



# Utimaco HSM Partner Program

WORKING TOGETHER FOR OUR SHARED SUCCESS

## Intended Audience

This document is intended to be read and should be paid attention to by Finance, Supply Chain and Purchasing Managers of End Customers & Partners of Utimaco. This document focuses on **Utimaco's HSM division** from a commercial and supply chain point of view.

## Contents

Please find attached the following information:

- (1) Customer Setup – Types of Relationships**
- (2) Forecasting Demand & Supply Chain**
- (3) Place an Order**
- (4) Delivery & Logistics – Receipt of Goods**
- (5) Specification & other Details of our HSM Products**
- (6) Export Compliance**
- (7) Return Merchandise Authorization (RMA) Process**
- (8) Settling your Accounts with us**

In case you have further questions, please do not hesitate to contact our single point of contact, the Business Operations team ([Business-Operations-All@utimaco.com](mailto:Business-Operations-All@utimaco.com)). We want to make dealing with us easy for you!

## **(1) Customer Setup – Types of Relationships**

Now that you are signed up as an End Customer or a Partner of Utimaco, to set you up in our systems, we need you to complete our Customer Registration Form in Appendix A. We will send this to you.

## **Credit Limit**

During our initial work together, we have collated information and discussed the issues that will impact the Credit Limit we can allocate to your account. If further information is needed the responsible Sales Representative or our Finance Operations team will contact you to get this determined as quickly as possible.



## **Utimaco – your Vendor Setup**

If you need information from us to set us up as a vendor in your system, please let us know. We are happy to provide you with our details. Please send your requirements to us via email to [Business-Operations-All@utimaco.com](mailto:Business-Operations-All@utimaco.com). In Appendix C, you will find some basic information about Utimaco to initiate your vendor setup process.

Once we have signed the relevant agreements, Utimaco needs to setup your account internally on our ERP System. To facilitate this, we need some information from you.

We have structured our information request in the Form attached in Appendix A which we kindly ask you to fill in and return with the countersigned contract or agreement (“Business Partner Form”).

### **(2) Forecasting Demand & Supply Chain**

We use forecasting to have sufficient Inventory (Stock) at the right location at the right time to fulfill your needs as quickly as possible. Therefore, high quality forecasting is beneficial for both of us.

Typical lead time to delivery is two (2) to four (4) weeks after confirmation of your Purchase Order.

### **(3) Placing an Order with Utimaco**

When you place an Order with Utimaco, please send your Purchase Order (PO) by electronic mail to [HSM-Orders@Utimaco.com](mailto:HSM-Orders@Utimaco.com). PO’s sent to this e-mail account are considered properly received for a confirmation reply.

The PO should contain at least the following information:

- Your Company details
- Our Quote ID – please reference our Quote ID to your PO
- Our Sales Representative by Name
- Ship-to details (address which we should register with your courier)
- Channel Partner and End customer information (company name and address)
- Your Carrier and Shipping Account (if different from the standard registered with us, see Registration Form)
- Requested / desired delivery date (optional, not mandatory for us)
- Products you want to purchase (SKUs) with # of units and values (based on our last Quote)
- Tax information (e.g. for US sales tax if this deal is a resale transaction or for your own demand / infrastructure)



Due to legal obligations and as part of our Business Ethics Policies <https://www.utimaco.com/en/company/business-ethics/>) we will ask you to provide us with additional information on the end customer or end use of the product in your PO.

Our Order Confirmation will contain our estimated delivery date and the terms of our transaction.

**(4) Delivery & Logistics – Receipt of Goods**

Utimaco’s standard delivery terms are **Ex Works** (EXW Incoterms® 2010) for EU and domestic USA destinations and **Free Carrier** (FCA Incoterms® 2010) for all other destinations.




With FCA, the Utimaco entity is the Exporter of Record and will be responsible for export declarations and handing over any necessary documentation to your carrier / courier.

Utimaco pick-up points (warehouses) cooperate with all standard carrier forwarders and courier services. We therefore offer you the greatest possible flexibility with your selection choices of a transport partner.

When you complete our Business Partner Form, you provide your general carrier or courier information and your carrier account details. Our default practice is to provide insurance for the full commercial value of the shipment. With your Purchase Order (“PO”) you still can deviate from this general practice. However, you must specify your transport partner and advise of any specific party that we should notify for the pickup of the shipment. If you have not stated differently on your PO, we assume that your transport partners are to be used.

When we issue our Invoice, just after registration for pick-up, you receive the tracking information and the delivery note so that you can track the delivery with your transportation partner.

If Utimaco organizes the shipment (e.g. for Return Material Authorization (“RMA”) shipments) we select UPS, FedEx or DHL depending on destination and cost. Here are our warehouse locations for the respective regions:

<b>EMEA (Specialty/OEM Products):</b>	Germanusstr. 4, D-52080 Aachen, Germany	
<b>EMEA/APAC:</b>	Werner-von-Siemens-Straße 2-6, D-76646 Bruchsal, Germany	
<b>AMERICAS:</b>	918 Radecki Court, City of Industry, California 91748, USA	

However, for those customers who do not have an own carrier or courier service provider, Utimaco offers the option to ship DAP. DAP rates for such shipments are provided in Annex B.

Please note that when Atalla products are purchased, Utimaco's Support logistics partner is Hewlett Packard Enterprise (HPE) Pointnext. Utimaco will provide HPE Pointnext the necessary customer contact information to arrange for pickup and replacement of RMA units at the customer site.

## (5) Specification & other Details of our HSM Products

### Utimaco CryptoServer PCI

**Form Factor: PCI(e)-Card**



**Net:**

- Weight: ~ 0,5 kg (1.1 lbs)
- Dimension: 18x11x2cm (7.1x4.3x0.8 in)

**Gross:**

- Weight: ~ 0,7 kg (1.5 lbs)
- Dimension: 21x15x6,5 cm (8.3x 6.0x2.6 in)
- Battery: 3 V, Lithium, Ø 12 mm, length 600 mm, FDK CR 12600 SE or VARTA CR2NP – please see section “Lithium-Metal-Batteries” below.

**PCI(e)-Card with PinPad and Documentation:**

- Weight: ~ 1 kg (2.2 lbs)
- Dimension: 36x25x15cm (14.2x 9.8x6.0 in)

### Utimaco CryptoServer Appliance

**Form Factor: LAN-Box with integrated PCI(e)-Card**



**Net:**

- Weight: ~ 16 kg (35,3 lbs)
- Dimension: 50,5x48x9 cm (19.9x18.9x3.5 in)
- Dimension: 50,5x43x9 cm (19.9x16.9x3.5 in) *(Width with 2 metal plates for fixing in rack rail slides)*

## Gross (incl. PinPad + SmartCards):

- Weight: ~ 19 kg (41,9 lbs)
- Dimension: 67x58x30 cm (26.4x22.8x11.8 in)
- Batteries: 3.6 V, Lithium, LS 17500 and Sony CR2032 or Varta CR2032 Microbattery

## Lithium-Metal-Batteries

Utimaco CryptoServer PCIe (CSe- and Se-Series) and Utimaco CryptoServer Appliance contain Lithium-Metal-Batteries. However, the products are exempt from dangerous goods regulations as the batteries contain less than 1 gram of lithium-metal.

**THEREFORE THESE PRODUCTS ARE NOT CONSIDERED HAZARDOUS GOODS!!!**

Transportations of cells or batteries contained in equipment have to follow the appropriate regulations for UN3091.

Shipments from Utimaco warehouses that contain lithium-metal batteries are labeled with the appropriate label.



**Lithium Battery Mark**

Compilations of transport requirements for Lithium batteries can be found here:

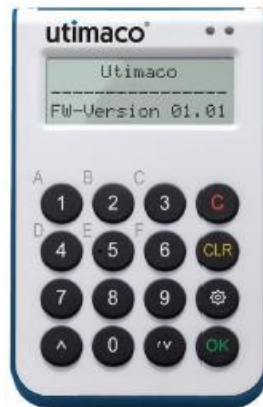
<https://www.lithium-batterie-service.de/en/>

<http://www.iata.org/whatwedo/cargo/dgr/Documents/lithium-battery-guidance-document-2017-en.pdf>

## PinPad



REINERSCT cyberJack eCom



REINERSCT cyberJack One

### **Net:**

- Weight: 0,25 kg (0.55 lbs)
- Dimension: 12x8x2 cm (4.7x3.1x1.2 in)

### **Gross:**

- Weight: 0,35 kg (0.77 lbs)
- Dimension: 31x22x3 cm (12.2x8.7x0.8 in)

## SmartCards (if ordered/shipped separately)



### **Net (1pc):**

- Weight: 5,2 g (0.18 oz)
- Dimension: 85x55 mm (3.3x2.2 in)

### **Gross (10pc):**

- Weight: 100 g (3.5 oz)
- Dimension: 23x17x0,5 cm (9.0x6.7x0.2 in)

## (6) Specifications and Details of Utimaco Atalla Products

### Enterprise Secure Key Manager v5.x



Figure 1. Enterprise Secure Key Manager

**Form Factor: 1U Server appliance**

**Weight: (lbs.)**

- Packaged: 59.5
- Appliance: 32.8

**Dimensions: (inches, Length x Width x Depth)**

- Packaged: 39.0 x 23.6 x 9.5
- Appliance: 30.9 x 19.0 x 1.7

### Atalla AT-1000 HSM



**Form Factor: 1U Server appliance**

**Weight: (lbs.)**

- Packaged: 59.5
- Appliance: 36.3

**Dimensions: (inches, Length x Width x Depth)**

- Packaged: 39.0 x 23.6 x 9.5
- Appliance: 30.9 x 19.0 x 1.7

## Atalla A10160 HSM



**Form Factor:** 2U Server appliance

**Weight: (lbs.)**

- Packaged: 48.5
- Appliance: 33.7

**Dimensions: (inches, Length x Width x Depth)**

- Packaged: 34.8 x 23.6 x 10.5
- Appliance: 27.0 x 19.0 x 3.45

## Atalla Secure Configuration Assistant (SCA) v3



**Form Factor:** Tablet, Pinpad, Smartcards in single box

**Weight: (lbs.)**

- Packaged: 8.5
- Tablet: 2.3
- Pinpad: 13.3 oz
- Smartcards: 4.5 oz (includes jewel box)

**Dimensions: (inches, Length x Width x Depth)**

- Packaged: 20.9 x 13.7 x 3.6
- Tablet: 10.6 x 8.0 x 0.7



- Pinpad: 6.1 x 3.4 x 0.8
- Smartcards: 3.5 x 2.4 x 0.7

## Atalla Smart Cards



**Form Factor: Jewel box containing 3 or 10 Smartcards**

### Weight: (lbs.)

#### 3 Pack:

- Packaged: 0.4
- Jewel Box w/cards: 0.09

#### 10 Pack (2 jewel boxes):

- Packaged: 0.5
- Jewel Box w/cards: 0.1

### Dimensions: (inches, Length x Width x Depth)

#### 3 Pack:

- Packaged: 9.6 x 6.9 x 2.4
- Jewel Box w/cards: 3.5 x 2.4 x 0.4

#### 10 Pack (2 jewel boxes):

- Packaged: 9.6 x 6.9 x 2.4
- Jewel Box w/cards: 3.5 x 2.4 x 0.4

## Lithium-Metal-Batteries

Utimaco Atalla HSM and ESKM Appliances contain Lithium-Metal-Batteries. However, the products are exempt from dangerous goods regulations as the batteries contain less than 1 gram of lithium-metal.

**THEREFORE THESE PRODUCTS ARE NOT CONSIDERED HAZARDOUS GOODS!!!**

Transportations of cells or batteries contained in equipment have to follow the appropriate regulations for UN3091.

Shipments from Utimaco warehouses that contain lithium-metal batteries are labeled with the appropriate label.



**Lithium Battery Mark**

Compilations of transport requirements for Lithium batteries can be found here:

<https://www.lithium-batterie-service.de/en/>

<http://www.iata.org/whatwedo/cargo/dgr/Documents/lithium-battery-guidance-document-2017-en.pdf>

## **(6) Export Compliance**

Utimaco is committed to complying with applicable export laws and regulations. As part of this compliance effort, Utimaco agreements and / or quotes contain provisions requiring our Customers and Partners to ensure such compliance too. In order to assist our customers and partners, Utimaco uses these documents to communicate export control information specific to its products. This information may be required for shipping documentation, customs declarations, record keeping, or post-shipment reporting.

Customers and Partners are encouraged to familiarize themselves with the import regulations of their country to ensure compliance with their specific regulations and to ensure timely release of Utimaco products from customs.

**Note:** Export of controlled goods is a complex legal area and Utimaco will make all reasonable effort to maintain this information current. However, Utimaco is not providing legal consulting in such matters and proposes that you seek expert legal advice to ensure your compliance in relation to such matters.

### **Direct shipments to end customers from Utimaco warehouses within European Union (EU)**

For Business Partners that have their place of business within the EU, drop or direct end customer shipments from Utimaco warehouses within the EU are only possible if the delivery

address is in the EU. Any Business Partner request to drop or direct ship to a third party country address (outside EU) cannot be fulfilled under Export La. We can only deliver directly to the Business Partner or respective EU address.

**German Export Controls for FCA shipments from German warehouses:**



The Utimaco products listed in Table 1 below that have been classified as dual-use goods can only be exported from Germany in accordance with the provisions of the Council Regulation (EC) No 428/2009. For certain destinations, end use, or end users an individual export authorisation from the Federal Office for Economic Affairs and Export Control (BAFA) may be required. Please note that it can take several months to receive an individual export license authorisation from BAFA while still having the risk of non-approval.

Table 1:

<b>Utimaco Product</b>	<b>Product Type</b>	<b>Export Control Classification</b>	<b>HS Code</b>
Se-Series	Hardware	5A002A1	8471.80.00
Se-Series-Gen2	Hardware	5A002A1	8471.80.00
CSe-Series	Hardware	5A002A1	8471.80.00
Se-Series Software	Software	5D002C1	N/A
Se-Series Gen2 Software	Software	5D002C1	N/A
CSe-Series Software	Software	5D002C1	N/A
CryptoServer Software Development Kit (SDK)	Software	5D002C1	N/A
CryptoServer Simulator	Software	5D002C1	N/A
SmartCard Reader	Hardware	N/A	8471.90.00
SmartCard	Hardware	N/A	8523.52.00
Slide Rails	Hardware	N/A	8473.30.80
Power Supply Module	Hardware	N/A	8504.40.60
Power Supply Unit	Hardware	N/A	8504.40.60
<b>Utimaco Atalla Product</b>			
<b>Atalla A10160 AKB HSM</b>	Hardware	5A002.a.1	8471.80.00
<b>Atalla A10160 Variant HSM</b>	Hardware	5A002.a.1	8471.80.00
<b>Atalla AT1000 HSM</b>	Hardware	5A002.a.1	8471.80.00
<b>ESKM Server v5</b>	Hardware	5A002.a.1	8471.50.00
<b>Atalla Secure Configuration Assistant (SCA) v3</b>	Hardware	N/A	8523.52.00
<b>Atalla Backup SmartCard Pack v1 (SCA-2 Shareholder Smart Cards)</b>	Hardware	N/A	8523.52.00
<b>Atalla Admin SmartCard Pack v1 (SCA-2 Administrator Smart Cards)</b>	Hardware	N/A	8523.52.00
<b>Atalla Backup SmartCard Pack v2 (Enhanced)</b>	Hardware	N/A	8523.52.00

SW Shareholder Smart Cards)			
Atalla Admin SmartCard Pack v2 (Enhanced SW Administrator Smart Cards)	Hardware	N/A	8523.52.00
Atalla Backup Smart-Card Pack v3	Hardware	N/A	8523.52.00
Atalla Admin SmartCard Pack v3	Hardware	N/A	8523.52.00
Atalla USB Pen drive	Hardware	N/A	8523.51.10
Physical keys	Hardware	N/A	8301.70.00
Atalla Boxcar Software	Software	5D002.c.1	N/A
Atalla Ax160 Software	Software	5D002.c.1	N/A
Atalla AT1000 Software	Software	5D002.c.1	N/A
ESKM Software	Software	5D002.c.1	N/A

**United States Export Controls for FCA shipments from USA warehouse:** 

Utimaco products are solely subject to US export regulations when exported from the United States. In the United States the Bureau of Industry and Security (BIS) regulates exports through the Export Administration Regulations (EAR). These regulations define the export restrictions on a wide variety of goods, software, and technologies. BIS has classified the Utimaco Hardware and Software as listed in Table 2.

Table 2:

Utimaco Product	Product Type	ECCN	US License Exception	CCATS	HTS Code
Se-Series	Hardware	5A002a.1	ENC	G165699	8471.80.10
Se-Series-Gen2	Hardware	5A002a.1	ENC	G165700	8471.80.10
CSe-Series	Hardware	5A002a.1	ENC	G165699	8471.80.10
Se-Series Software	Software	5D002c.1	ENC	G165699	N/A
Se-Series Gen2 Software	Software	5D002c.1	ENC	G165700	N/A
CSe-Series Software	Software	5D002c.1	ENC	G165699	N/A
CryptoServer Software Development Kit (SDK)	Software	5D002c.1	ENC	G165700	N/A
CryptoServer Simulator	Software	5D002c.1	ENC	G165700	N/A
SmartCard Reader	Hardware	5A992a	NLR	Self classified	8471.90.00
SmartCard	Hardware	5A992a	NLR	Self classified	8523.52.90
Slide Rails	Hardware	EAR99	NLR	Self classified	8473.30.91
Power Supply Module	Hardware	EAR99	NLR	Self classified	8504.40.60
Power Supply Unit	Hardware	EAR99	NLR	Self classified	8504.40.60

<b>Utimaco Atalla Product</b>					
<b>Atalla A10160 AKB HSM</b>	Hardware	5A002.a.1	ENC	Self classified	8471.80.10
<b>Atalla A10160 Variant HSM</b>	Hardware	5A002.a.1	ENC	Self classified	8471.80.10
<b>Atalla AT1000 HSM</b>	Hardware	5A002.a.1	ENC	Self classified	8471.80.10
<b>ESKM Server v5</b>	Hardware	5A002.a.1	ENC	Self classified	8471.50.10
<b>Atalla Secure Configuration Assistant (SCA) v3</b>	Hardware			Self classified	
<b>Atalla Backup SmartCard Pack v1 (SCA-2 Shareholder Smart Cards)</b>	Hardware	5A992.c	N/A	Self classified	8523.52.00
<b>Atalla Admin SmartCard Pack v1 (SCA-2 Administrator Smart Cards)</b>	Hardware	5A992.c	N/A	Self classified	8523.52.00
<b>Atalla Backup SmartCard Pack v2 (Enhanced SW Shareholder Smart Cards)</b>	Hardware	5A992.c	N/A	Self classified	8523.52.00
<b>Atalla Admin SmartCard Pack v2 (Enhanced SW Administrator Smart Cards)</b>	Hardware	5A992.c	N/A	Self classified	8523.52.00
<b>Atalla Backup SmartCard Pack v3</b>	Hardware	5A992.c	N/A	Self classified	8523.52.00
<b>Atalla Admin SmartCard Pack v3</b>	Hardware	5A992.c	N/A	Self classified	8523.52.00
<b>Atalla USB Pen drive</b>	Hardware	EAR99	N/A	Self classified	8523.51.00
<b>Physical keys</b>	Hardware	EAR99	N/A	Self classified	8301.70.00
<b>Atalla Boxcar Software</b>	Software	5D002.c.1	ENC	Self classified	N/A
<b>Atalla Ax160 Software</b>	Software	5D002.c.1	ENC	Self classified	N/A
<b>Atalla AT1000 Software</b>	Software	5D002.c.1	ENC	Self classified	N/A
<b>ESKM Software</b>	Software	5D002.c.1	ENC	Self classified	N/A



Please note: The information given in this document is not tailored to the needs of a specific entity or a particular export scenario. The information provided in this document is for general information purposes only and to get partners and customers started in understanding specific delivery, export and customs obligations. While Utimaco endeavors to keep the information in this document up to date, you remain responsible for seeking your own legal advice and ensuring your compliance in relation to such matters.

## **(7) Return Merchandise Authorization (RMA) process**

The Return Merchandise Authorization (RMA) process for End Customer buying Utimaco products under our General Terms & Conditions is defined in detail in the Utimaco Description of Support Services for Direct End Customer in this link: <https://hsm.utimaco.com/documents/support-services-utimaco-hsm.pdf>

Please see especially Clause 2.2 “Hardware Maintenance” for Definitions, Process and Time Limits.

For Utimaco Atalla products, the General Terms and conditions can be found in the the following link:

<https://hsm.utimaco.com/wp-content/uploads/2018/11/Utimaco-Atalla-Business-Support-for-A-Series-and-ESKM-V1.0.pdf>

For Partners very similar processes apply. Details can be obtained from your Reseller Agreement / OEM Agreement.

## **(8) Settling your Accounts with us**

Upon the fulfillment of our delivery obligations (defined by the respective delivery terms – i.e. EXW or FCA) we will issue our invoice to you including all necessary documentation required by you to process our Invoice e.g. delivery note, tracking information (and if applicable) export documentation.

You will receive our Invoice documents by electronic mail (and in some countries, we provide paper copies in addition).

Our Invoice contains our relevant bank information for electronic cash transfer payment. Please ensure your payment is made on time and as per our agreed payment terms (which are noted as well on the invoice). Delays in settling your accounts with us may adversely impact your credit limit rating in our system or even block your account from future shipments.

If you have any questions regarding our Invoices or Payment, please contact our Business Operations team under [Business-Operations-All@utimaco.com](mailto:Business-Operations-All@utimaco.com). We will be happy to help you.

## APPENDIX A

<b>Business Partner</b>		
Please only fill out the colored cells		
<b>Company Name</b>		
<b>VAT Number (only for EU)</b> <b>Reseller Certificate Number (only USA)</b> <i>(please provide copy for certificate as well)</i>		
<b>Company Address</b>	<b>Street/ Nr.</b>	
	<b>Building/ District</b>	
	<b>Postcode</b>	
	<b>City</b>	
	<b>Country</b>	
<b>Default Delivery Address</b>	<b>Street/ Nr.</b>	
	<b>Building/ District</b>	
	<b>Postcode</b>	
	<b>City</b>	
	<b>Country</b>	
<b>Default Courier/ Logistics Provider</b>	<b>Name</b>	
	<b>Account Number</b>	
<b>Billing Address</b>	<b>Street/ Nr.</b>	
	<b>Building/ District</b>	
	<b>Postcode</b>	
	<b>City</b>	
	<b>Country</b>	
<b>Mailing Address for Invoice</b>		
<b>Contact Person</b> <b>Financial Department</b>	<b>Position</b>	
	<b>First Name</b>	
	<b>Last Name</b>	
	<b>Mailing Address</b>	
	<b>Phone Number</b>	
	<b>Mobile Number</b>	
<b>Contact Person</b> <b>Engineering Department</b>	<b>Position</b>	
	<b>First Name</b>	
	<b>Last Name</b>	
	<b>Mailing Address</b>	
	<b>Phone Number</b>	
	<b>Mobile Number</b>	
<b>Language</b> <i>(please delete option that does not apply)</i>	<b>German</b>	<b>English</b>
<b>Currency</b> <i>(please delete option that does not apply)</i>	<b>Euro</b>	<b>USD</b>
<b>To be filled out by Utimaco Sales</b>		
<b>Terms of Payment</b>		
<b>Terms of Delivery</b>		
<b>Group</b>		
<b>Concern</b>		
<b>Region</b>		
<b>Price List</b>		

### DAP shipping rates for deliveries from German warehouses

<b>DAP Rates as of August 2017</b>					
<b>Region</b>	<b>Product</b>	<b>Shipping Fee/Unit</b>			
<b>Germany</b>	PCle-Card	100,00 €			
	LAN-Box	250,00 €			
	1 Pinpad+ 10 Smartcards	20,00 €			
	Slide Rails (1 Pair)*	20,00 €			
<b>EU/UK</b>	PCle-Card	150,00 €			
	LAN-Box	350,00 €			
	1 Pinpad+ 10 Smartcards	45,00 €			
	Slide Rails (1 Pair)*	45,00 €			
<b>MEA</b>	PCle-Card	225,00 €			
	LAN-Box	500,00 €			
	1 Pinpad+ 10 Smartcards	100,00 €			
	Slide Rails (1 Pair)*	100,00 €			
<b>Asia 1**</b>	PCle-Card	225,00 €			
	LAN-Box	500,00 €			
	1 Pinpad+ 10 Smartcards	100,00 €			
	Slide Rails (1 Pair)*	100,00 €			
<b>Asia 2***</b>	PCle-Card	400,00 €			
	LAN-Box	600,00 €			
	1 Pinpad+ 10 Smartcards	120,00 €			
	Slide Rails (1 Pair)*	120,00 €			
*Slide Rails always ship in a separate box.					
** Asia 1 = FedEx Zone B AUSTRALIA, CAMBODIA , EAST TIMOR, HONG KONG, INDONESIA, JAPAN, LAOS, MACAU, MALAYSIA, NEW ZEALAND, PHILIPPINES, SINGAPORE, SOUTH KOREA, TAIWAN, THAILAND, VIETNAM					
*** Asia 2 = FedEx Zone C BANGLADESH, BHUTAN, BRUNEI, EGYPT, MYANMAR, NEPAL, PAKISTAN, SRI LANKA					
<b>Please note: Some countries require special import licenses (e. g. India - BIS; China - CCC; Russian Federation - GOST-R) which are not provided by Utimaco.</b>					





DAP rates for Atalla Products from German warehouses available by November 23, 2018



## APPENDIX C

### UTIMACO CORPORATE INFORMATION FOR VENDOR SETUP

#### AMERICAS:

<b>Vendor Data</b>	<b>Information</b>
<b>Legal Company Name</b>	Utimaco Inc
<b>Address</b>	910 E Hamilton Ave Suite 150 Campbell, CA 95008
<b>Telephone Number</b>	(408) 395-6400
<b>Web Address</b>	<a href="http://www.utimaco.com/">http://www.utimaco.com/</a>
<b>Invoicing Remittance Address</b>	910 E Hamilton Ave Suite 150 Campbell, CA 95008
<b>Key Contacts</b>	Finance: Meena Sunder Sales: Eric Tocatlian
<b>D&amp;B/DUNS Number</b>	07-978-8556
<b>Wire Transfer Information</b>	SWIFT CODE - WFBIUS6S Routing 121042882 Wells Fargo Bank ACCOUNT 5664781365
<b>W9</b>	Check with <a href="mailto:finance-us@utimaco.com">finance-us@utimaco.com</a> for latest

#### EMEA/APJ:

<b>Vendor Data</b>	<b>Information</b>
<b>Legal Company Name</b>	Utimaco IS GmbH
<b>Address</b>	Germanusstr. 4 52080 Aachen, Germany
<b>Telephone Number</b>	+49 241 1696-0
<b>Web Address</b>	<a href="http://www.utimaco.com/">http://www.utimaco.com/</a>
<b>Invoicing Remittance Address</b>	Germanusstr. 4 52080 Aachen, Germany
<b>Key Contacts</b>	Finance: Marco Ellerbrock Sales: Eric Tocatlian
<b>D&amp;B/DUNS Number</b>	31-310-2797
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