



Sierra-Olympic Policies for International Customers Requiring Export License

1. Introduction.

Sierra-Olympic Technologies, Inc. always promotes the purchase of products which best fits the needs of the customer. One of the requirements customers should always consider is the requirement for export licensing of products. If a product requires an export license because of the end-use country, or the end-use application, a customer faces a 6-week delay for the licensing period, and extensive regulation involved in complying with the license provisos. Sierra-Olympic, as the exporter-of-record, faces extensive regulations in submission paperwork, and monitoring compliance with the license. Customers must consider all the costs associated with licensed exports when weighing their purchases. Considering the “costs” of export licensing, customers should be aware of alternatives to avoid these licensing costs. The basics of avoiding licensing costs are listed below:

- Always consider 9 Hz cameras. These are readily shipped to most countries with “No License Required”, or NLR. Exceptions to this are cases where the end-user or customer is a denied party on the Consolidated Screening List, or when end-user or end-use is involved with chemical, nuclear, or biological weapons.
- For 30 Hz or 60 Hz cameras, we offer these only for customers in the STA-36 countries listed below. There are associated regulations with the STA Exception which customers should know about prior to the consideration of a purchase.

Argentina
Belgium
Croatia
Estonia
Germany
Iceland
Japan
Lithuania
New Zeland
Portugal
Sovenia
Switzerland

Austria
Bulgaria
Czech Republic
Finland
Greece
Ireland
South Korea
Luxembourg
Norway
Romania
Spain
Turkey

Australia
Canada
Denmark
France
Hungary
Italy
Latvia
Netherlands
Poland
Slovakia
Sweden
United Kingdom

2. Requirements for License Application.

If the technical attributes of the product are such that the customer decides they want to proceed with an export license application, because of the costs involved with the licensing activity, Sierra-Olympic will require certain minimum requirements to be met. Three items are required to begin the export license application process:

A/ A firm, non-retractable purchase order valid for the period required to obtain an export license, nominally 6 weeks.

B/ The completed Export License Questionnaire.

C/ The signed Memorandum of Understanding regarding the terms of the Export License Application.

The items below describe Sierra-Olympic policies regarding application for an export license.

- No online sales orders requiring a license will be contemplated. Only firm purchase orders issued and accepted by Sierra-Olympic Technologies, Inc. will be considered.
- The minimum order value must be greater than \$20,000.
- The customer will be required to submit in advance a non-refundable deposit of US\$2,500 prior to the start of the licensing process.
- Customers will complete the Sierra-Olympic Export License Questionnaire.
- Customers will complete and accept the Memorandum of Understanding-Export License document.
- Sierra-Olympic will submit the license application only after all the above items have been completed.
- In the event of award of the BIS Export License, the deposit amount will be credited towards the purchase price.
- In the event of license denial, the deposit is surrendered. In the event of license approval, but with provisos or conditions unacceptable to the customer, the deposit is surrendered.