

NEGOECONOMICS ANALYSIS

Aurora Motors Corporation · Voltatek Energy Systems Inc.

WHAT IS NEGOECONOMICS?

NegoEconomics is the core value-creation principle of SMARTnership negotiation. It identifies variables where:

The cost to the party giving the concession is LOW

The value to the party receiving the concession is HIGH

This asymmetry — low cost / high value — is where both parties can move simultaneously without a zero-sum trade

Each variable identified creates net new value in the relationship, rather than simply redistributing existing value.

HOW THE SCORING WORKS

Cost to Giver: 1 = Negligible 2 = Low 3 = Medium 4 = High 5 = Very High

Value to Receiver: 1 = Low 2 = Medium 3 = High 4 = Very High 5 = Exceptional

NegoEconomics Score = Value to Receiver minus Cost to Giver

Score 4–5 = Exceptional NegoEconomics (Tier 1 — prioritize in opening position)

Score 2–3 = Strong NegoEconomics (Tier 2 — package into the negotiation)

Score 1 = Moderate NegoEconomics (Tier 3 — include as supporting variables)

HOW TO USE THIS IN NEGOTIATION

Tier 1 variables (scores 4–5) should be identified and proposed early — they are the foundation of the SMARTnership opening. They demonstrate immediately that you are not negotiating to win at the other party's expense, but to create value that neither party could generate alone.

Tier 2 variables are the 'package' — traded in combination to build a comprehensive deal that expands the pie.

Tier 3 variables support the package and signal depth of preparation.

The critical negotiation insight: present these not as concessions you are willing to make,

but as value you are inviting the other party to help you create together.

NE Score	#	Variable	Category	Giver
TIER 1 — EXCEPTIONAL NEGOEONOMICS (Score 4–5)				
▲ 4	1	Extended Forecast Horizon (18 months)	Operational	Aurora (Buyer)
▲ 4	2	Battery Performance Telemetry Data Sharing	Technical	Aurora (Buyer)
▲ 4	3	Preferred Supplier Status for Next-Gen Chemistry	Strategic	Aurora (Buyer)
TIER 2 — STRONG NEGOEONOMICS (Score 2–3)				
▲ 3	4	Supply Chain Finance / Early Payment Access	Financial	Aurora (Buyer)
▲ 3	5	Joint Commodity Hedging Window	Financial	Aurora (Buyer)
▲ 3	6	Capacity Reservation Commitment	Financial	Aurora (Buyer)
▲ 3	7	Named Relationship Manager Designation	Relationship	Aurora (Buyer)
▲ 3	8	Quality Improvement Roadmap with Incentive	Operational	Aurora (Buyer)

▲ 3	9	Battery Recycling Revenue Share	Relationship	Voltatek (Supplier)
▲ 3	10	Transparency on Manufacturing Yield Data	Operational	Voltatek (Supplier)
▲ 2	11	Technical Specification Pre-Consultation	Technical	Aurora (Buyer)
▲ 2	12	Mandatory Joint S&OP Process	Operational	Aurora (Buyer)
▲ 2	13	Co-development R&D Investment	Strategic	Aurora (Buyer)
▲ 2	14	Warranty Claim Data Transparency	Operational	Aurora (Buyer)
▲ 2	15	Approved Carrier List Collaboration	Logistical	Voltatek (Supplier)
▲ 2	16	Sustainability & ESG Reporting Package	Relationship	Voltatek (Supplier)
▲ 2	17	Responsible Sourcing Certification	Relationship	Voltatek (Supplier)

▲ 2	18	Production Interruption Early Warning System	Operational	Voltatek (Supplier)
▲ 2	19	Equalized Termination Notice Periods	Strategic	Aurora (Buyer)
▲ 2	20	Open-Book Cost Structure Access	Financial	Voltatek (Supplier)
TIER 3 — MODERATE NEGOTIATION (Score 1)				
▲ 1	21	BMS Protocol Joint Definition	Technical	Aurora (Buyer)
▲ 1	22	Mandatory Quarterly Business Reviews	Relationship	Aurora (Buyer)
▲ 1	23	Force Majeure Definition Update (Cyber / Geopolitical)	Legal / Risk	Aurora (Buyer)
▲ 1	24	Packaging Container Roundtrip Optimization	Logistical	Aurora (Buyer)

Receiver	Cost to Giver (1–5)	Value to Receiver (1–5)	Why Cost Is Low to Giver
Voltatek (Supplier)	●○○○○	●●●●●	Aurora already generates internal demand forecasts 18+ months out for vehicle production planning. Sharing this data costs nothing operationally — it is already produced.
Voltatek (Supplier)	●○○○○	●●●●●	Aurora collects real-world battery performance data from every vehicle as a byproduct of normal telematics operations. The marginal cost of structuring and sharing this data is near zero — the data is already captured.
Voltatek (Supplier)	●○○○○	●●●●●	Aurora designating Voltatek as preferred supplier for its next EV platform costs Aurora nothing contractually — it is a statement of intent, not a binding purchase commitment. Aurora retains qualification rights.
Voltatek (Supplier)	●○○○○	●●●●○	Aurora introduces Voltatek to its banking relationships or supply chain finance platform. Aurora's cost: administrative setup time and potentially a small program fee. Aurora's own cash position is unchanged — it pays the same total amount, just allows Voltatek earlier access at
Voltatek (Supplier)	●●○○○	●●●●●	Aurora participates in a shared hedging framework for lithium, nickel, and cobalt. Cost: moderate — requires treasury resource and shared risk management protocols. Aurora already hedges many commodity inputs across its manufacturing base.
Voltatek (Supplier)	●●○○○	●●●●●	Aurora commits to reserving a defined % of Voltatek's capacity (e.g., 70–80%) in exchange for priority supply rights. Cost to Aurora: modest reduction in flexibility — but Aurora's forecast anyway implies this volume.
Voltatek (Supplier)	●○○○○	●●●●○	Aurora designating a named senior relationship manager costs nothing — it is a structural decision, not a resource addition. The person exists; their mandate changes.
Voltatek (Supplier)	●●○○○	●●●●●	Aurora agrees to a small price incentive (e.g., \$50/module bonus) if Voltatek beats the annual quality target. Cost: \$50 × improvement volume — but Aurora saves far more in warranty, production disruption, and recall risk avoided.

Aurora (Buyer)	●○○○○	●●●●○	<i>Voltatek offering a battery take-back and recycling program costs relatively little — it leverages existing manufacturing infrastructure and emerging recycling partnerships. The marginal cost of adding Aurora's end-of-life modules is low.</i>
Aurora (Buyer)	●○○○○	●●●●○	<i>Voltatek sharing yield data with Aurora is essentially zero-cost — the data exists internally. The only 'cost' is transparency, which Voltatek may perceive as vulnerability.</i>
Voltatek (Supplier)	●○○○○	●●●○○	<i>Aurora consulting Voltatek before finalizing specification changes costs Aurora a few weeks of earlier engagement. It does not change Aurora's right to specify — it changes when in the process the conversation happens.</i>
Voltatek (Supplier)	●●○○○	●●●●○	<i>Aurora investing in a monthly joint S&OP process requires internal resource: a planning manager's time and data infrastructure. Cost is real but modest relative to contract scale.</i>
Voltatek (Supplier)	●●●○○	●●●●●	<i>Aurora committing R&D funding (e.g., \$5–15M over 3 years) toward battery technology development has a real cash cost. However, Aurora's OEM R&D budget dwarfs this — and the cost is partially offset by tax incentives for clean energy R&D.</i>
Voltatek (Supplier)	●○○○○	●●●○○	<i>Aurora sharing detailed warranty claim data with Voltatek costs nothing — this data is already collected. The only barrier is organizational willingness to share, not any real cost.</i>
Aurora (Buyer)	●○○○○	●●●○○	<i>Voltatek maintaining a list of approved carriers for battery module transportation (meeting handling, safety, and insurance requirements) is largely an extension of existing supplier qualification processes. Near-zero marginal cost.</i>
Aurora (Buyer)	●○○○○	●●●○○	<i>Voltatek already collects environmental data for its own compliance obligations. Structuring this into an annual report for Aurora adds a few days of internal effort per year — marginal cost.</i>
Aurora (Buyer)	●●○○○	●●●●○	<i>Voltatek pursuing RMI/RMAP certification requires real investment — audit fees, process documentation, and supplier management work. One-time cost: \$200K–500K. Annual maintenance: \$50–100K.</i>

Aurora (Buyer)	●○○○○	●●●●○	<i>Voltatek implementing a structured early warning notification system (tiered alerts 72h, 48h, 24h before confirmed disruption) costs almost nothing — it is a process change, not a capital investment.</i>
Voltatek (Supplier)	●○○○○	●●●●○	<i>Aurora agreeing to equalize notice periods (180/180 instead of 180/270) costs Aurora 90 days of contractual flexibility it was unlikely to need. The practical cost is near zero — Aurora is not planning to terminate.</i>
Aurora (Buyer)	●●○○○	●●●●○	<i>Voltatek opening its cost structure to Aurora requires transparency that feels uncomfortable but costs nothing operationally. The only real cost is strategic — exposing margin — which can be managed through defined scope and confidentiality protections.</i>
Voltatek (Supplier)	●●○○○	●●●●○	<i>Aurora investing engineering time in joint BMS protocol definition requires 4–8 weeks of integration engineering resource. Real but bounded cost.</i>
Voltatek (Supplier)	●○○○○	●●○○○	<i>Aurora committing to quarterly reviews requires 1 day per quarter of senior management time — negligible cost relative to contract scale.</i>
Voltatek (Supplier)	●○○○○	●●○○○	<i>Aurora agreeing to expand force majeure definitions costs nothing — it is a risk allocation discussion that improves the contract's fitness for modern operating environments.</i>
Voltatek (Supplier)	●○○○○	●●○○○	<i>Aurora collaborating on container roundtrip logistics (e.g., coordinating return shipments with inbound vehicle parts from Michigan region) costs minimal logistics planning effort.</i>

Why Value Is High to Receiver	The NegoEconomics Mechanic
<p><i>Voltatek can lock in cell supply contracts, negotiate better lithium pricing, and plan workforce 6–9 months earlier. Estimated input cost reduction: 3–8% on long-lead materials. On a \$400M contract this is \$12–32M of value over 3 years.</i></p>	<p><i>Aurora shares its existing 18-month vehicle production plan. Voltatek gets supply chain lead time it cannot buy any other way.</i></p>
<p><i>Voltatek gains real-world field performance intelligence that no laboratory can replicate. This directly improves next-generation cell design, reduces warranty exposure, and accelerates product validation cycles by 12–18 months. Competitive intelligence value is exceptional.</i></p>	<p><i>Aurora provides anonymized field telemetry (degradation curves, thermal cycles, charge patterns). Voltatek uses it to improve product and reduce warranty claims — benefiting Aurora in return.</i></p>
<p><i>A preferred supplier designation transforms Voltatek's investor narrative, R&D investment case, and commercial pipeline visibility. It can support capital raising, accelerate facility investment decisions, and reduce cost of capital. Strategic value is disproportionate to Aurora's zero cost.</i></p>	<p><i>Aurora issues a letter of preferred intent for next-gen chemistry platform. Voltatek accelerates R&D investment. Both parties benefit from faster technology development.</i></p>
<p><i>Voltatek's cost of capital is likely 4–8% higher than Aurora's. On \$133M annual invoice flow, reducing Voltatek's financing burden by even 2% saves \$2.7M/year — \$8M over the contract. Voltatek gets financial stability; Aurora gets a healthier, more reliable supplier.</i></p>	<p><i>Aurora facilitates SCF platform access. Voltatek self-selects early payment when needed. Aurora pays face value on invoice due date regardless.</i></p>
<p><i>Voltatek, as a growth-stage manufacturer, has limited hedging sophistication and higher commodity cost volatility. Joint hedging through Aurora's treasury infrastructure could reduce Voltatek's input cost variance by 15–25%, worth \$10–20M over the contract. Aurora also benefits: price stability reduces</i></p>	<p><i>Both parties agree on a 6-month forward hedging window for key materials. Gains and losses from the hedge are shared in a pre-agreed ratio. Quarterly price adjustment disputes disappear.</i></p>
<p><i>Voltatek can now finance capacity expansion with a contracted revenue floor. This is the difference between being able to raise growth capital and not. A capacity reservation letter can unlock \$50–100M of project financing for Voltatek at dramatically lower cost.</i></p>	<p><i>Aurora formalizes what it intends to buy anyway. Voltatek uses the contract as collateral for growth capital. Aurora gets priority capacity and a stronger supplier.</i></p>
<p><i>Voltatek gains predictable access to Aurora's decision-making chain. Issue escalation time drops from weeks to hours. Commercial disputes that currently fester are resolved in days. The operational value of eliminated friction across a \$122M/year relationship is significant.</i></p>	<p><i>Both parties designate named senior contacts with defined response SLAs. Relationship friction drops. Both parties benefit from faster problem resolution.</i></p>
<p><i>Voltatek gains a clear financial incentive to invest in quality beyond the contractual floor. At 500,000 units/year, a \$50 bonus on 95% of deliveries meeting a 0.5% defect target = \$23.75M incentive. But Aurora's avoided recall and warranty cost at that quality level is multiples higher.</i></p>	<p><i>Aurora pays a modest per-unit quality bonus. Voltatek invests in process improvement. Both parties benefit from fewer defective modules in Aurora's vehicles.</i></p>

<p>Aurora eliminates its entire end-of-life battery disposal liability (currently 100% Aurora's problem per §54). More importantly, Aurora participates in recovered material value — cobalt at \$32,000/MT, lithium at \$28,000/MT. At 500,000 modules over 3 years, end-of-life recovery value could be</p>	<p>Voltatek handles end-of-life logistics and recycling. Aurora shares in recovered material revenue. Voltatek builds a recycling business; Aurora eliminates a liability.</p>
<p>Aurora gains supply predictability intelligence that currently does not exist in the contract. With yield data, Aurora can adjust production scheduling 4–6 weeks earlier when yield stress is visible. This prevents vehicle line stoppages worth \$500K–2M per day in a major EV plant.</p>	<p>Voltatek shares a monthly yield dashboard. Aurora uses it for production planning. Both parties avoid costly supply disruptions.</p>
<p>Voltatek avoids reactive tooling changes that currently cost \$500K–5M per major specification revision. Early consultation means changes are designed with manufacturing feasibility in mind from the start. Scrap and rework costs drop materially.</p>	<p>Aurora brings Voltatek into spec development 8 weeks earlier. Voltatek provides manufacturing feedback. Specs are better; implementation cost drops.</p>
<p>Voltatek eliminates the permanent uncertainty that currently forces it to carry excess finished goods inventory. A joint S&OP can reduce Voltatek's finished goods buffer from 2 weeks to 1 week — freeing \$20M+ of working capital that Voltatek currently finances at its own cost.</p>	<p>Both parties share demand signals and production constraints monthly. Voltatek reduces safety stock. Aurora gets better supply certainty. Both benefit from lower system-wide inventory cost.</p>
<p>Voltatek accelerates technology development by 1–2 generations, reaching energy density targets that would otherwise require 5+ years and \$50–100M of independent investment. Aurora gains preferred access to the resulting technology and builds a supplier that is genuinely differentiated from</p>	<p>Aurora funds agreed R&D projects. Voltatek delivers technology milestones. Aurora receives preferred pricing and first-access rights on resulting products.</p>
<p>Voltatek gains root-cause intelligence that dramatically improves its ability to prevent warranty failures. Currently, Voltatek only sees returned modules — not the vehicle operating conditions, usage patterns, and failure modes that preceded failure. With full warranty data, Voltatek can reduce</p>	<p>Aurora shares warranty and field failure data in structured format. Voltatek uses it to improve manufacturing. Aurora's warranty cost drops; Voltatek's liability drops.</p>
<p>Aurora avoids the risk and liability of using an unqualified carrier that damages a \$20,670 module or, worse, triggers a safety incident. Aurora also reduces its insurance premium on in-transit modules. Battery module transportation incidents are expensive — approved carrier lists are cheap.</p>	<p>Voltatek defines carrier requirements and maintains approved list. Aurora picks from the list. Both parties reduce in-transit risk and insurance cost.</p>
<p>Aurora faces increasing regulatory and investor pressure to report Scope 3 supply chain emissions. A structured sustainability report from Voltatek directly satisfies these requirements and protects Aurora's ESG rating. For a major OEM, ESG rating protection has real capital cost implications.</p>	<p>Voltatek provides an annual GRI-aligned sustainability report. Aurora satisfies investor and regulatory ESG obligations. Voltatek builds reporting capability that strengthens all customer relationships.</p>
<p>Aurora's access to European and US government EV subsidies increasingly requires certified responsible mineral sourcing. Loss of subsidy eligibility due to non-compliant supply chain is worth \$500M–2B in Aurora's revenue pipeline. The certification cost to Voltatek is negligible relative to</p>	<p>Voltatek invests in certification. Aurora secures subsidy eligibility and premium OEM customer access. Voltatek differentiates itself from non-certified competitors.</p>

<p>Aurora's vehicle assembly line costs \$500K–2M per day when stopped. A 48-hour early warning on battery supply risk allows Aurora to activate buffer stock, resequence production, or source emergency supply. The avoided cost per incident dwarfs the cost of building the notification process.</p>	<p>Voltatek sends tiered supply risk alerts. Aurora activates contingency planning. Aurora avoids production line stoppages worth multiples of Voltatek's notification cost.</p>
<p>Voltatek gains a significant signal of relational equity. The asymmetric 270-day requirement signals Aurora's dominance and Voltatek's subordination. Equalization changes how Voltatek's leadership, investors, and bankers read the relationship — with downstream effects on Voltatek's investment.</p>	<p>Aurora offers equal notice periods as a signal of partnership. Voltatek perceives a fairer relationship and invests more deeply. Aurora gets a more committed supplier.</p>
<p>Aurora gains the ability to identify genuine cost reduction opportunities and distinguish real cost increases from margin expansion in quarterly price adjustments. This prevents Aurora from paying \$5–15M in unwarranted price increases over the contract term due to information asymmetry.</p>	<p>Voltatek shares cost build for agreed scope (materials + direct labor). Aurora validates price adjustments against actuals. Voltatek receives faster approval and credibility in negotiations.</p>
<p></p>	<p></p>
<p>Voltatek eliminates the most common source of expensive module-vehicle integration failures. BMS incompatibility issues currently carry no contractual remedy — they fall into grey areas that consume months of engineering time. Joint definition prevents this category of cost entirely.</p>	<p>Both parties co-define BMS communication protocols. Integration failures drop. Both parties save engineering cost and vehicle launch risk.</p>
<p>Voltatek gains structured access to Aurora's planning and strategic direction four times per year. This intelligence is worth significant investment in production planning, R&D prioritization, and capital allocation. Access to a major OEM customer's strategic thinking is not available at any price.</p>	<p>Mandatory QBRs with defined agenda. Both parties share plans and challenges. Both gain better planning intelligence and faster issue resolution.</p>
<p>Voltatek gains protection against geopolitical supply chain disruptions (e.g., sanctions affecting battery material sourcing from specific countries) that are currently undefined and therefore Voltatek's unilateral risk. For a Texas-based manufacturer with global material sourcing, this matters.</p>	<p>Both parties agree on a modern, comprehensive FM clause. Neither party is left exposed by contractual gaps during a real disruption.</p>
<p>Voltatek maintains 500,000 container cycles/year. Even a 20% improvement in container velocity reduces Voltatek's packaging inventory investment by \$2–5M. Aurora benefits from reduced logistics cost on the return leg.</p>	<p>Aurora coordinates container returns with existing inbound logistics. Voltatek reduces packaging capital. Both reduce total system logistics cost.</p>

Clause
§8
§57/§68
§57/§65
§22/§23
§13
§9/§41/§4 2
§61/§63
§27/§34

§54

§44

§5/§36

§8/§10

§57/§68

§30/§32

§15/§49

§56

§55

§39

§77

§13/§14

§4/§5

§63

§73

§51/§52

NegoEconomics Quadrant Map — All 24 Variables

#	Variable	Giver	Cost to Giver
1	Extended Forecast Horizon (18 months)	Aurora (Buyer)	Negligible
2	Battery Performance Telemetry Data Sharing	Aurora (Buyer)	Negligible
3	Preferred Supplier Status for Next-Gen Chemistry	Aurora (Buyer)	Negligible
4	Supply Chain Finance / Early Payment Access	Aurora (Buyer)	Negligible
5	Joint Commodity Hedging Window	Aurora (Buyer)	Low
6	Capacity Reservation Commitment	Aurora (Buyer)	Low
7	Named Relationship Manager Designation	Aurora (Buyer)	Negligible
8	Quality Improvement Roadmap with Incentive	Aurora (Buyer)	Low
9	Battery Recycling Revenue Share	Voltatek (Supplier)	Negligible
10	Transparency on Manufacturing Yield Data	Voltatek (Supplier)	Negligible
11	Technical Specification Pre-Consultation	Aurora (Buyer)	Negligible
12	Mandatory Joint S&OP Process	Aurora (Buyer)	Low
13	Co-development R&D Investment	Aurora (Buyer)	Medium
14	Warranty Claim Data Transparency	Aurora (Buyer)	Negligible
15	Approved Carrier List Collaboration	Voltatek (Supplier)	Negligible
16	Sustainability & ESG Reporting Package	Voltatek (Supplier)	Negligible
17	Responsible Sourcing Certification	Voltatek (Supplier)	Low
18	Production Interruption Early Warning System	Voltatek (Supplier)	Negligible
19	Equalized Termination Notice Periods	Aurora (Buyer)	Negligible
20	Open-Book Cost Structure Access	Voltatek (Supplier)	Low
21	BMS Protocol Joint Definition	Aurora (Buyer)	Low
22	Mandatory Quarterly Business Reviews	Aurora (Buyer)	Negligible
23	Force Majeure Definition Update (Cyber / Geopolitical)	Aurora (Buyer)	Negligible
24	Packaging Container Roundtrip Optimization	Aurora (Buyer)	Negligible

Variables

Value to Receiver	NE Score	Tier
Exceptional	4	Tier 1
Exceptional	4	Tier 1
Exceptional	4	Tier 1
Very High	3	Tier 2
Exceptional	3	Tier 2
Exceptional	3	Tier 2
Very High	3	Tier 2
Exceptional	3	Tier 2
Very High	3	Tier 2
Very High	3	Tier 2
High	2	Tier 2
Very High	2	Tier 2
Exceptional	2	Tier 2
High	2	Tier 2
High	2	Tier 2
High	2	Tier 2
Very High	2	Tier 2
Very High	2	Tier 2
High	2	Tier 2
Very High	2	Tier 2
High	1	Tier 3
Medium	1	Tier 3
Medium	1	Tier 3
Medium	1	Tier 3

SMARTnership Negoti

How to sequence NegoEconomics varia

Opening Move	Variable	Aurora Gives
OPENING PACKAGE — Lead with these to establish the SMARTnership tone		
Move 1 — Open	18-Month Forecast Sharing	<i>Share 18-month vehicle production plan (zero operational cost)</i>
Move 2 — Signal	Field Telemetry Data Access	<i>Share anonymized battery performance telemetry (data already collected)</i>
Move 3 — Invite	Supply Chain Finance Access	<i>Introduce Voltatek to Aurora banking relationships / SCF platform</i>
BUILD PACKAGE — Layer in the operational variables		
Move 4 — Trade	Extended Binding Forecast + Capacity Reservation	<i>Extend binding window to 6 months (tiered) + commit 75% capacity reservation</i>
Move 5 — Trade	Quality Incentive Roadmap + Warranty Data Sharing	<i>Pay \$50/unit quality bonus for beating annual defect target + share full warranty/field failure data</i>
Move 6 — Trade	Joint Commodity Hedging	<i>Provide access to Aurora treasury hedging infrastructure</i>
SEALING PACKAGE — Strategic variables that lock in the relationship		
Move 7 — Commit	Preferred Supplier Designation + Co-development Investment	<i>Issue preferred supplier letter for next-gen platform + commit \$5–15M R&D co-investment</i>
Move 8 — Close	Battery Recycling Revenue Share + Responsible Sourcing	<i>Share in recovered material revenue from end-of-life modules</i>
Move 9 — Seal	Equalized Notice Periods + Mandatory Governance	<i>Equalize termination to 180/180 + commit to mandatory QBRs and annual strategic review</i>

ation Package Builder

bles into a coherent negotiation opening

Voltatek Gives	Mutual Value Created	NE Score
—	<i>Voltatek secures cell supply 9 months earlier. Input costs drop 3–8%. Aurora gets better supply certainty.</i>	▲ 4
—	<i>Voltatek accelerates next-gen design by 12–18 months. Aurora gets better future products at lower warranty cost.</i>	▲ 4
—	<i>Voltatek saves \$2.7M+/year in financing cost. Aurora gets a financially stronger supplier.</i>	▲ 3
<i>Provide monthly yield dashboard and early warning alerts</i>	<i>Both parties reduce planning uncertainty simultaneously. Voltatek can finance expansion; Aurora gets supply security.</i>	▲ 3 + ▲ 3
<i>Commit to declining defect targets (1.5% → 0.8% → 0.3%)</i>	<i>Aurora's avoided recall cost exceeds the bonus paid. Voltatek invests in quality with clear ROI. Both reduce total warranty exposure.</i>	▲ 3 + ▲ 2
<i>Share open-book cost structure to validate adjustments</i>	<i>Price volatility risk shared equally. Quarterly adjustment disputes eliminated. Both parties benefit from cost predictability.</i>	▲ 3 + ▲ 2
<i>Provide preferred pricing + first-access rights on resulting technology</i>	<i>Voltatek accelerates by 1–2 technology generations. Aurora gets competitive battery advantage unavailable to rivals.</i>	▲ 4 + ▲ 2
<i>Establish take-back recycling program + achieve RMI certification</i>	<i>Aurora eliminates \$0 → shared liability. Voltatek builds recycling revenue stream. Both benefit from ESG credibility.</i>	▲ 3 + ▲ 2
<i>Commit to quarterly operational reviews + joint KPI dashboard</i>	<i>Both parties signal genuine partnership. Governance structure makes collaboration the default. Relationship investment is protected.</i>	▲ 2 + ▲ 1

NegoEconomics Summary

OVERVIEW	
Total NegoEconomics variables identified	24
Tier 1 — Exceptional (Score 4–5)	3
Tier 2 — Strong (Score 2–3)	17
Tier 3 — Moderate (Score 1)	4
GIVER ANALYSIS	
Variables where Aurora gives (low cost → high value to Voltatek)	17
Variables where Voltatek gives (low cost → high value to Aurora)	7
TOP 5 NE SCORES	
Extended Forecast Horizon (18 months)	Score: 4
Battery Performance Telemetry Data Sharing	Score: 4
Preferred Supplier Status for Next-Gen Chemistry	Score: 4
Supply Chain Finance / Early Payment Access	Score: 3
Joint Commodity Hedging Window	Score: 3
FINANCIAL VALUE ESTIMATE (3-year contract)	
Voltatek input cost savings (forecast sharing + hedging)	~\$20–50M
Aurora warranty & recall risk reduction	~\$15–40M
Aurora working capital optimization (SCF)	~\$5–10M
Voltatek capital financing benefit (capacity reservation)	~\$10–25M
Total estimated mutual value creation	~\$50–125M

Key Statistics

Prioritize in opening

Package into negotiation

Support the package

Aurora's NE opportunities

Voltatek's NE opportunities

Aurora (Buyer) → Voltatek (Supplier)

Aurora (Buyer) → Voltatek (Supplier)

Aurora (Buyer) → Voltatek (Supplier)

Aurora (Buyer) → Voltatek (Supplier)

Aurora (Buyer) → Voltatek (Supplier)

Conservative estimate

Quality roadmap + data sharing

Supply chain finance program

Lower cost of capital on expansion

From a \$400M contract