

# Proof of Concept / Proof of Value Options

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2 types of POC/POV = No-charge vs. Paid

## No-Charge POC/POV

- Use simplified materials
- Simulated environment
- No more than 2 man-days of PS
- Focus on what customer needs to see in terms of solution capabilities

## Paid POC/POV

- Use real apps and data
- Time-and-material based charges will be billed
- Phase by phase progression
- Acceptance process before proceeding to the next phase
- POC/POV Termination agreement must be put in place

**No solution license fee will be charged for neither No-charge or Paid POC/POV**

**ARGOS**LABS