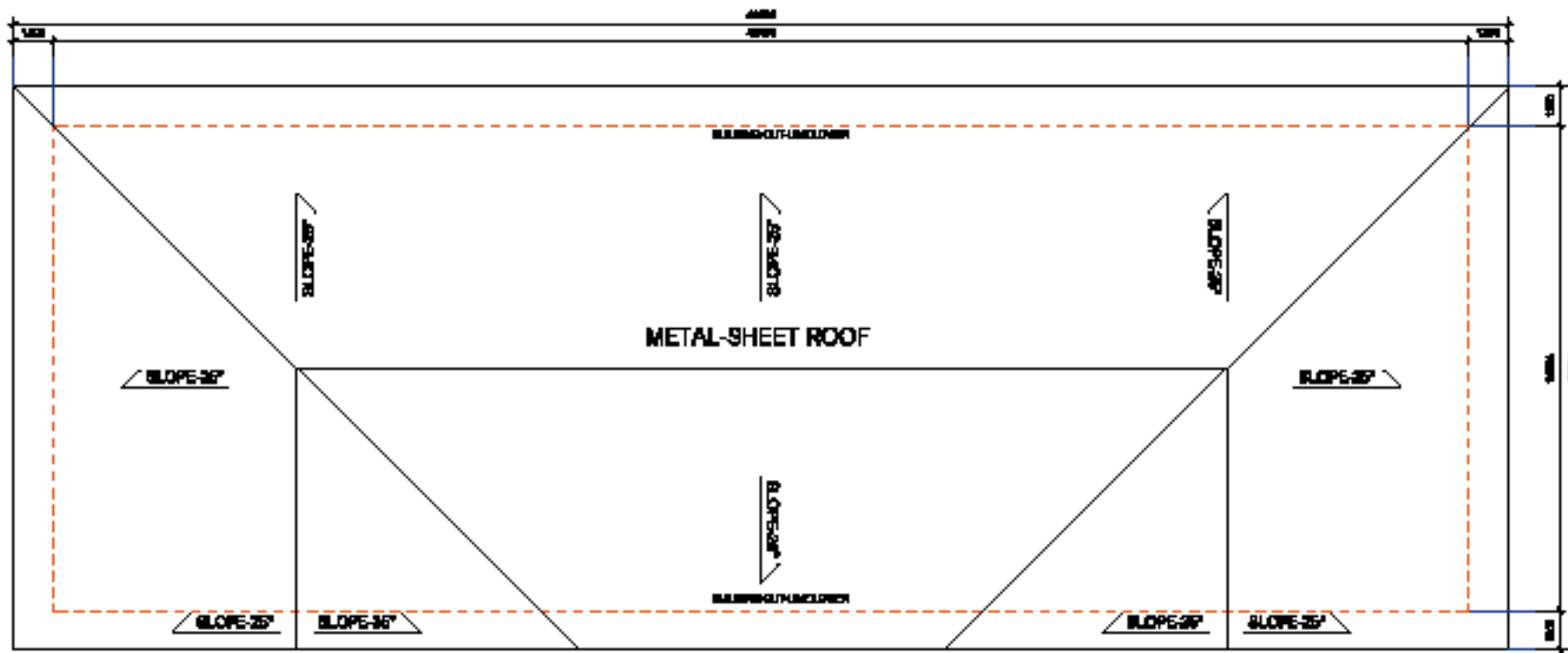
**Normeca AS**

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Gina Karlsen  
Field Operation Manager



**TYPE - C**  
**GROUND FL. PLAN**  
SCALE 1 : 200



**TYPE - C**  
**ROOF PLAN**  
SCALE 1 : 200

COMMERCIAL IN CONFIDENT

 <b>Normecat</b> <small>GROUP OF NORMECAT GROUP</small>	<b>NORMECA AS</b> <small>NO. 4400285          32, JALAN ALAM KEMANGSAH          10710 BANGSAR SELATAN, KUALA LUMPUR</small>		 <small>MEMBER MALAYSIAN MEDICAL COUNCIL</small>
	DATE: - DRAWN BY: - CHECKED BY: -	DESIGNER: <b>JAN KARLSEN</b>	
NO: 11/09/2014 DATE: - PROJECT NO: -	<b>RAJAPOL-TH</b> NAME: <b>GIMA KARLSEN</b>	<b>EBOLA CLINIC (TYPE - C)</b> <small>PROJECT NO. AF/CA</small>	



**TYPE - C**  
**3D PERSPECTIVE - VIEW 1**  
 NOT TO SCALE

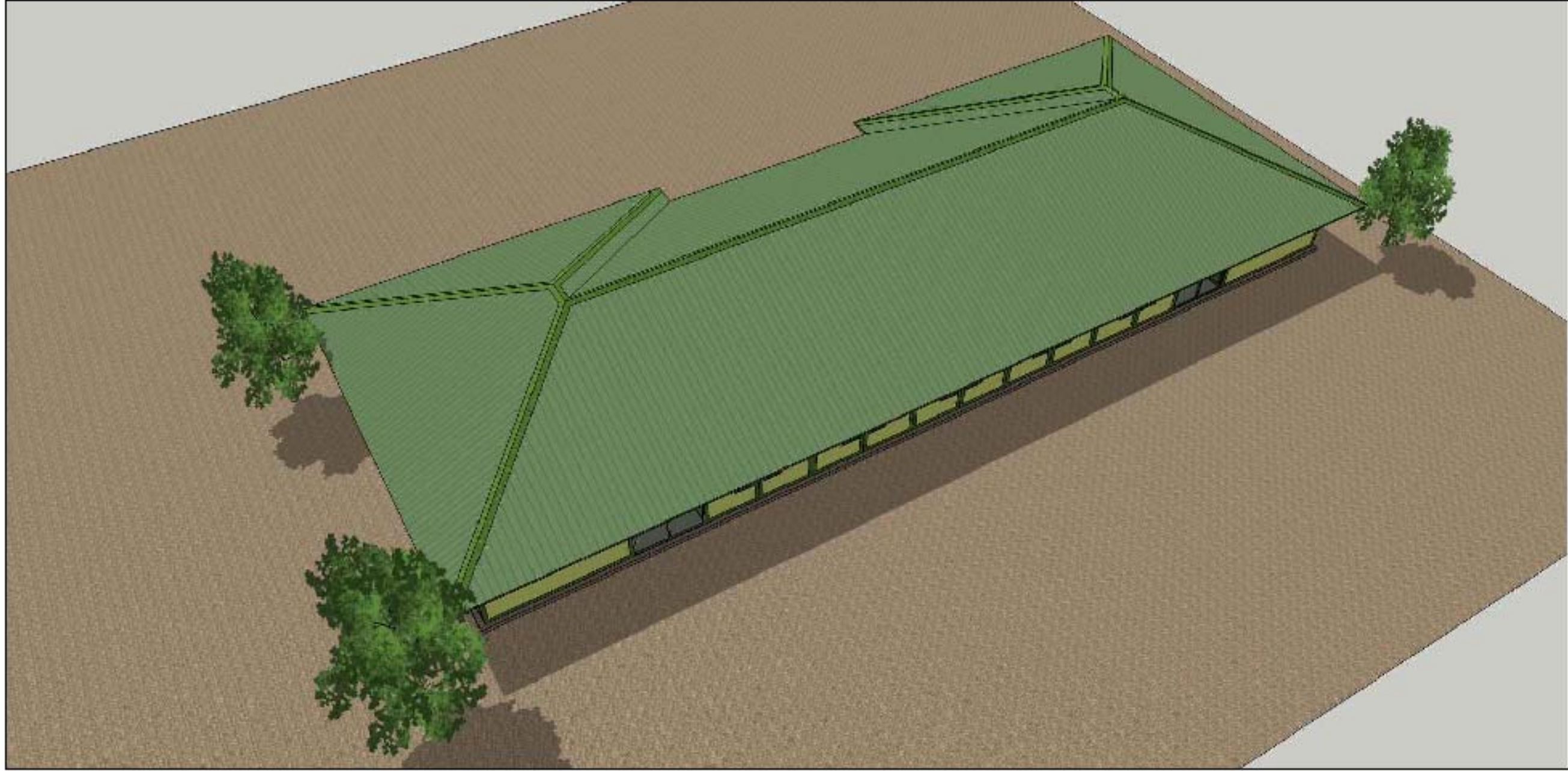
COMMERCIAL IN CONFIDENT

DATE: 11/06/2014	DESIGNER: RAJAROL-TH	CLIENT: GIMA KARLSEN	PROJECT: JAN KARLSEN	 <b>Normecat</b> <small>CONSTRUCTION MANAGEMENT</small>
				 <b>NORMECA AS</b> <small>NORWEGIAN ARCHITECTURE &amp; ENGINEERING</small>
				 <small>NORWAY</small>
				 <small>AFRICA</small>
				 <b>EBOLA CLINIC (TYPE - C)</b>



**TYPE - C**  
**3D PERSPECTIVE - VIEW 2**  
 NOT TO SCALE

 <b>Normecat</b> SUPPLIER OF HEALTH FACILITIES		 NORMECA AS Helsebygg og utrustning for helsevesen og omsorgstjenester	
DATE: - PROJECT: - CLIENT: -	ARCHITECT: JAM KARLSEN	DESIGNER: GINA KARLSEN	REFERENCE: 3D-01
DATE: 31/08/2014	PROJECT: RAJAPOL-TH	<b>EBOLA CLINIC (TYPE - C)</b>	
DATE: -	PROJECT: -	REGION: AFRICA	



**TYPE - C**  
**3D PERSPECTIVE - VIEW 3**  
NOT TO SCALE

DATE: 5/06/2014	DRAWN BY: RAJAROL-TH	CHECKED BY: GINA KARLSEN	DESIGNED BY: JAN KARLSEN	
		<b>EBOLA CLINIC (TYPE - C)</b>		3D-01
				AFRICA
<b>Normecat</b> SUPPLIER OF HEALTH INFRASTRUCTURE				<b>NORMECA AS</b> NORJENSEN VILJELMSSON PROSJEKTBYRØ FOR Helseinfrastruktur
				



**TYPE - C**  
**3D PERSPECTIVE - VIEW 4**  
 NOT TO SCALE

DATE	11/08/2014	DESIGNED BY	RAJAPOL-TH	CHECKED BY	GIMA KARLSEN	APPROVED BY	JAM KARLSEN	 <b>Normecat</b> SUPPLIER OF HEALTH INFRASTRUCTURE	 NORMECA AS NORWEGIAN PUBLIC HEALTH INFRASTRUCTURE SUPPLIER
PROJECT NO.		PROJECT NAME			EBOLA CLINIC (TYPE - C)				



## EBOLA CLINIC - Type C

**List # 01-00**

**Infrastructure**

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Project No.:	E-140072 - C	Ref.std.:	f/normeca/kunder/Saudi Arabia/2014	Date:	20.10.2014	Project:	Ebola Clinic - Type C
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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Containers				36									
2	Sloped roof				846									
3	Electricity				36									
4	Toilet cabin				9									
5	Toilet				9									
6	Cabinet with basin and watertap				9									
7	Shower				9									
8	Pipe				9									
9	Fan for ceiling				4									
10	Fire alarm				4									
11	Fire extinguisher				6									
12	Various electrical equipment				1									
13	Distribution box, big				1									
14	Distribution box, small				1									
15	Outdoor lamps for wall				8									
16	Emergency lights				8									
17	Glue, etc				8									
18	Septic tanks, 8000 liter				1									
19	Waste water, pipeline				30									
20	Water connection, etc.				10									
21	Water pipeline				30									
22	Water pumps - pressure				1									
23	Water tanks, 8000 liter				1									
24	Transport Containers				4									
25	Ground preparation, erection, incl. Management, labour, insurance, food, accommodation, security, travelling expenses, crane, heavy machinery etc.				1									

## EBOLA CLINIC - Type C

**List # 01-01**

**Ward - 6 beds**

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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Desinfection dispenser				1									
2	Hook for towles				1									
3	Hospital bed				6									
4	Infusion stand				6									
5	Mirror				1									
6	Paper dispenser for toilet/shower				1									
7	Soap dispenser				1									
8	Three part screen				6									
9	Bed pans, male				1									
10	Bed pans, female				1									
11	bed pans				1									
12	Urinals				1									
13	Kidney dish				2									
14	Wash basin				2									
15	Holder for gloves				1									
16	Wall clock, silver				1									
17	Waste bin				1									
18	Whiteboard				1									
19	Duvet				6									
20	Duvet cover				12									
21	Bed sheet				12									
22	pillow case				12									
23	Pillow				6									

## EBOLA CLINIC - Type C

**List # 01-08.1**

**Cleaning WARD**

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Project No.:	E-140072 - C	Ref.std.:	f/normeca/kunder/Saudi Arabia/2014	Date:	20.10.2014	Project:	Ebola Clinic - Type C
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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	150 cm shaft with screws				2									
2	40 cm floor scrub				2									
3	60 cm dry mop				2									
4	60 cm floor cloth				30									
5	60 cm foam for mop				2									
6	60 cm holder for floor cloth				2									
7	60 cm microfiber cloth				5									
8	60cm holder for dry/micro mop				2									
9	Aluminium shaft				2									
10	Cleaning trolley				2									
11	Dishwashing brush				10									
12	hand brush				5									
13	Hooks				2									
14	Håndsvaber				2									
15	Kitchen towles				50									
16	Lavtrykssprøyte, 6 l				1									
17	Sprayflaske				2									
18	Window nail				2									

## EBOLA CLINIC - Type C

<b>List # 01-10</b>	<b>Office</b>	<b>Back</b>
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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Chair for patient				4									
2	Office chair				2									
3	Office desk				2									
4	Shelf				2									
5	Small table				2									
6	Office set of equipment				2									
7	Wall clock, silver				2									
8	Waste bin				2									
9	Whiteboard				2									

## EBOLA CLINIC - Type C

**List # 01-23**

**Laundry**

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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Dirty laundry basket				1									
9	Shelfs				1									
13	Washing machine, 11 kg				3									
14	Working table				1									

## EBOLA CLINIC - Type C

**List # 01-25**

**Relax room Staff**

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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Dining chairs				4									
2	Dining table				1									
3	Wall clock, silver				1									

## EBOLA CLINIC - Type C

**List # 01-27**

**Waiting room**

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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Lobby chairs				25									

## EBOLA CLINIC - Type C

**List # 01-28**

**Reception**

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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Office chair				1									
2	Reception desk				1									
3	Shelf				1									
4	Chairs				2									
5	File cabinets				1									
6	Wall clock, silver				1									
7	Waste basket				1									



## EBOLA CLINIC - Type C

**List # 01-30**

**Doc. Office**

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Project No.:	E-140072 - C	Ref.std.:	f/normeca/kunder/Saudi Arabia/2014	Date:	20.10.2014	Project:	Ebola Clinic - Type C
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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Cabinet				1									
2	Chairs				1									
3	Couch for doctors office				1									
4	Dermatology light				1									
5	Trolley Doctors				1									
6	Desinfection dispenser				1									
7	Diagnostic Station				1									
8	ECG , 1 channel				1									
9	Examination lamp				1									
10	Foot stool one step				1									
11	Instrument tray				1									
12	Mirror				1									
13	Negativoscope 38x62				1									
14	Office chair				1									
15	Office desk				1									
16	Office set of equipment				1									
17	Optometric charts				1									
18	Paper dispenser for toilet/shower				1									
19	Reflex Percussors				1									
20	Scale with height measurment				1									
21	Shelf, office				1									
22	Small suture instrument set				1									
23	Soap dispenser				1									
24	Spirometer				1									
25	Wing screen				1									
26	Stetoscope				1									
27	Tonometer				1									
28	Trining forks				1									
29	Wall clock, silver				1									
30	Waste basket				1									

# EBOLA CLINIC - Type C

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## EBOLA CLINIC - Type C

**List # 01-34**

**Laboratory**

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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Laboratory Work Bench				1									
2	Chairs				1									
3	Office chair				1									
4	Office desk				1									
5	Lab Swivel Stool				2									
6	Waste Bin				1									
7	Clinical waste Bin				1									
8	HIV -1/ HIV -2 AB (smapple)				30									
9	HIV 1+2 AB (Smapple)				30									
10	Ice pack				20									
11	Cholesterol, trighlycerides, clucose monitor				1									
12	Glucose strips a 50				4									
13	Cholestrol strips a 25				4									
14	Triglycerides stips a 25				4									
15	Strep A rapid test				4									
16	Urine analyzer w/printer				1									
17	Printer paper a 5				1									
18	Combi screen pluss a 100				10									
19	D-Dimer test a 20				2									
20	Malaria test a 40				10									
21	CRP test a 20				5									
22	Infuenza A/B test a 30				10									
23	Microscope 40x - 1600x				1									
24	Centrifuge for 8 tubes				1									
25	Test tubes 10 ml a 100				10									
26	Hemoglobin analyzer				1									
27	Microcuvettes a 50				10									
28	Elisa microplate reader				1									
29	Elisa microplate washer				1									



## EBOLA CLINIC - Type C

<b>List # 01-38</b>	<b>Storage</b>	<a href="#"><u>Back</u></a>

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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Shelves, H 2100, D 300, 5				8									

## EBOLA CLINIC - Type C

**List # 01-42**

**Kitchen**

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Project No.:	E-140072 - C	Ref.std.:	f/normeca/kunder/Saudi Arabia/2014	Date:	20.10.2014	Project:	Ebola Clinic - Type C
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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Kitchen corner				1									
2	Cooking plate				1									
3	Microwave				1									
4	Waterboiler				1									
5	Coffe maker				1									
6	Diningset				12									

## EBOLA CLINIC - Type C

**List # 01-43**

**Morgue**

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Project No.:	E-140072 - C	Ref.std.:	f/normeca/kunder/Saudi Arabia/2014	Date:	20.10.2014	Project:	Ebola Clinic - Type C
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Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	18

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	Body feezer				1									
2	Cabinet / Desk				1									
3	Mortuary lifter				1									
4	Shower system				1									

## EBOLA CLINIC - Type C

**List # 01-43**

**Personal Eprotective Gear**

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Project No.:	E-140072 - C	Ref.std.:	f/normeca/kunder/Saudi Arabia/2014	Date:	20.10.2014	Project:	Ebola Clinic - Type C
Indexcolor:	Red	Ref.:	01-01-3-A/L3	Page:	See left bottom	Project:	
Customer:	ISM-Tec	Kode:		Prices:		Agent:	
Executive Officer:	Gina Karlsen	Valuta:	11-06,00.08,00	Value:	USD	Room:	

Pos.	Equipment Name	Art. No.	Manufactor	Country of Origin	Pcs.	Net Weight	Gross Weight	Total Weight	Volume	Total Volume	Power Consume	Total power	Price USD	Total Price USD
1	PPE Bpl kit				500									
2	PPE Bpl light				200									
3	Face shield				200									
4	N-95 Mask				200									
5	Surgical Mask				1000									
8	Body Bag				100									