

Date: November 24, 2015

Dr. Adnan Khaleel Abu Odeh,  
Director,  
Development Institute for Science and Computer - DISC  
Dubai, UAE

Dear Dr. Adnan,

Please find below the Proposal for the Amadeus Training access and Invigilating Certification which includes the description, terms and services.

We are confident that Amadeus can provide you with the necessary combination of innovative, leading-edge product and benefit your organisation.

Once again, I would like to thank you for choosing Amadeus and I look forward to speaking to you soon.

Yours sincerely,

Cristian Sucu

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## **Amadeus Training access and Invigilating Certification**

### **Description**

Development Institute for Science and Computer (DISC), Dubai branch will be certified by Amadeus Commercial Organisation having their headquarters based in Abu Dhabi to conduct Amadeus Basic and Ticketing courses ONLY in their training institute.

The Amadeus Basic and Ticketing courses will be conducted by Amadeus certified instructor of DISC. The contract between Amadeus and DISC will remain valid only as long as the Amadeus certified trainer is delivering the Amadeus Basic and Ticketing courses.

As per the request from DISC, an Amadeus instructor may invigilate the online examination and do the necessary validation. The process involves prior registration of all students through the Amadeus training department 10 working days in advance.

### **Services Offered**

- Twenty one Amadeus Training SellConnect access
- Certification of DISC instructor to conduct Amadeus courses (3 Day program)
- Amadeus Instructor for invigilating the online examination
- Support on the Amadeus Training SellConnect access
- All the relevant materials (soft copy) for the trainings such as manuals, quick cards.
- Free access to the Amadeus learning city, the interactive e-learning portal, where students can further enhance their Amadeus knowledge.
- Half yearly meeting with DISC instructor for market updates on Amadeus functionality

### **Exclusions**

- Any services that are not listed under 'Services Offered'

### **Processes and requirements**

- The DISC instructor to pass the Amadeus test
- Once the instructor is passed and Amadeus validates 3 day certification program will be provided by Amadeus
- DISC to have their own training room setup with computers and internet access
- Amadeus will only provide twenty one access of the "Amadeus Training SellConnect access"
- DISC to intimate Amadeus Customer Service Manager 10 working days prior to the examination to book the Amadeus instructor for the invigilation
- Amadeus reserves the rights to confirm the date as per the availability of the Amadeus Instructor or propose an alternative date and time
- A minimum of 5 students are required in a single examination session

### Applicable Charges

- 10% of revenue sharing per student per session is agreed by DISC to Amadeus.  
The minimum cost for Amadeus for the twenty one Amadeus Training SellConnect access will be **AED 20,000** per year. If the revenue sharing in a year of contract is less than the actual access cost as mentioned above, DISC agrees to pay the balance to cover the access cost to Amadeus and will be invoiced at the end of each contract year.
- AED 150 will be levied per student for the online examination session, subject to minimum 5 students per session.

### Payment Terms

- Amadeus shall invoice DISC at the end of each contractual year for the for the twenty one Amadeus Training SellConnect access, ONLY for the balance of actual cost incurred to Amadeus on the SellConnect access, considering the clause mentioned under the section applicable charges.
- Amadeus shall invoice invigilation fee at the end of each course as mentioned on applicable charges.
- Amadeus shall invoice DISC for agreed 10% revenue per student per session at the end of each course invigilation.
- DISC agrees to pay Amadeus each invoice payment within 15 days from the data of invoice.


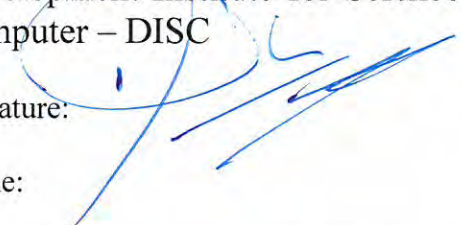

### Optional computer agreement

- In the requirement of computers to be provided by Amadeus for the DISC training institute, rent of AED 1,100 per computer will be levied per year for 3 years
- After three years DISC will be the full owner of the computers

## General Terms

Upon successful completion of the Amadeus test by the DISC instructor nominated for teaching Amadeus, both parties agree to sign the proposal.

After acceptance of this proposal, AMADEUS can make the necessary set up moving forward.

<p>For and on behalf of Amadeus Gulf</p> <p>Signature: </p> <p>Name: <b>CRISTIAN SUCU</b> HEAD OF OPERATIONS</p> <p>Position/title: <b>أماديوس الخليجية</b></p> <p>Date: <b>24 NOV 2015</b></p> <p>Stamp: <b>AMADEUS GULF</b></p>	<p>For and on behalf of Development Institute for Science and Computer – DISC</p> <p>Signature: </p> <p>Name:</p> <p>Position/title:</p> <p>Date:</p> <p>Stamp: </p>
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