

# **Configuration Packages for IoT hardware and connectivity**

**General Service Description  
Configuration Packages**

Version 1  
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# 1. Introduction

Capestone offers a wide range of value added services that relieve partners, resellers and customers when using 4G / 5G networking products, WiFi solutions and M2M / IoT connectivity. Capestone employees are certified network engineers for all brands distributed and sold.

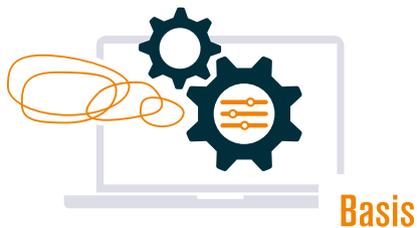
More and more companies are opting to outsource the configuration of the fleet of routers to Capestone engineers, especially for the roll-out of projects. With more than 12 years of experience in the field of mobile networking, IoT hardware and software, we ensure that projects are delivered quickly and adequately.

## 1.2 Which advantages do we offer with these services;

- o **Cost savings:** because Capestone's delivery line is optimized, we take a lot of time off your hands. You save up to 60% compared to the costs of your own employees engineers.
- o **Customization:** : together with our engineers, draw up a configuration that suits your organization. Make use of our experiences, knowledge of the products & services and proven solutions.
- o **Time-to-market:** benefit from a short time to market by activating hundreds or thousands of routers, trackers or gateways in no time, as wished.
- o **Management:** easily manage your fleet via remote software.

## 1.3 Configuration: Basis

Artikelcode: SUP10001



### Contents Basis configuration

With the Basis Configuration service, Capestone offers the possibility to perform the following activities when purchasing products and services;

- Set APN in the router.
- Inserting a SIM card if ordered from Capestone.

## 1.4 Configuration: Advanced

Artikelcode: SUP10002



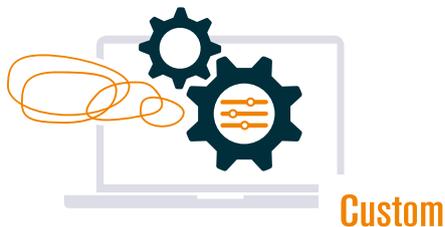
### Contents Custom configuration

With the Custom Configuration service, Capestone offers the possibility to perform the following activities when purchasing products and services;

- Set APN in the router.
- Inserting a SIM card if ordered from Capestone.
- Setting up one or more SSIDs and WiFi networks
- Setting security policy
- LAN / WAN settings
- Setting the data cap in the router
- Set data cap in the sim management portal
- Firmware upgrade

## 1.5 Configuration: Custom

Artikelcode: SUP10003



### Contents Custom configuration

With the Custom Configuration service, Capestone offers the possibility to perform the following activities when purchasing products and services;

- Set APN in the router.
  - Inserting a SIM card if ordered from Capestone.
  - Setting up one or more SSIDs and WiFi networks
  - Setting security policy
  - LAN / WAN settings
  - Setting the data cap in the router
  - Set data cap in the sim management portal
  - Firmware upgrade
  - Complete custom configuration with Partner and end customer.
- 
- Incl. introductory meeting with partner and end customer.
  - Incl. remote and on-premise pre-sales support by a Capestone networking engineer (NE) or partner manager (PM)
  - Incl. remote project management from certified engineers
  - Incl. adding and / or removing accessories or parts. Think of antennas, power supply, cables or other hardware.

## 2. Pricing

The following rates apply to this Service.

Configuration Packages	Basis	Advanced	Custom
One-time price per device	€ 2,50	€ 4,95	€ 9,95
Set APN	X	X	X
Placing SIM	X	X	X
Set up SSIDs and WiFi		X	X
Setting security policy		X	X
Set LAN / WAN		X	X
Set data cap in the router		X	X
Set data cap in SIM mngt portal		X	X
Firmware upgrade		X	X
Incl. introductory meeting with partner and end customer			X
Incl. remote and on-premise pre-sales support			X
Incl. remote project management from certified engineers			X
Incl. adding and / or removing accessories or parts.			X
VPN configuration			X

### 2.1 Requirements

- o The prices shown are always per item.
- o Project and volume prices can be requested via Sales.
- o When applying for a Configuration Package, a Capestone employee will test feasibility and delivery time in advance. Based on this, a Quotation is sent which the client must approve by placing a PO.
- o Capestone only supports routers, trackers, IoT gateways, switches, access points, connectivity, devices and other products offered and sold by Capestone.

### 2.2 Minimum purchase per package

The following minimum purchase obligations apply to the Configuration Packages;

Package	MoQ
Basis	n/a
Advanced	20
Custom	50

## 3. Responsibilities Capestone and client

This chapter sets out in more detail the parties involved in this service.

### 3.1 Responsibilities Capestone

Capestone is responsible for:

- o The possible transport of the products from a Capestone warehouse to the delivery line.
- o The configuration of the hardware, data connectivity and possibly the remote management portals that are available with the specific service of the selected products.
- o Safe packaging of the products.
- o Sending products to the client

**The general terms and conditions of Capestone B.V. apply to this Service.**

### 3.2 Responsibilities client

- o Placing a PO (Purchase Order) for a specific Configuration Package at Capestone. When requesting a Configuration Package a Capestone employee to test in advance for feasibility and delivery time. Based on this, a Quotation is sent to the client must approve.
- o The timely and accurate delivery of the required data to Capestone.
- o The contact and contract with the customer.
- o Assigning a permanent point of contact or project manager so that the Service offered by Capestone can be offered as optimally as possible.
- o Report any changes to Capestone in a timely manner.
- o Indicate delivery and invoice address.