

RoboConnect - Terms of Use

Sist oppdatert: 27.03.2026

1. Purpose and Scope

RoboConnect is an independent B2B platform that connects industrial companies (customers) with system integrators, technology providers, and R&D actors (technology partners).

By registering and using the platform, you agree to these Terms of Use.

RoboConnect's role is to facilitate matching, contact, and referral. RoboConnect is **not** a party to the delivery, pricing, or execution of projects.

2. Registration, Anonymity, and Contact

- Registration on RoboConnect is non-binding.
- All profiles and project requests are shown in anonymized form.
- Company names and contact details are shared only when both parties actively consent.
- Contact is considered established when contact details are exchanged or dialogue starts via RoboConnect's systems.

Users may delete their account or terminate subscriptions at any time. Ongoing or completed referrals remain subject to the commission rules in Section 3.

2.1. Project Qualification and Platform Scope

RoboConnect is designed to prioritize quality over volume in early-stage project matching.

To reduce time spent on unqualified requests and improve the relevance of project opportunities, RoboConnect applies a structured qualification process before project requests are shared with Technology Partners.

This includes, but is not limited to:

- Customers must confirm that their request represents a genuine interest in pursuing a project, and not solely for learning, benchmarking, or "price testing" purposes
- Customers must acknowledge that RoboConnect is not a free advisory service and that Technology Partners invest time in evaluating requests

- Customers are required to provide key project information, including:
 - Project objective and process scope
 - Budget indication
 - Expected timeline for decision-making
 - Identification of the internal decision owner

RoboConnect may review and assess all incoming project requests before sharing them with Technology Partners.

Project requests that do not meet the platform's minimum qualification criteria, or that are deemed exploratory without clear intent to proceed, may be withheld and not forwarded.

RoboConnect does not guarantee that all submitted project requests will be shared with Technology Partners.

The platform aims to facilitate fewer, but more relevant and higher-quality project opportunities.

3. Commission Model

3.1 When commission applies

A commission of **2% of the agreed project value** applies when:

- A customer and a technology partner enter into a **final and legally binding contract**, and
- The contract is the result of a referral via RoboConnect.

The commission becomes due upon signing of such legally binding contract.

Matching, dialogue, clarification, or submission of offers **do not** trigger commission.

3.2 Who pays the commission

- The commission is a success-based fee paid **only by the technology partner (integrator/supplier)** who enters into the contract with the customer, as part of its own marketing and sales costs. It shall not be added to the customer price or passed on to the customer in any form.

- The final contract shall be reported to RoboConnect (on the platform or by e-mail) for the sole purpose of verifying that a commission-triggering event has occurred and to enable calculation of the commission.
- RoboConnect does not require access to full contractual documentation but may request reasonable confirmation of the contract value and involved parties **solely for verification purposes**.
- RoboConnect may request documentation **reasonably necessary** to verify compliance if there is a good-faith suspicion of a breach of this provision. In the event of a material breach, access to the platform may be suspended or terminated.
- **Customers are not charged any fee or commission** by RoboConnect.

3.3 Match fee

In addition to the commission described above, RoboConnect may charge a small match fee. The match fee is due when the technology partner requests and is granted access to the customer's full project description and contact details. This is paid by the technology partner and is a fixed amount per lead as specified on RoboConnect's pricing page at any given time.

The match fee is a separate service and is not refundable, regardless of whether an offer is submitted or a contract is ultimately signed.

3.4 Further collaboration

If further projects between the same customer and technology partner occur within **12 months** after a first referral via RoboConnect, these projects are also subject to commission and must be reported.

Existing customer relationships that were established independently of RoboConnect are exempt, provided RoboConnect did not contribute to the referral.

4. Contract Confirmation and Documentation

4.1 Notification duty

The Technology Partner is responsible for notifying RoboConnect through the platform when a legally binding contract has been signed with a customer.

A contract is considered signed when both parties have entered into a legally binding agreement, regardless of whether it is signed digitally or otherwise.

The Success Fee becomes due upon such contract signature. Failure to notify RoboConnect of a signed contract constitutes a material breach of these Terms.

The notification shall include confirmation that a contract has been signed and the agreed total project value.

4.2 Digital contract signing

Contracts between customer and technology partner may be signed digitally using a third-party solution.

RoboConnect may sign **as an intermediary** for the sole purpose of:

- Confirming the referral
- Ensuring traceability
- Enabling commission handling

RoboConnect's signature does **not** make RoboConnect a party to the delivery contract.

4.3 Registration of awarded projects

RoboConnect may register awarded projects and project value in the platform dashboards on behalf of the parties.

4.4 Offer reporting and platform statistics

RoboConnect may request high-level information for **internal** statistical and service improvement purposes, including whether offers have been submitted and the number of offers received for a project.

Such information may be reported by the customer and/or the technology partner and is limited to non-commercial, non-confidential data (e.g. number of offers submitted or received).

5. Payment and Invoicing

- RoboConnect invoices the technology partner once the project is confirmed as contractually awarded.
- Payment is due within **14 days** from invoice date, unless otherwise agreed in writing.

- RoboConnect may request reasonable documentation of the agreed project value.

For projects involving multiple parties, the party receiving payment from the customer is responsible for paying the commission.

6. User Responsibilities

Users agree to:

- Provide correct and up-to-date information
- Treat project information as confidential
- Not bypass RoboConnect by entering into collaboration outside the platform
- Not use platform information for recruitment or unauthorized sales
- Notify RoboConnect when contracts are signed with parties introduced via the platform
- Cooperate with reasonable reporting requests related to confirmed contracts and anonymized platform statistics, as described in Sections 3 and 4.

Users remain responsible for compliance with applicable laws, standards, and industry requirements.

Customers agree not to use the platform for the sole purpose of obtaining price estimates, benchmarking suppliers, or collecting information without a genuine intent to proceed with a project.

7. Data, Visibility, and Confidentiality

- Information provided is used only for matching, referral, and platform functionality
- Contact information is not shared without consent
- RoboConnect may use anonymized data for analysis and service improvement

All parties must respect confidentiality and data protection obligations.

8. Liability and Role of RoboConnect

RoboConnect is a referral and matching platform only and:

- Is not responsible for project execution, quality, or delivery
- Is not responsible for financial settlement between parties

- Is not liable for direct or indirect losses arising from collaboration

The platform is provided “as is”.

9. Privacy

RoboConnect processes personal data in accordance with GDPR and Norwegian law. Further details are available in the privacy policy.

10. Changes to Terms

RoboConnect may update these terms with reasonable notice. Continued use of the platform implies acceptance of updated terms.

11. Abuse and Blocking

RoboConnect may suspend or terminate accounts in cases of misuse, violation of terms, or illegal activity.

12. Contact and Legal Information

RoboConnect AS

Org. no. 935 121 159

Protomore Kunnskapspark, Molde, Norway

Email: hei@roboconnect.no

Jurisdiction: Norway. These Terms shall be governed by and construed in accordance with Norwegian law.