



Product Development Partnership Agreement

We, the undersigned, agree to the following cost sharing partnership in product development:

- 1) To formally submit a product development request, the customer completes and returns:
 - a. Customer Design Registration form and
 - b. Product Development Partnership Agreement (this document) and
 - c. One or both of the following:
 - i. Custom Color Request Form
 1. Up to three custom colors may be requested at one time.
 - ii. Custom Product Design Worksheet
 1. Up to three variations of a single product (ie different sizes or coloration variations) may be requested at one time.
 - d. Note: Please complete these forms in as much detail as possible so that we may understand and respond to your request fully and in good time.
- 2) Azizi Life assesses the requested product design in relation to the skills of our artisan partners. If the product may be a fit for our artisan partners, Azizi Life will initiate the product development process by invoicing the customer for Product Development Cost Sharing fees according to the requested services.
 - a. For each custom color requested, the customer will pay a \$30 Dye Specialist Fee per color. The customer may submit requests for up to three custom colors at one time.
 - i. The Dye Specialist Fee of \$30 per color covers the process for determining whether your custom colors can be achieved in dyed sisal fibers, and if those colors can be reliably replicated for consistent dye lots.
 - b. For each custom product requested (with up to three different sizes or coloration variations), the customer will pay \$50 Project Initiation Fee.
 - i. The Project Initiation Fee of \$50 covers full project assessment by our product development specialists, master artisan consultation, and pricing and handcraft timing estimates for one product with up to three variations.
 - ii. Azizi Life will provide a list of colors available for all sisal products. There is no fee for incorporating these colors into a custom designs.
 - iii. If the custom product requires custom colors as well, then the customer pay both the Project Initiation Fee and the Dye Specialist Fee. However, the customer may choose to first engage in Project Initiation and then submit a Custom Color Request at a later time.
 - c. Please Note:
 - i. All fees help cover product development process costs and are non-refundable.
- 3) In response to Custom Product Design requests, Azizi Life submits an updated Custom Product Design Worksheet, complete with estimated handcraft time, product pricing, and Custom Sampling pricing and estimated timing.
- 4) If the customer is happy to move forward with the Custom Sampling process, she or he will sign and return the revised Custom Product Design Worksheet.
- 5) Azizi Life will send an invoice for the Custom Sampling Fee.

- a. The amount of the Custom Sampling Fee will depend on the price, timing and complexity of the requested custom products, and will be determined to take into account the fair wage to the artisans as well as other product development costs.
 - b. The Custom Sampling Fee covers up to three rounds of custom samples, as outlined below.
- 6) The Custom Sampling process works as follows:
 - a. Azizi Life works with the artisans to create the product, with up to 3 rounds of product samples submitted to the customer.
 - b. Each round of samples is photographed and sent to the customer by email with detailed explanations and ideas for continuing to move toward the final product.
 - c. At the customer's request, Azizi Life will mail the physical product sample (the customer pays shipping costs).
 - d. Azizi Life will complete the custom sampling process by submitting a Finalized Custom Product Design Sheet to the customer, presenting final sample details and photographs (and/or physical samples, if requested), handcraft timing estimates and final pricing to the customer for signed approval.
 - e. Note: Timing for this process will depend on the nature, size, and complexity of the product, artisan schedules, and other factors.
- 7) The customer, when satisfied with the finalized product, will approve and sign the Finalized Custom Product Design Sheet.
- 8) The customer will place the initial order using a specialized custom order form.
 - a. Upon receipt of the initial order, Azizi Life will submit an estimate of order timeline and shipping costs.
 - b. Crafting of the custom product order will begin upon receipt of a 50% deposit of the total FOB product cost for the order.
- 9) Azizi Life will maintain open and transparent communication as the artisans craft the custom products, informing the customer of any changes which may occur.
- 10) Prior to shipping the order, the customer will be invoiced for the shipping cost.
- 11) The second 50% of product payment will be due 30 days after receipt of the products.

This document is intended to be a framework for mutual understanding in our working relationship, rather than a legal document.

	Customer Representative	Azizi Life Representative
Name		
Signature		
Date		