



# SimulTrans

your languages – your timeline

## Volume and Exclusivity Discounts

In recognition of repeat work from our clients we offer a variety of discounts. Please note that these discounts are mutually exclusive. Not all clients are eligible for the discounts. A company must have a minimum of \$100,000 of annual translation and localization to qualify.

### Volume Discounts

For customers who have a very clear idea of future volume of work, SimulTrans offers a volume discount. The discount amount is determined by the amount of work required for the project and may take the form of the following:

Annual Volume	Discount %
\$250,000-\$499,999	2.5%
\$500,000-\$749,999	5.0%
\$750,000-\$999,999	7.5%
\$1,000,000+	10.0%

- Discounts are calculated for work in each calendar year: January 1 – December 31
- Discounts are not cumulative.

These discounts are based on invoicing. For example, discounts might apply in the following way:

Date	Invoice #	Amount	Discount %
January 5	1	\$100,000	0.0%
January 15	2	\$50,000	0.0%
January 31	3	\$100,000	0.0%
February 14	4	\$50,000	5.0%
February 20	5	\$100,000	5.0%
February 28	6	\$50,000	5.0%
March 10	7*	\$75,000	6.7%
March 25	8	\$100,000	10.0%
April 19	9	\$50,000	10.0%
...			
January 5	1	\$50,000	0.0%

\*Note that invoice #7 was partially above and partially below the \$500K discount threshold, so a 5% discount applied to the first \$50K and a 10% discount applied to the remaining \$25K.

### Exclusivity Discounts

For customers who may not be able to anticipate future volume of work, SimulTrans offers an exclusivity discount.

If a company agrees to work exclusively with SimulTrans for most of its translation and localization needs, SimulTrans can provide an exclusivity discount. Each relationship is different and thus the discounts may vary, but might take the form of the following:

Commitment Number of Years	Discount %
1	2.5%
2	5.0%
3	10.0%

Customers agrees that SimulTrans will be its exclusive localization service provider for the term of the agreement, assigning at least 90% of paid translation and localization work to SimulTrans, excluding assignments provided to in-country partners, customers, and distributors without payment.

$$\pi = \sum_{n=0}^{\infty} \left( \frac{4}{8 \cdot n + 1} - \frac{2}{8 \cdot n + 4} - \frac{1}{8 \cdot n + 5} - \frac{1}{8 \cdot n + 6} \right) \cdot \left( \frac{1}{16} \right)^n$$