



## **FREE THERIS<sup>®</sup> VALVES PROGRAM**

### **TERMS AND CONDITIONS**

#### **1. Overview**

Between July 1, 2010 and December 31, 2010 Phoenix Controls will provide to new healthcare customers, at no cost, up to two Theris venturi valves (a tracking pair) of any size and configuration for installation at one facility location. To qualify, customers must have no prior or planned installation of a Phoenix Controls product(s) in the patient care space and generally be a new customer interested in solving a challenging HVAC problem using the Theris solution. In exchange for the free Theris venturi valves, the customer shall agree to provide information to Phoenix Controls and/or its local business partner about the nature and effectiveness of the Theris solution as it pertains to solving the original HVAC problem presented. Local authorized business partners of Phoenix Controls will first evaluate the HVAC problem at the customer site and propose if and how Theris may solve the problem. Ancillary products and services from the local business partner or subcontractors may be part of the solution, and will be arranged if necessary at an additional cost. Phoenix Controls, together with its local business partner, have full discretion regarding the conditions for customer qualification.

#### **2. Qualification**

- 2.1 To qualify, prospective customers should have a challenging HVAC ventilation problem that involves space pressurization or airflow control issues. The customer would then offer an opportunity to evaluate the problem for which Theris may be considered a solution.
- 2.2 Prospective customers need to be new potential healthcare customers of Phoenix Controls. This means a customer needs to operate the healthcare facility where Theris valves may qualify to be installed, and have no other Phoenix Controls product(s) in the patient care areas at the site. (Any existing Phoenix Controls product(s) in laboratories or research areas would not prevent customer qualification).
- 2.3 Types of spaces at the customer site that qualify for up to two free Theris venturi valves are listed in Table 7-1 of the ASHRAE 170 Standard *Ventilation of Health Care Facilities*, (those spaces noted as "Laboratory" do not qualify).
- 2.4 Prospective customers may submit information to Phoenix Controls at [www.phoenixcontrols.com/FreeTherisValves](http://www.phoenixcontrols.com/FreeTherisValves) for evaluation. A representative will then contact the customer for further qualification to determine site suitability.

#### **3. Installation**

If the prospective customer qualifies for the program, Phoenix Controls will ship the Theris valves to its local authorized business partner prior to installation. The partner will then coordinate the requirements for site installation, and advise the customer about the steps necessary for full product operation to take place.

Ancillary products and services from the local business partner may be part of the installation and will be provided if necessary, at an additional cost.

#### 4. **Feedback**

In exchange for a free Theris system as the basis for solving the challenging HVAC problem, the customer agrees to provide feedback regarding the effectiveness of the Theris solution as it pertains to solving the original HVAC problem presented. Such information may include:

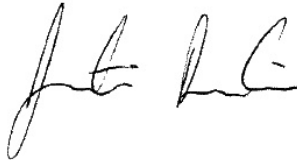
- 4.1 Technical information about the Theris ventilation and airflow control performance at the installed location.
- 4.2 Information about patient and staff comfort and safety, facility energy savings, infection control measurements and HVAC maintenance frequency.
- 4.3 Permission to publish mutually agreed material in electronic or print form, and/or to serve as a reference site to other prospective Phoenix Controls clients.

#### 5. **Warranty**

Phoenix Controls standard thirty-six (36) months Warranty and Return Material Terms and Conditions apply.

The Phoenix Controls FREE THERIS<sup>®</sup> VALVES PROGRAM is intended to demonstrate the value of a Theris airflow control solution by solving some of the industry's most challenging HVAC problems. Hundreds of Theris systems prove their value every day in hospitals all over the world, helping customers achieve greater energy savings, better infection control, and reduced maintenance.

For more information, contact one of the Program Managers:



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