

PROPOSTA COMERCIAL

AO
 TRIBUNAL REGIONAL DO TRABALHO DA 7ª REGIÃO
 Coordenadoria de Licitações e Contratos

À/C do(a) Sr.(a) Pregoeiro(a) e Equipe de Apoio

Ref.: Pregão Eletrônico nº 90013/2025

Processo Administrativo nº 3125/2024

Prezados Senhores,

DB3 SERVIÇOS DE TELECOMUNICAÇÕES S.A. (“DB3 TELECOM”), pessoa jurídica de direito privado, atuante sob a marca comercial GIGA+ EMPRESAS, inscrita no CNPJ/MF sob o nº 41.644.220/0001-35, com sede na Avenida da Abolição, nº 4166, Bairro Mucuripe, Fortaleza/CE, CEP 60.165-082, neste ato representada por seu procurador legal, Sr. Fayerton Queiroz dos Santos, vem apresentar a seguinte proposta comercial, conforme as informações detalhadas a seguir:

1. Objeto da Proposta

A presente proposta tem por objeto a prestação de serviços de comunicação de dados para interligação da Sede do TRT às Varas do Interior, conforme as especificações técnicas e condições estabelecidas no edital.

2. Condições Comerciais

2.1. Especificações, Quantidade e Preço

A seguir, apresenta-se o detalhamento do objeto, quantitativos e respectivos valores:

| Grupo único | | | | | | |
|---------------------------------------|--|--------|-----------------------|----------------------------|---------------------------------|---------------------------------|
| Item | Descrição do serviço | Quant. | Valor unitário mensal | Valor mensal total do item | Valor total do item em 12 meses | Valor total do item em 30 meses |
| 1 | Link de comunicação de dados corporativo (dedicado) com velocidade de 400 Mbps, com garantia de banda. | 4 | R\$ 380,00 | R\$ 1.520,00 | R\$ 18.240,00 | R\$ 45.600,00 |
| 2 | Link de comunicação de dados corporativo (dedicado) com velocidade de 200 Mbps, com garantia de banda. | 10 | R\$ 290,00 | R\$ 2.900,00 | R\$ 34.800,00 | R\$ 87.000,00 |
| Valor mensal da contratação | | | | R\$ 4.420,00 | | |
| Valor anual da contratação (12 meses) | | | | | R\$ 53.040,00 | |
| Valor total da contratação (30 meses) | | | | | | R\$ 132.600,00 |

2.2. Valor da Proposta por Extenso

O valor total desta proposta é de R\$ 132.600,00 (cento e trinta e dois mil e seiscentos reais) referentes aos serviços continuados pelo período de 30 (trinta) meses, em parcelas mensais de R\$ 4.420,00 (quatro mil e quatrocentos e vinte reais).

2.3. Validade da Proposta

A presente proposta é válida por 90 (noventa) dias, a contar da data de sua apresentação.

2.4. Prazo de Implantação

A dinâmica do serviço acontecerá conforme o cronograma previsto no item 7.1 do Termo de Referência (p. 8).

3. Declarações e Obrigações

A DB3 SERVIÇOS DE TELECOMUNICAÇÕES S.A. declara, sob as penas da lei, que:

- a. O preço cotado inclui de forma integral todos os tributos, fiscais e comerciais, bem como todas as despesas relativas à mão de obra e aos equipamentos indispensáveis para a execução, instalação, manutenção e operação dos serviços contratados, sem quaisquer acréscimos.
- b. A presente proposta contempla integralmente os custos necessários para o atendimento direitos trabalhistas assegurados na Constituição Federal de 1988, nas leis trabalhistas, nas normas infralegais, nas convenções coletivas de trabalho e nos termos de ajustamento de conduta vigentes na data da sua entrega em definitivo.
- c. Está em estrita conformidade com as disposições constantes no Edital, no Termo de Referência e demais anexos que regem a licitação, tendo pleno conhecimento das condições locais e dos requisitos indispensáveis para o adequado cumprimento das obrigações contratuais.
- d. As informações aqui prestadas são verdadeiras, sendo o proponente ciente de que eventual inveracidade implicará na aplicação das sanções administrativas, civis e penais cabíveis.

4. Responsáveis pela Assinatura do Instrumento Contratual

Nome: DANIEL FRANCO CAMAROTO PINHEIRO
RG.: 30949320 - SSP/SP
CPF.: 214.919.448-11

Nome: FERNANDO STUCCHI ALEGRO
RG.: 29236398 - SSP/SP
CPF.: 271.694.338-93

5. Dados Bancários para Pagamento

Banco: 237 – Banco Bradesco S.A
AG.: 3391
C/C.: 0017750-4

6. Contatos da Licitante

Setor de licitações e contratos
E-mail: licitacoes-l@alloha.com / contratos-l@alloha.com
Telefone: 85 2180-7240

7. Contato do Preposto

Nome: Patrícia Emanuela de Sousa Feitosa
E-mail: patricia.feitosa@alloha.com
Telefone/WhatsApp: 85 99624-8442

8. Integra esta Proposta Comercial o seguinte anexo:

Anexo I – Viabilidade econômica

Fortaleza/CE, 5 de junho de 2025

Assinado por:

FAYERTON SANTOS

228F261B0FB34CB

FAYERTON QUEIROZ DOS SANTOS

Procurador Legal - DB3 TELECOM

ANEXO I**VIABILIDADE ECONÔMICA**

| BUSINESS PLAN | | | | |
|--|------------|------------|----------------|----------------|
| PROJETO: | | X | | |
| TIR | a.m | a.a | | |
| TIR | 3,84% | 57,24% | | |
| Payback | 21 | | | |
| VPL | 17.233 | | | |
| WACC | a.m | a.a | | |
| | 1,17% | 15,00% | | |
| | | | 1º ano | 2º ano |
| | | | 3º ano | |
| DRE | | | | |
| Receita Bruta | | | 53.040 | 55.548 |
| <i>Deduções e Impostos</i> | | | -6.710 | -7.027 |
| <i>Deduções e Impostos (%)</i> | | | 12,7% | 12,7% |
| Receita Líquida | | | 46.330 | 48.521 |
| (-) Custos | | | -24.000 | -25.135 |
| (-) Despesas | | | 0 | 0 |
| EBITDA | | | 22.330 | 23.386 |
| <i>Margem EBITDA (%)</i> | | | 48,2% | 48,2% |
| Depreciação e Amortização | | | -8.028 | -8.028 |
| EBIT | | | 14.302 | 15.358 |
| Resultados Financeiros | | | 0 | 0 |
| EBT | | | 14.302 | 15.358 |
| IRPJ + CSLL | | | -4.863 | -5.222 |
| Lucro Líquido | | | 9.440 | 10.136 |
| <i>Margem Líquida (%)</i> | | | 20,4% | 20,9% |
| FCF | | | | |
| Fluxo de Caixa Operacional | | | 9.592 | 17.803 |
| (+) Arrecadação | | | 44.200 | 55.130 |
| (-) Impostos Indiretos | | | -6.150 | -7.000 |
| (-) IRPJ+CSLL | | | -4.458 | -5.192 |
| (-) Custos e Despesas | | | -24.000 | -25.135 |
| Fluxo de Caixa de Investimentos | | | -24.084 | 0 |
| (-) Investimentos | | | -24.084 | 0 |
| Fluxo de Caixa Financeiro | | | 0 | 0 |
| Empréstimo | | | 0 | 0 |
| Amortização | | | 0 | 0 |
| Juros | | | 0 | 0 |
| FCFF | | | -14.492 | 17.803 |
| TIR | | | | |
| a.a. | | | -70,4% | 11,1% |
| a.m. | | | -9,7% | 0,9% |
| VPL | | | | |
| VPL | | | -15.154 | 11.794 |

Certificate Of Completion

| | |
|---|--|
| Envelope Id: D2C48C5A-3BE9-411A-924E-9B92FD0E0DB6 | Status: Completed |
| Subject: Docusign: PROPOSTA RETIFICADA - PE 90018/2025 - TRT7 | |
| Source Envelope: | |
| Document Pages: 4 | Signatures: 1 |
| Certificate Pages: 4 | Initials: 0 |
| AutoNav: Enabled | Envelope Originator: |
| Envelopeld Stamping: Enabled | Maicon Maicon Morais |
| Time Zone: (UTC-03:00) Brasilia | Av. da Abolição, N. 4140 - Sala B Bairro: Mucuripe Fortaleza, CE 0.165-082 maicon.morais@alloha.com IP Address: 201.20.82.126 |

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FAYERTON SANTOS
fayerton.santos@alloha.com
Security Level: Email, Account Authentication (None)

Signature



Signature Adoption: Pre-selected Style
Using IP Address: 177.173.233.229
Signed using mobile

Timestamp

Sent: 6/5/2025 2:44:13 PM
Viewed: 6/5/2025 2:46:04 PM
Signed: 6/5/2025 2:46:09 PM

Electronic Record and Signature Disclosure:

Accepted: 6/5/2025 2:46:04 PM
ID: 710e72e0-38fe-4f2c-8f28-681786fc0e09

| In Person Signer Events | Signature | Timestamp |
|------------------------------|------------------|---------------------|
| Editor Delivery Events | Status | Timestamp |
| Agent Delivery Events | Status | Timestamp |
| Intermediary Delivery Events | Status | Timestamp |
| Certified Delivery Events | Status | Timestamp |
| Carbon Copy Events | Status | Timestamp |
| Witness Events | Signature | Timestamp |
| Notary Events | Signature | Timestamp |
| Envelope Summary Events | Status | Timestamps |
| Envelope Sent | Hashed/Encrypted | 6/5/2025 2:44:13 PM |
| Certified Delivered | Security Checked | 6/5/2025 2:46:04 PM |
| Signing Complete | Security Checked | 6/5/2025 2:46:09 PM |
| Completed | Security Checked | 6/5/2025 2:46:09 PM |

| Payment Events | Status | Timestamps |
|----------------|--------|------------|
|----------------|--------|------------|

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