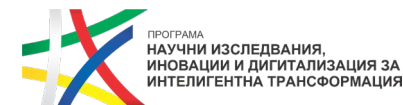




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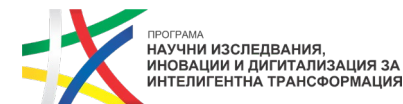
# PRICE LIST

EUROPEAN DIGITAL INNOVATION HUB – NORTHWEST AUTOMOTIVE CLUSTER BULGARIA

TITLE AND DESCRIPTION OF THE SERVICE	TYPE OF SERVICE *	DURATION AND FORMAT	UNIT OF MEASURE	PRICE	UNIT
<b>Training in the field of mechatronics</b>					
<b>Pneumatics and electropneumatics</b>	Group	16 hours / 2 days; in-person	Per person per day	900.00	€
<b>Pneumatics and electropneumatics</b>	Individual on-site training in an organization	16 hours / 2 days; in-person	Per training	16,000.00	€
<b>Hydraulics and electrohydraulics</b>	Group	16 hours / 2 days; in-person	Per person per day	900.00	€
<b>Hydraulics and electrohydraulics</b>	Individual on-site training in an organization	16 hours / 2 days; in-person	Per training	16,000.00	€
<b>Automation and control PLC</b>	Group	16 hours / 2 days; in-person	Per person per day	900.00	€
<b>Automation and control PLC</b>	Individual on-site training in an organization	16 hours / 2 days; in-person	Per training	16,000.00	€
<b>Electrical engineering and electronics</b>	Group	16 hours / 2 days; in-person	Per person per day	900.00	€



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<b>Electrical engineering and electronics</b>	Individual on-site training in an organization	16 hours / 2 days; in-person	Per training	16,000.00	€
<b>Equipment rental</b>					
<b>Rental of an Industry 4.0 laboratory with a robot</b>	Individual/group		Per a robot's day	2,500-5,000	€
<b>Mechatronics stand rental</b>	Individual/group		Per day	1,500.00	€
<b>Others</b>					
<b>Production of prototypes of saturated printed circuit boards (we are looking for - with customer materials)</b>	Individual		prototype series	10,000 - 25,000 (full series production)	€
<b>Consultations for the above services</b>	Individual		Per service	2,500 - 5,000	€
<b>Consulting services **</b> /Grant financing for public and private organizations, public procurement and investment consulting./	Individual		Per service	1,500-8,500 (4 types of consultations)	€



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Combined trainings					
<b>Trainings for smart manufacturing and industrial digitalization</b> Introduction to production data collection and analysis, digital product identity, MES systems, cyber -physical and automated production systems, human-machine interface (HMI), mobile robotics, artificial intelligence for optimization and predictive analysis, energy efficiency and augmented reality (AR) for process monitoring.	Group	16 hours / 2 days; in-person and online	Per person per day	1,200.00	€



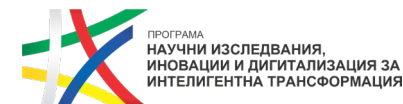
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<p><b>Training in quality management and Industry 4.0</b> /Introduction to quality standards and practices, digital quality management systems, automation of checks and inspections, big data analysis for traceability and optimization, tools for risk management, processes and intellectual property./</p>	<p>Group</p>	<p>16 hours / 2 days; in-person and online</p>	<p>Per person per day</p>	<p>1,500.00</p>	<p>€</p>
<p><b>Specialized trainings</b></p>					
<p><b>Training in quality management and Industry 4.0</b> /Introduction to quality standards and practices, digital quality management systems, automation of checks and inspections, big data analysis for traceability and optimization, tools for risk management, processes and intellectual property./</p>	<p>Individual on-site training in an organization</p>	<p>16 hours / 2 days; in-person</p>	<p>Per training</p>	<p>16,200.00</p>	<p>€</p>



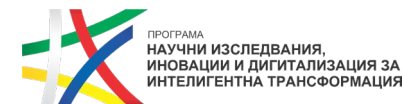
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<p><b>Training for organizational development and intelligent transformation of enterprises.</b> Introduction to strategic delegation and building effective feedback in the team, improving internal communication and management processes, integrating artificial intelligence for business optimization.</p>	Group	8 hours / 1 day; in-person and online	Per person per day	1 200,00	€
<p><b>Efficiency and development training</b> /Focus on eliminating waste, creating maximum customer value, minimizing defects for near-flawless processes, and building a culture of continuous improvement./</p>	Group	16 hours / 2 days; in-person and online	Per person per day	1,500.00	€
<p><b>Efficiency and development training</b> /Focus on eliminating waste, creating maximum customer value, minimizing defects for near-flawless processes, and building a culture of continuous improvement./</p>	Individual on-site training in an organization	16 hours / 2 days; in-person	Per training	27,000.00	€



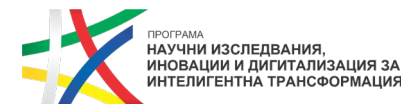
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<p><b>"Efficiency through Skills" methodology</b> / methodology for improving quality and productivity, accelerating the process of introducing new employees, creating standardized working methods, improving employee motivation based on TWI ( Training and Within Industries) - with a focus on creating the right skills and qualifications in employees so that each process is performed in the best possible way at the moment/</p>	<p>Group</p>	<p>16 hours / 2 days; in-person</p>	<p>Per person per day</p>	<p>1,500.00</p>	<p>€</p>
<p><b>Methodology "Efficiency through skills"</b> / methodology for improving quality and productivity, accelerating the process of introducing new employees, creating standardized work methods, improving employee motivation based on TWI ( Training and Within Industries) - with a focus on creating the right skills and qualifications in employees so that each process is performed in the best possible way at the moment/</p>	<p>Individual on-site training in an organization</p>	<p>16 hours / 2 days; in-person</p>	<p>Per training</p>	<p>18,000.00</p>	<p>€</p>



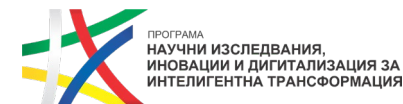
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Business development training					
<b>Training on innovation and sustainable technologies</b> /Roadmap from technological readiness to market implementation with a focus on innovation and financing, AI solutions and circular transformation in the automotive industry./	Group	16 hours / 2 days; in-person and online	Per person per day	660.00	€
Cybersecurity training in digital manufacturing					
<b>Cybersecurity training in digital manufacturing</b> /Cyber risks in digitalized processes, intellectual property protection, AI and Blockchain for secure traceability of components./	Group	16 hours / 2 days; in-person and online	Per person per day	1,800.00	€
CAD/CAM programming					
<b>CAD/CAM training</b> /SIEMENS NX, CATIA, DELMIA and ENOVIA for design, simulation, automation and project documentation management./	Group	32 hours / 4 days; in-person and online	Per person per day	5,000.00	€



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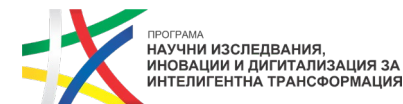


### Training in the field of transport

<b>Training on transport and industrial transformation</b> /Digitalization and sustainability in transport, intelligent systems and digital twins, IoT and AI solutions, cybersecurity, legal and ethical aspects, as well as the transition to Industry 5.0 with a focus on human-centered and sustainable approaches./	Group	16 hours / 2 days; online or in person	Per day	750- online 900- in person	€
<b>Training on transport and industrial transformation</b> /Digitalization and sustainability in transport, intelligent systems and digital twins, IoT and AI solutions, cybersecurity, legal and ethical aspects, as well as the transition to Industry 5.0 with a focus on human-centered and sustainable approaches./	Individual on-site training in an organization	16 hours / 2 days; online or in person	Per training	6,750.00	€
<b>Hackathon</b>	Individual/group		Per service	10,000.00	€
<b>Organizing round tables, networking, events and conferences, incl. b2b on a specific topic</b>	Individual/group		Per service	5,000-10,000	€
<b>Analyzing comprehensive IT audits and preparing a development roadmap.</b> /The analysis will establish the current status/	Individual		Per service	15,000.00	€



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Participation in international trainings, seminars, capacity building and networking activities	Individual		Per person per day	2,500.00	€
<b>Testing before investing</b>					
Demonstration with product simulations (incl. software settings of each robot)	Individual		Per day	10,000.00	€
Product configuration and setup (incl. use of a robot)	Individual		Per a robot's day	10,000.00	€
Production tests of a client product (incl. use of a robot)	Individual		Per a robot's day	10,000.00	€
Functional testing of a client product with a robot	Individual		Per a robot's day	10,000.00	€
<b>Package services</b>					
<b>Service Package 1: One training</b> (Transport training; Business development training; Pneumatics and electropneumatics ; Hydraulics and electrohydraulics; Automation and PLC control; Electrical engineering and electronics) + <b>Financing consultations</b>	Individually for one organization		Per package	15,000.00	€



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<p><b>Service Package 2: One Training</b> (Transport Training; Business Development Training; Pneumatics and Electropneumatics ; Hydraulics and Electrohydraulics; Automation and PLC Control; Electrical Engineering and Electronics) + <b>Testing before investing</b></p>	Individual		per package	20,000.00	€
<p><b>Service Package 3: One Training</b> (Transport Training; Business Development Training; Pneumatics and Electropneumatics ; Hydraulics and Electrohydraulics; Automation and PLC Control; Electrical Engineering and Electronics) + <b>Pre-investment testing + Financing consultations</b></p>	Individual		per package	30,000.00	€

\* **Type of Service** – Who can benefit from the services

SMEs / Large enterprises\* / SMCs\*\* / Public organizations

*\*Large companies are eligible to access all other services provided under the rules. De minimis aid applies only to training services.*

*\*\*SMCs – Small Mid-Caps (Small Mid-Capitalization Companies)*

**\*\*Notes on the consultancy services:**

**\*Grant funding consultancy for public organizations**

*The service fee applies in cases of consultancy related to programs that do not require the preparation of additional documents (e.g.*



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*investment plans, analyses, technical specifications), do not involve work in a foreign language, and do not require coordination with multiple external stakeholders.*

*For assignments involving a larger scope of activities, including the preparation of project documentation, specific applications, supported public procurement procedures, or complex administrative processes, the fee is determined individually based on the specific engagement.*

**\*\*Grant funding consultancy for private organizations**

*The service fee applies in cases involving the preparation of a standard project proposal in Bulgarian, which does not require the development of additional documents (e.g. business plans, financial analyses, legal justifications), and includes basic narratives and budgets.*

*For more complex project proposals—such as those requiring conceptual development, preparation in a foreign language, a significant analytical component, or additional documentation—the fee is determined individually following an initial consultation and scope assessment.*

**\*\*\*Public procurement consultancy**

*The service fee applies in cases of standard consultancy related to procurement planning, selection of procedure, and documentation requirements.*

*In cases requiring the preparation of full tender documentation, participation in the procurement process, provision of clarifications, or evaluation of bids, the fee is determined individually based on the scope and specific requirements of the contracting authority.*

**\*\*\*\*Investment advisory services**

*The service fee applies in cases involving a basic assessment of investment readiness, without the need for developing additional documents (e.g. business plans, investment memoranda, financial models), and where sufficient initial information is provided by the client.*

*If such documents are required or a more in-depth analysis is needed, the fee is determined individually depending on the scope and complexity of the case.*