

Micelio Discovery Studio Membership Model

Document to explain Micelio Discovery Studio membership model : criteria, benefits and commitments from members



Identification	Created	Verified	Approved
<i>Name</i>	Hiten Pal Saklani	Hiten Pal Saklani	Shreyas Shibulal
<i>Title</i>	BU Head	BU Head	Founder
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<i>Signature</i>	HPS	HPS	SS
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Micelio Discovery Studio

Micelio is committed to encourage and support the electric vehicle ecosystem via Micelio Discovery Studio. In the last few years , our community has grown to a great set of members and participants who actively contribute and leverage shared resources which we are building and investing in. We have grown from a Startup only community to a Startup centric ecosystem which is inclusive , neutral , fair and open for a variety of members to join. We thank our members for consistent support and welcome new companies who are joining.

For our community's benefit we have invested in equipment and infrastructure which can be accessed by our members : [Facility & Equipment Brochure](#)

Micelio Discovery Studio Membership Qualification Criteria

To allow a safe and credible community we expect members to be people or companies having confirmed interest in EV space. We invite members to join us based on our assessment of contribution and mutual growth incoming members can enable to our members and partners hence we always try to have only a credible set of members in our ecosystem.

Membership Approach

Membership in Micelio Discovery Studio's EV community consisting to two stages :

1. Annual membership
2. Token bundles

Anyone who is selected or invited can become a member by subscribing to Annual Membership by signing membership agreement and clearing associated dues.

Furthermore , Annual Membership is of two types :

Annual membership : Silver (AMS)

This membership is a starting point to members who are exploring the community and would like to gradually leverage more support and benefits over the time. We enable following benefits to members of this type :

1. **Support Tracker** : A tool to list wishlist , issues, requirement members can update for Studio and if permitted, community to assist in **non binding** manner. According to access bundle preference will be given to line items in the tracker. If the Studio team finds bandwidth other requests listed will also be attempted to be processed.

Some examples of support requests:

- 1.1. BD support : Connecting and warm introduction with other members/non members for expedited results.
 - 1.2. Sourcing support : Assistance in sourcing parts which are difficult to be sourced in-house due to a variety of reasons. Off shelf , customised etc.
 - 1.3. Collation / syndication of demand & supply
 - 1.4. SOR collection from customers as part of an initial voice of customer (VOC) exercise.
2. Free entry for one in the **Monthly Member Meetup**, where we invite a variety of subject matter experts for sessions , demo sessions of products of interest to members ,networking among members and enabling our members to present their products and offerings.

Annual membership : Platinum (AMP)

This membership is meant for members who are requiring additional support and who in return are highly committed to the community. Apart from above benefits mentioned above , AMP members shall get following benefits :

1. **Support Tracker** : Enhanced support and bandwidth allotment.
2. **Monthly Member Meetup** : Free entry to 2. Product Demo slot in the event as per availability. Suggestions for agenda for interested topics. Arranged meetings.
3. Access to **Consultant Circle** . These are empanelled consultant partners engaged by Micelio Discovery Studio via retainer model to allow free limited time support to AMP members. If case support / guidance is more than

provided , AMP members can leverage special pricing provided by Consultant Circle for private projects.

4. Preference to be nominated for **Micelio Community Council [MCC]** appointment , which is a representative body of 10 seats of five major sub-communities. MCC helps the Studio team to frame policies , provide quick opinions , lead initiatives on behalf of our EV community etc.
5. Upcoming benefits :
 - a. Access to the upcoming **AMP Newsletter** which will have 10X more info than the general newsletter. Feature interview in both as per slot.
 - b. Enhanced access to supplier portal.
6. Free access to Micelio Discovery Studio facilities for meetings, demo , visits etc
7. Preference in recommendations for future equipment acquisition at Studio via **25/75 model** explained later in the document.

Membership Fee

Membership fee based on base location of member is as below :

Membership Type	Indian Members	International Members
Annual Membership : Silver (AMS)	₹12,000	\$1,200
Annual Membership : Platinum (AMP)	₹120,000	\$12,000

Token Bundle System

In order to leverage the benefits of shared economy model we issue Token bundles to members to have access to our shared equipment or resources as mention in Equipment Brochure : [Facility & Equipment Brochure](#)

<https://www.miceliostudio.com/Facilities.html>

The Member will pay the Company with additional tokenized system for “Bundles” to access machinery or resources listed as covered under Tokenized Rate Card in Equipment and facility brochure.

Access bundles are collections of tokens. Tokens in turn are assigned against each resource listed in the Equipment and Facility brochure.

Access Bundles	Value	Tokens	Validity
T1	₹20,000	500	1 year
T2	₹100,000	2625	
T3	₹500,000	13750	
Access Bundles	Value	Tokens	Validity
T1	\$800	500	1 year
T2	\$4,000	2625	
T3	\$20,000	13750	

Bundle duration and exit load

These are arrangements to allow Studio and community to align according to requirements of subscribing members, to raise meaningful momentum by investing in efforts around various tasks, requirements as expressed in the SST sheet.

Token top up and rollover terms

- Last month's tokens after Access Bundle (AB) purchase will be rolled to consecutive months till validity of your membership.
- Handling peak demand: If a T1 AB member is not interested in T2 AB with monthly Rs 1,00,000 commitment but need 1,20,000 tokens for certain month(s) can buy multiple units
 - Multiple bundles purchase is permitted twice in a financial year to handle peak demand

Payment method

- Annual membership to be paid in 100% advance at the time of joining.
- Monthly advance payment before 25th of previous month of start of Access Bundle.
- Bank Standing instructions or Post dated cheques for all months as committed in access bundles purchased on or before 25th of the previous month of start of Access Bundle.
- Studio team shall remind members of submission of cheques on 25th of each month during the bundle durations.

Cancellation policy

- In the event of a situation where a member wants to exit membership , an exit load shall be applicable independent of the duration of access bundle duration completed till date.
- Micelio Discovery Studio can terminate membership with *30 day* notice without any binding to explain reasons if a member is not identified as meaningfully contributing to the community.

Micelio Discovery Studio Member's Commitments

To enable sustenance and overall growth of the community , we have to declare commitments of members are following :

1. Membership fee clearance on time.
2. To attend Studio Meetups with at least 50% attendance on total events
3. Participation in Studio surveys / benchmarking exercise with at least 30% response / completion on total events.
4. Mentoring new members on request from Studio Team case by case basis.
5. Not using any pirated software or machinery.
6. Not to conduct unethical acts with other members , Micelio or any entity Micelio Discovery Studio considers as partners

Micelio Discovery Studio Membership Benefits

Our attempt is to collate resources and organise the demand to reduce overheads on all members. To support our members we have following facilities apart from Micelio Discovery Studio Support Tracker (SST) Sheet:

Hardware and software resources

1. Access to Micelio Discovery Studio facilities in per access bundle purchased.
2. Facility access timing : 10:00 am to 6:00 pm , Saturday & Sunday off along with published holidays
3. Members can choose to use machinery as per terms and conditions in membership agreement or hire Testing services partners listed by Micelio Discovery Studio
4. Softwares are hosted on a high performance computer which can be accessed via VPN remotely or via LAN by visiting our facility / office.

Open Source Projects

Both members and non members are invited to participate in joint , community wide , non exclusive, Open source projects where Studio assists in program management of benchmarking, SOR validation across customers / clients , collation of supply and optimisation of supply chain and overall execution of project. For more information please reach out to Studio POC assigned to you.

Partner Equipment Hosting Program

We welcome members and non-members to move their existing or planned equipment to Micelio Discovery Studio to explore rental / use opportunities by other members or clients of testing services partners. Studio will help provide operational support and include equipment / resources in due brochures, reach outs in a non-binding way. A separate agreement will be signed to avail this benefit.

Testing services and consultancy services partners

Companies or startups willing to offer services as testing services providers using Studio machinery / resources or consulting services need to be registered separately in order to be represented in our brochures etc on a revenue sharing basis. Some of the consulting agencies / consultants can be onboarded in Consultant Circle with retainer fee paid by Micelio for some limited and free support services to members. For additional services members can engage directly with such consultants for private projects / assignments at special prices for our community.

Knowledge Repository

This shall be a facility to curate both open source / public documents , data or samples and members only documents , data or samples. Members only / Shared source material shall be available against respective token value. Members can choose to help develop open source documents against credits to revenue sharing basis to be discussed case by case basis based on content and effort.

25/75 Equipment Acquisition Offer

Micelio Discovery Studio is committed to invest in infrastructure as per the popular requirement of our members. We are willing to evaluate the wishlist of HW/SW which can be shared with other members in our community. Upon assurance of 25% of value to equipment or wishlist by a member in terms of PO for tokens of equal value , we can purchase , commission and operate the equipment with members only consuming tokens per hr cost.

Some benefits of this model for members:

1. Lower / negotiated cost for Micelio than commercial rate 40-50% in some cases.This is passed on to members in per hr token cost.
2. Capex to Opex conversion : Members can avoid getting their cash locked in assets and hence operate asset free R&D.
3. Collective de-risking of investment with Micelio taking upfront risk of acquiring,maintaining and manning the assets.
4. Solving cash flow problems , Micelio makes 100% payment to the vendor partner while providing interest free instalment option to members participating in this program with 10-12 consecutive installments.
5. Members, while committed to pay installments , still later can change the usage of equipment freely and use tokens on other equipment. Hence , further de-risking the investment in tokens.
6. In the event of 25% or more tokens left , we can extend the validity by 1 more year.

What's new in M4 Membership model

As our community grows and the requirements of members increase to build stronger set of shared facilities we are committed to enhance following in M4 membership

1. Consultant Circle
2. Doubling staff size at Studio to 25
3. Hiring 4-5 senior staff members
4. More specialisations in Engineering team
5. Investing in digital platforms
6. Improved community events , research and documentation

Membership conversion

All members subscribed under Membership Model M3 and earlier versions can retain their memberships till end of tenure as per original membership agreement hence with new membership cycle they can renew membership to M4.