866 Washtenaw Drive, NE

Grand Rapids, MI 49505

616-558-7622

Proposal

**Proposed Activity:**

ADS-B Global, LLC, (“ADS-B Global”) a Michigan limited liability company, proposes to perform activities as an independent and non-exclusive consultant/contractor to Cobham Antenna Systems (“Cobham”). Examples of the proposed activity include (but are not limited to the following):

1. ADS-B Global will participate in and conduct telecons with Cobham and Comant Products customers as a technical and/or business development consultant
2. ADS-B Global will assist Cobham personnel at industry activities as a representative of Cobham
3. ADS-B Global will meet with pre-arranged dealers, customers and others during industry events.
4. ADS-B Global will offer and participate as Cobham representative on panel and/or discussion forums as mutually agreeable
5. ADS-B Global will prepare a summary written report covering significant findings including proposed actions and recommendations
6. ADS-B Global will provide a telecon or in-person debrief to Cobham staff at a time of mutual convenience following customer visits and/or industry events
7. ADS-B Global will suggest similar representation at other events as appropriate
8. ADS-B Global will perform research and will provide information from ADS-B Global proprietary information sources to assist in market analysis for Cobham
9. ADS-B Global will seek, research and recommend outside services to assist in the development of market data
10. ADS-B Global will work with Cobham to develop mutually agreeable Statement(s) of Work to cover specific projects whose scope is beyond ah-hoc activity.
11. As an independent contractor, ADS-B Global will work to accommodate Cobham scheduled activity but may be unavailable at time due to other client requirements.

**Fees (full details shown on attached 2018 Rate Sheet):**

1. Office activity, local meetings: billed hourly by quarter hour
2. Travel days: one half (1/2) daily rate
3. Event days and out of office days: daily rate
4. Travel requiring domestic air travel:
   1. Delta Comfort seating
   2. Where destinations are better served, other airline’s equivalent seating
5. Travel requiring international air travel:
   1. Delta Business Class seating
   2. Where destinations are better served, other airline’s equivalent seating
6. Travel via rental car, Hertz preferred.
7. “Other Travel”
   1. Local incidental Uber, taxi, fuel, tolls and parking
8. Lodging: Hilton preferred
9. Entertainment, client dinners to be billed as actuals
10. Marketing materials, signage, registration and event costs, booth display costs, shipping, drayage and any other event costs not included; to be prepaid by Cobham

**Non-disclosure and proprietary information:**

1. ADS-B Global will hold Cobham non-public information in trust and will not disclose information without prior agreement. ADS-B Global will execute a mutually agreeable Non-Disclosure Agreement.
2. ADS-B Global will return any Cobham equipment at the sunset of the working relationship
3. ADS-B Global will erase and delete any Cobham non-public information from ADS-B Global electronic storage devices.
4. ADS-B Global will surrender license keys to Cobham at the sunset of the working relationship
5. ADS-B Global will retain data manipulation techniques and methodologies used in the analysis of public or subscribed-to information but will remove identification of Cobham-specific information.