



## OEM Program

### What is it:

The ESC OEM program is a relationship agreement between Ehst Systems and Controls and equipment manufacturers.

### Offers:

- Defined pricing based on volume (we want your product to succeed for all of us)
- Transparency of project status
- Prompt and knowledgeable end customer support
- A path from R&D to prototype to production model

### Stages:

1. Preplanning: Billed an hourly rate if necessary  
(Provides the answer to will this work and how
2. Proof of Concept: Components and labor billed at cost
3. Refinement: Multiple unites field tested.  
(Provides test units that can be put in the field and refined
4. Production: Billed at a per piece price [*generally after 2-5 initial builds*]  
(Provides consistent and easy to apply controls for your application  
(Provides regular updates on the status of orders  
(Provides post shipment support to you or your end customers  
(Pricing improved a volume increases