

Hi Zac

Good questions.

Does the larger rollout only come after the pilot has been completed?

No, the larger rollout can happen at any time. We can support a roll out in 1 of 2 ways if you skip the trial altogether. Lomi 2- immediately. Lomi 3- starting in Aug-Sep.

Also, if Greenview chooses to participate in the pilot, what happens to the older units once the pilot is complete? Are they sent back or just recycled? Is there any cost recovery to this?

They are your devices to do with as you please. One use would be to put them into schools. Another would be to put them into a reserve pool. Another option is that folks using these trial units use them and "upgrade" to a newer model over time. You would not need to send them back. The only purpose of the trial was to offer a lower cost way to get started and perhaps accelerate a trial while figuring out the budget and timeframe for the broader program. I am impartial to whether or not you choose a trial or go straight to a roll-out.

And lastly, if people by the older units, do they have to then again buy the updated units?

They would get \$75 credited toward the \$150 for Lomi 3.

Gratefully,

Colin Schmidt

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