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QUOTE #
 000205
BILLED TO MJ ELDRIDGE
 The Lip Bar

PRODUCT	QUANTITY	PRICE	TOTAL
(A1PRV) Avercast Cloud Provisioning-One-time Fee <i>Setup of Avercast</i>	1	\$1,200.00	\$1,200.00
(A4TRN) Avercast Product Training & Best Practice Consulting-One-time Fee	1	\$4,500.00	\$4,500.00
(A2ABF) Avercast Business Forecasting-Monthly Fee per user \$500.00 / month for 36 months	1	\$500.00	\$500.00
(A2ASP) Avercast Supply Planning-Monthly Fee per user \$500.00 / month for 36 months	1	\$500.00	\$500.00
(A5HST) Cloud Hosting Plan: BASIC-Monthly Fee \$350.00 / month for 36 months <i>Network: 400 Mb/S CPU: 2 RAM: 4 GB Disk Space: 160 GB</i>	1	\$350.00	\$350.00
TOTAL			\$7,050.00

Thank you for your interest in Avercast. We truly want your business and will work hard to earn it.

This proposal details the costs and time associated with implementing Avercast® Software. Avercast Business Forecasting, Supply Planning, Sales & Operations

Planning, Rough Cut Capacity Planning, Sales Forecasting, Supplier Connection and Retail Analysis systems are powerful, affordable tools that can improve inventory operations resulting in higher inventory turns, better customer service levels, reduced stock-outs, and increased sales revenue.

At Avercast, we are committed to providing the world's most innovative supply chain forecasting and demand planning solutions. We pride ourselves in our ability to listen to both our actual and prospective customers and allow them to drive new product development. We strive to have happy customers that in turn recommend us to their colleagues at other companies.

We look forward to embarking in a long-term, mutually beneficial relationship with both you and your team. We are confident that Avercast Software and Professional Services can meet and even exceed the requirements that we have discussed for your organization.

Please take a moment to review this proposal and then call me to discuss any of the particulars in more detail. Thank you again for taking the time to evaluate Avercast Software and I will be looking forward to our next discussion.

Avercast Professional Services

Software Training:

Our Software Training workshops are tailor fit to suit the unique needs of each of our customers. Based in a classroom style setting, our training courses are designed to give students a hands-on learning experience by utilizing their company's complete dataset in a sandbox environment.

Best Practice Consulting:

Our Avercast consultants average more than 20 years' experience in the supply chain industry. In addition to a wealth of consulting experience with the world's best run companies, many of our consultants have also held various positions of supply chain related employment (planner, buyer, forecast manager, product manager, supply chain manager, production manager, etc.). Our consultants truly understand the myriad of challenges faced daily by our customers and lean on personal experience to advise customers on industry best practices.

Strategic Planning:

With ever increasing levels of complexity in today's supply chains, proper strategic planning becomes paramount to the success of any business. Our consultants advise companies on important decisions such as the impact of adding or consolidating warehouses, inventory implications for maintaining various customer service levels (i.e. 98.5% versus 98.0%), and analysis on local as well as global product sourcing.

Customized Reporting and Analysis:

Avercast Consultants harness the power of the Microsoft® SQL databases within Avercast Software to generate customized reports on the fly. These business intelligence reports offer a wide array of analysis that our consultants then utilize to make recommendations on corporate wide supply chain policies and procedures.

Payment Terms

All Avercast cloud-based solutions require a standard three-year agreement. Upon completion of the three-year term, the agreement will continue month-to-month until canceled. All Avercast software seat licenses are named user seat licenses (i.e. one named user per license).

The Avercast Cloud Provisioning One-time Fee is a fixed price and is all inclusive of any work to be performed provisioning Avercast software module in a cloud environment including the automatic daily interface between your ERP and/or data source(s) and the cloud-based virtual server. This is a one-time expenditure. Implementation, interface work and IT consulting are to be performed as described in the sample project plan (up through the "go-live phase) included with this quote. Additional future work beyond what is described in the sample project plan will be billed as incurred on a time and material basis at a rate of \$200 per hour.

The Avercast Cloud Hosting Fee is an all-inclusive monthly rate that covers the cloud server, future server upgrades and all IT related work for maintaining your Avercast software in the cloud. This server is hosted by Avercast Cloud.

The Avercast Product Training & Best Practice Consulting Fees will be billed up-front as one fixed-rate for all training and best practice process consulting provided up to the "go-live" section described on the sample project plan provided alongside this quote. There will be no additional cost incurred by the customer for any necessary additional training and/or consulting beyond the number of days quoted here up to the "go-live" section described on the project plan.

Travel & Living Expenditures (if/when applicable) are billed at cost as they are incurred. typical Avercast implementation and training teams are comprised of at least 3 Avercast personnel (1 – Project Manager, 1 – Software Trainer & 1 – IT personnel). Travel and living expenditures are independent of any training, implementation or consulting fees and are non-refundable. Travel time is billed at \$50 per person, per hour.

Here are the following items that are considered covered as "Maintenance" and are included with either your monthly Cloud SaaS payments or Annual Maintenance payments:

Bug fixes.

Custom Reporting Work (non-expedited).

Customer Support via the Avercast Customer Support Center.

New software version releases.

Interface changes (i.e. if you are moving from one ERP to another).

Customers are responsible to identify (map) for Avercast which new database line items provide an exact match to the previous database line items (i.e. Item master data, etc.). Under the maintenance clause, Avercast will perform (at no additional charge to the customer) a direct data load from mapped replacement data (a one-to-one match to the old data) identified to Avercast by customer. Any work involving loading new types of data (new fields, columns, rows, etc.) or modifying existing types of data in a way not previously loaded from the old ERP/Data Warehouse will fall under "New Services" specified below.

The liability (data discovery, data cleansing/scrubbing, data testing, etc.) to ensure that the new data is,

in fact, clean and an exact match to the previously loaded data into Avercast falls to the customer. Any customer requested work involving data discovery, data

cleansing/scrubbing, data testing, etc., will fall under "New Services" specified below.

The following is a list of New Services, that fall outside the scope of what is covered under Maintenance (i.e. outside the scope of what is covered under the monthly Cloud SaaS payments), that Avercast provides to customers at a rate of \$200 per hour:

Data Discovery

Major Database re-work or changes.

Re-loading data.

Expedited Reporting Work.

Re-structuring system category setup.

Adding significant amounts of new data (i.e. adding a new division, or major product lines, etc.).

Removing old data.

Requested new enhancements or custom development work that must be performed immediately or according to some other customer-defined schedule (if you can wait for the enhancement to be developed

according to Avercast's schedule via our internal prioritized development list then there is no charge).

Data validation work.

General troubleshooting (if we find the problem to be on our end, then there is no charge... else it's \$200 per hour)

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