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| From: Peta  To: Deanna  Subject: Tablet contract update – how to proceed  Hi Deanna,  [Greetings]  I hope you are well!  [Body]  I have just received an email from Seydou with an update about the tablet contract with the vendor (Terrific Tablets). They have updated their pricing structure and now provide a subscription-based service rather than a one-time licensing fee.  This means that instead of paying $200 per tablet ($8,000 in total for the 40 tablets we need) they now offer a monthly comprehensive service with a fee of $300/month, including all 40 tablets, the software, 24/7 support and customization. For one year it sums up to $3,600, however the cost will be recurring, every year.  To me it looks like a positive change, especially because it meets the OKR of “Consistently innovate through annual projects (like menu tablets) to give customers a better dining experience”. The recurrent service will mean the tablets will be constantly getting updated with the newest software available and we will have an easy way to get technical support form the vendor if needed also in the years ahead.  However, I am also aware this change will require a contract revision with the vendor and will also be more costly in the long run (after 3 years we will have spent $10,800, already over the initial budget).  [Conclusion]  Please let me know your suggestions on how to proceed with the contract.  [Email closing]  I am looking forward to hearing from you,  Peta |