上海祺明仪表有限公司 · 交付地：埃塞俄比亚亚的斯亚贝巴

报价单 / QUOTATION

编号 QT-2026-11-01 ｜ 有效期 30 天 ｜ 币种 USD

一、语音采集（按采集小时计价）

语种	终端价	转售/分包价	说明
阿姆哈拉语 am-ET	$65	$38	主推，16bit/48kHz 双声道
奥罗莫语 om-ET	$70	$42	母语者池较小
提格雷尼亚语 ti-ET	$75	$45	吉兹字母
索马里语 so-ET	$75	$45	可招募
沃莱塔语 wal-ET	$85	$55	供给最少
埃塞口音英语 en-ET	$55	$32	价格敏感
普通话 / 粤语	$40	$26	上海主体交付

转售/分包价条件：单批 ≥100 小时或年框 ≥500 小时；客户侧验收争议由对方承担；不披露我方成本结构。

二、只做转写 / 标注（不含采集）

US$18–25 / 音频小时；加急（<7 个工作日）+20%。标注按工位小时：US$3.5–6（批量 ≥200 工位小时）。

三、模型评测 / RLHF

US$14–18 / 工位小时，含规范培训、双人标注与 Cohen's Kappa 报告；200 条样张免费试判。

四、量级阶梯

单批量	折扣
10–50 小时（试单）	不打折，无起订量
50–200 小时	表价
≥200 小时	95 折
≥500 小时	9 折，需评估产能

五、试单与付款

· 试单 10 小时：终端 $600–800；转售/分包 $380–450。不免费。

· 试单后 30 天内转成 ≥100 小时生产单，试单费用的 50% 可抵扣。

· 付款：预付 50%，验收后 15 天内付清；账期 >60 天加价 10%。

· 价格为不含税价；按适用税率开具发票。

· 交付：T+2 先交 1 小时样片对齐标准；不合格全额退款。

· 验收口径：以双方书面确认的验收标准为准；未约定时按本报价附带的交付规格页执行。

六、有效期与签署

本报价自签发日起 30 天有效。接受请回签并注明项目名称与批量。

方	签署 / 日期
上海祺明仪表有限公司（供方）	
客户（需方）	

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Shanghai Qiming Instruments Co., Ltd. · Delivery: Addis Ababa, Ethiopia

QUOTATION

Ref. QT-2026-11-01 | Valid 30 days | Currency USD

1. Speech collection (per collected hour)

Language	End-client	Reseller	Notes
Amharic am-ET	$65	$38	Flagship; 16-bit/48 kHz dual-channel
Afaan Oromoo om-ET	$70	$42	Smaller native pool
Tigrinya ti-ET	$75	$45	Ge'ez script
Somali so-ET	$75	$45	Recruitable
Wolaytta wal-ET	$85	$55	Scarcest
Ethiopian-accented English	$55	$32	Price-sensitive
Mandarin / Cantonese	$40	$26	Delivered by Shanghai entity

Reseller terms: batch ≥100 h or annual frame ≥500 h; client-side acceptance disputes rest with the reseller; our cost structure is not disclosed.

2. Transcription / annotation only

US$18–25 per audio hour; rush (<7 working days) +20%. Annotation by seat-hour: US$3.5–6 (batches ≥200 seat-hours).

3. Model evaluation / RLHF

US$14–18 per seat-hour, including guideline training, double annotation and a Cohen's Kappa report; 200-item sample graded free.

4. Volume tiers

Volume	Discount
10–50 h (pilot)	List price, no minimum
50–200 h	List price
≥200 h	5% off
≥500 h	10% off, capacity review

5. Pilot and payment

· 10-hour pilot: US$600–800 end-client, US$380–450 reseller. Not free.

· If a production order of ≥100 h is placed within 30 days, 50% of the pilot fee is credited.

· Payment: 50% in advance, balance within 15 days of acceptance; net >60 days +10%.

· Prices exclude taxes; invoices are issued at the applicable rate.

· Delivery: first hour at T+2 for calibration; full refund if it fails your criteria.

· Acceptance: per the written criteria agreed by both parties; otherwise the delivery specification attached to this quotation applies.

6. Validity and acceptance

This quotation is valid for 30 days from issue. To accept, sign and return with project name and volume.

Party	Signature / date
Shanghai Qiming Instruments Co., Ltd. (supplier)	
Client	

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