

## BUSINESS MODELS

### Model I

- Your needs will be analyzed
- Alternative offers that answer best your needs will be prepared.
- The Scanner(s) will be installed in your lab.
- Workflow management software will be installed (optional).
- User trainings will be organized.
- 24 x 7 remote service infrastructure will be established to ensure uninterrupted operation.
- After-Sales Support and remote service support will be provided during the agreement period.
- Version upgrades/updates will be provided free of charge during the agreement period.

### Model II

**In addition** to the services provided within the scope of “Scanner Only” Business Model, we will provide you the following services within the scope of “Scanner + Storage” Business Model.

- Based on your slide scanning capacity per month, we will analyse your storage needs and will provide you high-speed storage solution with enough capacity.
- According to your preference, we will either install the “Storage Unit” in your own facility (In-House Storage) or in our own facility or in the cloud.
- In case you have a strategy to keep all of your data in a “Central Storage” located in your institution, we can also integrate our systems to your central storage unit.
- In case we provide you the “Storage Unit”, we will provide you the same “uptime warranty” as we do for our scanners.

### Model III

**In addition** to the services provided in the scope of “Scanner + Storage” Business Model, we will provide you the following services within the scope of “Scanner + Storage + Analysis Tools” Business Model.

- We will provide you analytics tools that will help analyze the slides.