

Nomor : 38271/UN31.LPPM/PM/2021 14 Juli 2021  
Lamp : EON Grant-Partnership Scheme offer  
Hal : Penawaran Grant Partnership EON Reality:  
Augmented, Virtual dan Extended Reality untuk Pendidikan

Kepada Yth.

1. Rektor ;
2. Wakil Rektor bidang Akademik;
3. Wakil Rektor bidang Keuangan dan Umum;
4. Tian Belawati;
5. Daryono;
6. Udan Kusmawan;
7. Durri Andriani;
8. Diki;
9. Dimas Prasetyo.

Pusat Riset dan Inovasi PTJJ – LPPM telah membentuk Tim Inovasi Pembelajaran yang saat ini mengkaji penawaran grant-partnership EON Reality untuk penggunaan platform EON Reality sebagai bagian materi pembelajaran UT. Kami telah melakukan komunikasi dan demonstrasi produk platform EON Reality dan mempertimbangkan EON Reality platform memiliki *user-friendliness* dan library 3D yang memadai. Grant-partnership scheme mencakup training, lisensi platform dan peripherals. Sehubungan hal tersebut kami mengundang Bapak dan Ibu untuk menghadiri pertemuan secara daring pada

Hari dan tanggal : Senin, 19 Juli 2021  
Waktu : Pukul 09.30 -10.30  
Acara : Pembahasan Penawaran Grant-Partnership EON Reality  
URL : [https://sl.ut.ac.id/Pertemuan EON Reality](https://sl.ut.ac.id/Pertemuan_EON_Reality)



Meeting ID : 949 3424 2487  
Passcode : 692748

Demikian atas perhatiannya diucapkan terima kasih.

Ketua LPPM-UT,  
  


Dra. Dewi Artati Padmo Putri, M.A., Ph.D.  
NIP 196107241987102003

## **Grant Guarantee Program (GGP) Offer Letter**

This **GRANT GUARANTEE (GGP) OFFER** ("Offer") is effective 09<sup>th</sup> July 2021 and the Offer becomes only binding once signed by both Parties:

Indonesian Open University (Universitas Terbuka Indonesia) (**UTI**), Jl. Terbang Layang, Pondok Cabe, Jakarta, Java 15418, Indonesia ("Local Partner"); and EON Reality Inc., a California corporation with a corporate headquarters at 18 Technology Dr. Suite 110, Irvine California 92618 United States of America ("**EON**")

### **1. Overview EON GGP Offer**

#### **1.1 Background**

- (a) Governments and intergovernmental organizations are now focusing on a resilient, post pandemic economic recovery.
- (b) Significant and sustained investments in high-quality digital education is particularly crucial.
- (c) XR (Virtual Reality and Augmented Reality) has been identified as a key for building digital competitiveness in education.

#### **1.2 Description of the EON Grant Guarantee Program**

- (a) Based on the pressing education needs in a post-pandemic environment, EON Reality has been able to secure grants for its Local Partners with governments and intergovernmental organizations in many different countries.
- (b) Because of these successes, EON Reality has now developed the EON Grant Guarantee Program for qualifying academic institutions.
- (c) EON Reality hereby guarantees securing a grant and co investment as outlined in this agreement for setting up an EON-XR Center as described in Appendix A.

#### **1.3 The EON-XR Center Delivery**

- (a) Upon EON Reality and the Local Partner sign the EON-XR Offer agreement to set up the EON-XR center, EON Reality shall deliver the EON-XR platform for 1500 students for a 5 Year period as specified in the EON-XR Center equipment list attached in Appendix A under the column EON Co Investment and Grant Guarantee.
- (b) EON Reality guarantees hereby a \$3,869,839.35 in-kind co investment and an additional \$1,041,879.825 donation through EON Reality Learn for Life to cover the 100% cost of the EON-XR Center as specified in the EON-XR Center equipment list attached in Appendix A under the column EON Co Investment and Grant Guarantee.
- (c) Upon EON Reality's delivery of the EON-XR platform, the Local Partner shall pay a grant guarantee fee of 1% of the EON-XR Center value i.e., **a total USD \$49,613** within fourteen (14) days after the delivery.

### **2. EON-XR Center Hosting**

- 2.1 EON shall cover all the costs related to the cloud hosting of the EON-XR Center with a dedicated institution for the Local Partner that shall be optimized for the location selected by the Local Partner.

### **3. EON-XR CENTER Management**

- 3.1 The EON-XR CENTER will be managed and controlled by the Local Partner.

**4. Responsibilities**

4.1 EON and Local Partner shall jointly establish a Collaboration in the Region that will be responsible for the following:

4.2 EON shall:

- (a) Secure the funding of the EON-XR center as outlined in paragraph 1.3 The EON-XR Center Delivery
- (b) Deliver the EON-XR Center Equipment as outlined in paragraph 1.3 The EON-XR Center Delivery and in Appendix A attached
- (c) EON Reality will also cover for no additional charge 100% of the costs required for the EON pedagogical and technical XR team to implement the academic XR Self-Directed Learning Program including:
  - (i) A comprehensive Needs Assessment Analysis of the Local Partner's programs with concrete XR guidelines based on the Education 3.0 approach.
  - (ii) Full access to the EON-XR Resource Center with design assignments, user guides, video tutorials.
  - (iii) The execution of EON Reality's 9-step implementation plan.
  - (iv) Introduction to EON Reality's Global Academic Community for Remote Learning.
  - (v) EON-XR Training Certification Level 1 and 2 online courses for all selected academic members.
  - (vi) Workshops and online classes for teachers, students, and workers/interns to learn how to use and create lessons in EON-XR.
  - (vii) The development of a framework for curriculum guidelines (both qualitative and quantitative).
  - (viii) The delivery of the EON-XR module guidelines.
  - (ix) Supply material document for technical training about EON-XR Center Equipment
  - (x) Provide Local Partner with training on new EON-XR Platform, EON Library, EON Products and Services or any other new products and services introduced into the market after the Effective Date.
  - (xi) This implementation support will demonstrate that both EON Reality and the Local Partner are committed to the execution of the Center which will facilitate securing external grant approval significantly.

4.3 Local Partner shall:

- (a) Within 14 days of the signature of this Offer and the delivery of the EON-XR platform the Local Partner will prepare a press release that will be to be jointly approved the Parties announcing the EON-XR Center establishment
- (b) Pay the grant guarantee fee of 1% of the EON-XR Center value i.e. a total USD \$49,613 as outlined in the EON-XR Center Delivery and in Appendix A attached.


**Execution and Date**

THIS OFFER is now fully executed with an Effective Date as completed by the last signing Party:

<b>Local Partner – Executing Officer</b>	<b>Local Partner - Witness</b>
Officer Name & Title	Witness Name & Relationship to Local Partner
[Insert Date]	[Insert Date]

<b>EON Reality, Inc. – Executing Officer</b>	<b>EON Reality, Inc. – Witness</b>
Dan Lejerskar, Founder	Mats Johansson, CEO
[Insert Date]	[Insert Date]

**Appendix A EON-XR Center Equipment**

EON-XR GRANT GUARANTEE PROGRAM						
Item #	Equipment Description	Qty	Unit price in USD	List Price in USD	EON-XR Center EON Co Investment and Grant Guarantee *	
<b>1</b>	<b>EON-XR Platform Education</b>	<b>1500</b>	<b>\$ 3,300.00</b>	<b>\$ 4,950,000.00</b>	<b>\$ 4,950,000.00</b>	
	EON-XR Platform Education (Y1-5) - 5,000 users Cloud Delivery:LEARN PLATFORM •CLOUD-BASED: Develop, Run, Manage, Access, Store, Host & Distribute XR •AGNOSTIC: Support for 30+ devices across Mob VR/AR(android, IOS), Desktop, HMD (Oculus Rift S, HTC Vive), AR device (Magic leap, HoloLens) ASSETS & LIBRARY •VAST ASSET LIBRARY: Access to more than 1 million 3D models and 360° •UPLOAD OWN 3D/360 ASSETS: CAD /PLM/Scan model, BIM etc. CONTENT CREATION •CREATE & SHARE 3D & 360 APPS: Easy, Do it yourself: Intuitive, No programming based •3D RECORDING TOOL: Multiple 3D recording for Standard Operation Procedure or guidance •SEARCH ASSISTED APPLICATION CREATION: Faster & easier to create rich XR content CONTENT EXPERIENCE •EXPERIENTIAL LEARNING: Guided and Do it yourself mode •EXPERIENCE 3D & 360 LESSONS •OFFLINE MODE: Download applications to your Own device •LIFE SIZE AR: Enables exploration and interaction with large environments scale 1 to 1 •DIGITAL TWIN: Side by side or superimposed AR InstructionsOFFLINE MODE REMOTE & MULTIUSER •REMOTE ONLINE XR: Groups interact virtually online with no risk of physical exposure •MULTI-USER SESSIONS: One-to-many Trainer to Trainee Learning Modules ADMIN •INSTITUTION: In a private institution, students & teachers share access to the same group, content library, and share data & interactions. A one-time setup fee is also required •PUBLIC OR PRIVATE: Determine who can share, access distribute & assign to groups XR Apps, 3D/360 libraries •USER MANAGEMENT: Assessment, Analytics User Profiles, Login, LMS Integration •CONTENT MANAGEMENT: Integration with LMS, IoT, AI & CMS •ASSIGN & DISTRIBUTE LESSONS •3D ASSESSMENT TOOL: Virtual assessment track & assess user performance with final score report •TRACK & ASSESS STUDENT PERFORMANCE					
	TRAIN TRAINING MODULE: Procedure Practice, Remote Training, Virtual Certification MULTI-USER: Support For 1-1 Or 1-Many Training MULTI-PLATFORM: Cross Platform VR Training INTEGRATED COMMUNICATION: Voice over IP built in GUIDANCE AND ASSESSMENT: Step-by-step instructions for task completion and integrated assessment VIRTUAL PROCEDURE ASSESSMENT SEARCH ASSISTED LESSON CREATION HOST MULTI-USER REMOTE SESSIONS ASSIGN & DISTRIBUTE LESSONS TRACK & ASSESS STUDENT PERFORMANCE EXPERIENCE 3D & 360 LESSONS CREATE 3D & 360 LESSONS					
	PERFORM PERFORMANCE MODULE: AR Assist MRO, Remote Expert Assist, RT Data Display MULTI-USER: Support for operation manager and multiple workers MULTI-PLATFORM: Remote Users (Phones, Tablets, Wearables) KNOWLEDGE MARKERS: AR Anchor Point Placement and Annotated with text, voice, video, 3D data					
<b>2</b>	<b>XR Innovation Equipment</b>			<b>\$ 11,332.50</b>	<b>\$ 11,332.50</b>	
2.1	EON-XR Marketplace Credits	300	\$ 10.00	\$ 3,000.00	\$ 3,000.00	
2.2	3DScanning - Structure Sensor bundle for iPad	1	\$ 540.00	\$ 540.00	\$ 540.00	
2.3	Apple iPad Pro 11"	1	\$ 898.00	\$ 898.00	\$ 898.00	
2.4	EON HMD (Oculus Quest with Link Cable)	2	\$ 600.00	\$ 1,200.00	\$ 1,200.00	
2.5	EON AR Glasses (Magic Leap)	1	\$ 2,295.00	\$ 2,295.00	\$ 2,295.00	
2.6	Custom VR Head Mounted Display Hardware (Homido Mini)	300	\$ 8.00	\$ 2,400.00	\$ 2,400.00	
2.7	360° Camera - Ricoh Theta Z1 or similar	1	\$ 999.50	\$ 999.50	\$ 999.50	
		<b>Total:</b>		<b>\$ 4,961,332.50</b>	<b>\$ 4,961,332.50</b>	
		<b>Percent:</b>		<b>100.0%</b>	<b>100.0%</b>	
Notes: * In conjunction with EON Reality's delivery of EON-XR Platform and the signing of the binding Grant Guarantee Agreement, the partner pays the GGM non refundable fee of 1% of the EON-XR Center value ( <b>USD 49,613</b> ) 1) This Equipent List is Subject to the terms and conditions of the EON-XR Platform Software as a Service Subscription Service Agreement 2) Sale will be taxed unless exemption number is provided. 3) This Agreement is non-cancelable and non-refundable including the deliverables. 4) Taxes, tariffs and duties excluded.						

**Appendix B - Supply and Service Warranty**

1. EON guarantees the Supply, Service and Warranty of an EON-XR Center Equipment including the equipment set-up and installations as detailed in the EON-XR Center Master Offer.

Local Partner will enjoy full ownership of the products and license rights to the use of all the equipment listed in this Supply and Service Warranty document as an end-user, without any restrictions, for the purposes of carrying out all the EON-XR Center activities including full commercial VR and AR development and use.

In addition, as per the EON-XR Center Equipment Offer, a two-year hardware warranty is included for system components. Optional support/upgrade programs are available beyond basic offering.

2. Service Warranty

The following detailed service parameters are the responsibility of EON in the ongoing support of this Warranty.

- 2.1 Service Scope

The following Services are covered by this Warranty.

- o Manned telephone support
- o Monitored email support
- o Remote assistance using Remote Desktop and a Virtual Private Network where available
- o Planned or Emergency Onsite assistance (extra costs apply)
- o Regular system health check

- 2.2 Local Partner Requirements

Local Partner responsibilities and/or requirements in support of this Warranty include:

- Payment for the EON-XR Center equipment as stipulated in the EON-XR Center Equipment Offer
- Reasonable availability of Local Partner representative(s) when resolving a service-related incident or request.

- 2.3 EON\_INC Requirements

EON\_INC responsibilities and/or requirements in support of this Warranty include:

- Meeting response times associated with service-related incidents.
- Appropriate notification to Local Partner for all scheduled maintenance.

- 2.4 Service Assumptions

Changes to services must be communicated and documented to all stakeholders.

- 2.5 Service Management.

The following sections provide relevant details on service availability, monitoring of in-scope services and related components.

- a. Service Availability

- i. Telephone support: 9:00 A.M. to 5:00 P.M. PST Monday – Friday  
Calls received out of office hours will be forwarded to a mobile phone and best efforts will be made to answer / action the call, however there will be a backup answer phone service;
      - ii. Email support: Monitored 9:00 A.M. to 5:00 P.M. PST Monday – Friday  
Emails received outside of office hours will be collected, however no action can be guaranteed until the next working day

- b. Service Requests.
- c. In support of services outlined in this Warranty, the EON\_INC will respond to service-related incidents and/or requests submitted by Local Partner within the following time frames:
  - i. 0-8 hours (during business hours) for issues classified as High priority.
  - ii. Within 48 hours for issues classified as Medium priority.
  - iii. Within 5 working days for issues classified as Low priority.

Remote assistance will be provided in-line with the above timescales' dependent on the priority of the support request.

----- END OF DOCUMENT -----