

Accessing the Aurora family of Seed Health Treatments

Aurora seed health treatments are available through two separate subscription-based schemes, designed to cater for the needs of short-term trials and long-term installations.



	Short Term Rental	Long Term Installation
Agreement Type	Flexible Rental	Fixed Term Subscription
Minimum Term	1 Month	3 Years
Option to Extend	Flexible, week by week	Annual extension of the agreement
Upfront Fees	None (excl. delivery)	Z10: £11,000 Z25: £13,250
Recurring Fees	Z10: £831/week Z25: N/A	Z10: £1,210/month Z25: £1,458/month
Option to Cancel	None within term. If extended after the initial term, agreement can be cancelled with one week's notice.	Immediate termination allowed within the first three months (an Early Termination Charge may be payable). Thereafter, agreement can be cancelled at the end of the Minimum Term, or at the end of each annual renewal.
Early Cancellation	None	Within the first 3 months, the balance of the first three monthly payments is payable.
Ownership of Equipment	This is a hire agreement with a subscription for the Aurora services. Zayndu remains the equipment owner and is responsible for maintenance.	
Delivery & Installation	At Cost	
Training	Included	
Insurance	Hirer	
Taxes	Hirer	
Agreement	Both schemes require a contract to be signed, details of which are available on request	
Payment Terms	Initial term and delivery charges etc are paid up front. Fees for extensions will be invoiced monthly in arrears, on 30-day terms.	Initial term and delivery charges etc are paid up front. Monthly fees are invoiced and payable in advance of the month in question.
IPR	All IPR relating to the Aurora systems and treatment protocols remains the property of Zayndu Ltd. If specific protocols are developed by the user, the IP contained within that protocol belongs to that user; this does not prevent Zayndu from developing similar protocols for seed/pathogen pairs.	
Data	Both systems require cloud internet access for maintenance, monitoring and upgrades	

Please note: The short-term rental pricing is heavily discounted and will only be available for customers in the early adopter program.

Example 1: 4-Week Rental, Z10

Typically short-term rentals are for evaluation purposes only. They are not cost-effective for longer term provision of the Aurora service.

	Short Term Rental	Long Term Installation
Up-front Fee	£0	£11,000
Recurring Charges	4x £831 = £3,324	1x £1,210 = £1,210
Installation, Shipping	At cost	At cost
Early Cancellation	£0	2x £1,210 = £2,420
Total Cost	£3,324	£14,630
Option to Extend	Flexible, week by week	Intended for 3 years, then annual renewals

Example 2: 3-Month Rental, Z10

With the early adopter rates shown below, the short-term rental is cheaper at 3 months, with the flexibility to extend if required. However, if the intention is to continue, we'd recommend the Long-Term Installation approach.

	Short Term Rental	Long Term Installation
Up-front Fee	£0	£11,000
Recurring Charges	13x £831 = £10,803	3x £1,210 = £3,630
Installation, Shipping	At cost	At cost
Early Cancellation	£0	£0
Total Cost	£10,803	£14,630
Option to Extend	Flexible, week by week	Intended for 3 years, then annual renewals

Example 3: 3-Year Rental, Z10

	Short Term Rental	Long Term Installation
Up-front Fee	£0	£11,000
Recurring Charges	156x £831 = £129,636	36x £1,210 = £43,560
Installation, Shipping	At cost	At cost
Early Cancellation	£0	£0
Total Cost	£129,636	£54,560
Option to Extend	Flexible, week by week	Intended for 3 years, then annual renewals

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email: info@zayndu.com

FAQs

Q. Who owns the machines?

A. In both cases, ownership of the machine remains with Zayndu. The charges are for maintenance, service provision and the technology licence required to operate the machine.

Q. What happens at the end of the agreement?

A. With the short-term arrangement, you can continue to use the machine, and we will invoice for the additional weeks of hire/subscription at the end of each month. With the long-term arrangement, the agreement can be terminated; otherwise it will automatically renew for an additional year.

Q. Can the charges be paid annually, or up-front?

A. We are happy to agree payment terms which suit both parties.

Q. Can I transfer between schemes?

A. You can transfer from the Short-Term Rental to the Long Term arrangement at any time. You can transfer from the Long-Term arrangement to Short Term at any point within the 3-month Trial Period, or at the end of the 3-year agreement.

Q. What if I'm not happy with the machine or service?

A. Obviously we want every user to have a great experience, but we recognise that this is a new technology, and our capabilities are growing and improving as machines, protocols and software develop. We would hope we could work together to ensure that you got great results from the start; however if we are unable to provide this, we offer the option to cancel.

On the short-term agreement, you can cancel after the minimum term, giving you a very low risk route to evaluate the technology. On the long-term arrangement, you can cancel within the first three months. In the event you simply need more time for the evaluation, we might propose transferring you to the short-term scheme to effectively extend the low-risk evaluation period.