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| From: Peta  To: Daenna (Director of Operations)  Subject: [Urgent: Update on Tablet Vendor Contract]  Greetings Daenna,  Upon receiving an update with Seydou who handles the finalizing of the contract with the tablet vendor Terrific Tablets, I was informed that the vendor has released a new pricing structure and the one-time contract for a fixed cost for tablets is no longer available as we have calculated the costs  The vendor has moved to a subscription-based model which includes hardware, software, support, customization, POS integration, and more as part of a monthly flat rate. These services would be beneficial for our integration as the vendor handles all technical issues and implementation. Although the project scope will deviate as part of scheduled tasked will now be completed by the vendor (Software installation, updates, POS integration etc.). There will be significant changes in costs from the initial cost calculation of 8000$, one time fee for 40 tablets (200$ per tablet), although additional implementation costs such us integration, support and updates are not taken into account in that cost estimation.  The new subscription-based services costs 3600 $, meaning total cost will increase as the service will require payments every year. This would positively impact the project budget, as yearly cost is significantly less, which offers additional resources to funnel against different issues. Although the rollout of tablets has to be successful, reach project goals and integrations proceeds on whole dinning area and different locations, so revenue growth can outweigh the recurring costs of the monthly fee. This contract also increases our dependency to that specific vendor despite the benefits. This decrease in project costs contributes in the OKR of Investments undergoing analysis and reducing project cost offering resource flexibility, but negatively contributes to the OKR of keeping operational expenses below 65%.  By making this change, initial project cost is reduced and optimal vendor support is ensured. It gives us flexibility to assess the tablet integration success and decide to expand or discontinue the contract, reducing the overall cost if the tablet rollout is discontinued. I’d like to ask for your feedback, if it is wise proceed with obtaining updated contract with subscription-based terms?  I’m looking forward to your executive decision on that matter so we proceed without any delays, let me know if you need any clarification to arrange a meeting with all stakeholders  Best Regards,  Peta |