

**LUSTER 凌云**光，传递文明，照耀世界！  
Light the People, Light the World**Quotation**

编号/Quote#	Luster-20230309
报价日期/Date	20230309
有效期/Valid	报价之日起30天/30 days from the above date
页数/Page	1/2

公司/To: 松山湖材料实验室

联系人/Attn: 边敏

电邮/Email:

电话/Tel:

传真/Fax:

抄送/Cc:

公司/From: 北京凌云光通信技术有限责任公司  
Luster Optical Communication Technology Co., Ltd.

联系人/From: 胡莉婷

电邮/Email: [litinghu@lusterinc.com](mailto:litinghu@lusterinc.com)

电话/Tel: 18911324042

传真/Fax: 010-52348699

抄送/Cc:

付款条件: 合同签订后7天内预付30%，发货前付70%。  
Payment:货期: 收到货款后8-12周  
Lead time:运输方式: 乙方代运  
Shipment:保质期: 验收之日起12个月/12 months after check and accept  
Warranty:

编号 Item	产品名称 Commodity	产品型号 Part Number	描述 Description	单价 Unit Price	折扣单价 Discount Unit Price	数量	折扣总价 Total Amount
1	NKT 棒状光纤	aeroGAIN-ROD-MODULE-2.1	标准产品	¥120,526	¥99,050	10	¥990,500
含税总价/Total							¥990,500

**Remark:**

本报价单受凌云一般条款和条件的约束，详见下页1-6项。This quotation is governed by and subject to Luster's General terms and conditions, please get detailed Item 1 to 6 from next page.

授权代表/Authorized By: 胡莉婷

日期/Date: 20230309

合同专用章

(4)

1101081690559

编号/Quote# Luster-20230309

## 一般条款/GENERAL TERMS AND CONDITIONS

### 1. 效力/Effectiveness:

本报价单为我方拟与贵方建立货物销售合同关系前的磋商性文件，请贵方仔细阅读本报价单载明的我方拟出售产品信息及关键交易条件，若无异议或需变更本报价单内容，请在报价单有效期内向我方书面提交订单，双方协商签订订单确认书或销售合同。

The quotation is the consultative document before our intention to build the sales contract relationship with you. Please read it carefully, especially the key trade terms and the intended sales of goods information listed on the quotation. If no objection or demand for change of the content, please submit the written order within the validity period to us, and both parties consult to sign the order acknowledgement or sales contract.

### 2. 冲突及不一致/Discrepancy:

本报价单内容（含贵方提出变更并经我方确认的内容）系订单确认书或销售合同的重要组成部分，与订单确认书或销售合同不一致的部分，以订单确认书或销售合同为准。The quotation content (including your modification confirmed by us) is the crucial part of the order acknowledgement or sales contract. And should there be any discrepancies between the quotation and the order acknowledgement or sales contract, the latter two versions shall always be prevailing.

### 3. 保密/Confidentiality:

贵方应对本报价单内容承担保密义务，未经我方事先书面许可，不得向第三方泄露或用于有损我方利益之用途。

You and the personnel of your party shall keep the information of the quotation strictly confidential. Without the prior written consent of the information discloser, the information receiver cannot publish, copy, sell, rent, transfer, promulgate, let out, disclose, reveal or use the confidential information in a way that will impair our interests to a third party.

### 4. 通知/Notice:

经本报价单及贵方确认文件、通知等可以当面送交、邮寄、传真、电子邮件等方式送达。若采用邮寄送达的，以回执上注明的收件日期为送达日期；以传真或电子邮件方式送达的，以传真、电子邮件等传输、发送至传真号码或邮箱并获得成功传送的报告日期为送达日期。通知地址信息以首页表格约定为准，如一方的地址或联系人等发生变更时，应提前7日以书面方式通知对方，否则送达原地址视为送达。

The quotation, documents and notice confirmed by you shall be delivered in person or by post, fax, email and other methods. If it is delivered by post, the delivery date should be the marked received date on the receipt; if it is delivered by fax or email, the delivery date should be the report date when fax, email are successfully sent to the fax number or email address.

The notice address is subject to the agreed table on homepage, and if any party's address or contact person is altered, it should be notified in written to the other party 7 days in advance, otherwise, delivery to the original address will be regarded as delivered.

### 5. 生效及有效期/Validity and Expiration:

本报价单自我方授权代表签发之日起生效，有效期为自报价单生效之日起30日。

The quotation shall take effect from the date signed by our authorized delegate, and the validity period of the quotation is 30 days from the date of effectiveness.

### 6. 解释权/Interpretation:

本报价单内容的最终解释权归我方所有。

We shall have the final interpretation right of the quotation.