

November 28, 2024

Robert Quindoza  
**Iloilo Gateway Inc.**

Dear Mr. Quindoza:

As requested, we are sending you our updated quotation for the installation of Symphony Property Management Software. A single property set-up with a maximum of fifteen (15) workstations will entail the installation and on the Right-to-Use licenses of the following software modules. Said prices are exclusive of VAT, which when applied, shall be for the account of the hotel.

**A. FRONT OFFICE SYSTEM**

SYSTEM MODULES	RIGHT TO USE LICENSE FEES
<b>Symphony Front Office System</b> <b>Basic Package for One (1) Database &amp; Fifteen (15) Workstations</b> <ul style="list-style-type: none"><li>Reservation, Front Desk, Guest Services, Night Audit Production Tracking, Management Reports &amp; Statistics, Database, Security</li></ul>	<b>P 350,000.00</b>
<b>Training &amp; Installation Fee</b>	70,000.00
<b>SUBTOTAL FOR SYMPHONY FOS w/o VAT</b>	<b>P 420,000.00</b>

**B. BACK OFFICE SYSTEM (OPTIONAL)**

<b>Symphony Accounting System</b> <ul style="list-style-type: none"><li>Accounts Receivable</li><li>Accounts Payable</li><li>Cash Receipts Book</li><li>General Ledger w/ Financial Statements</li><li>Interface of Symphony FO to Symphony BO</li></ul>	<b>P 80,000.00</b> 80,000.00 90,000.00 140,000.00 80,000.00 100,000.00
<b>Training &amp; Installation Fee</b>	
<b>SUBTOTAL FOR SYMPHONY BOS w/o VAT</b>	<b>P 570,000.00</b>

**C. POINT OF SALE SYSTEM (OPTIONAL)**

<b>Symphony POS System</b> <ul style="list-style-type: none"><li>One (1) Cashier Station and Order Station for Restaurant</li><li>Interface to Front Office System</li></ul>	<b>P 110,000.00</b> 80,000.00 50,000.00
<b>Training &amp; Installation Fee</b>	
<b>SUBTOTAL FOR SYMPHONY POS w/o VAT</b>	<b>P 240,000.00</b>

#### D. WEB APPLICATION AND INTERFACES

• eDesk	P 180,000.00
• Guest Portal	180,000.00
• Central Reporting System ( <i>minimum of three sites – Free of Charge</i> )	100,000.00
• Interface with PayMaya	100,000.00
• Interface with RateGain	170,000.00
• Interface with STAAH	100,000.00

#### E. OPTIONAL MODULES

<b>Symphony Inventory Control System</b>	P 220,000.00
• PR and PO, Receiving, Issues, Transfers and Physical Count Modules	
• Interface to Back Office System	80,000.00
• Recipe Costing	150,000.00
<b>Training &amp; Installation Fee</b>	80,000.00
<b>Total for Inventory Control System</b>	<b>P 530,000.00</b>

<b>Symphony Sales and Banquet</b>	<b>P 100,000.00</b>
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<b>Optional Interfaces to Sym</b>	
• Interface with Signature Pad	P 80,000.00
• Interface with Key-Card System	80,000.00
• Interface with Passport Scanner	80,000.00
• Interface with Booking Engine	200,000.00
• Interface with PABX for non-call services	80,000.00
• Interface with PABX for Call Accounting Charges	80,000.00
• Omni Call Accounting System	170,000.00

<b>Symphony Front Office System</b>	
<b>Add-on RTU License per workstation</b>	P 15,000.00

#### F. Monthly Maintenance Fees (Remote Support Only)

The maintenance program applicable for out-of-towns sites are only for remote Support services. The monthly maintenance fee shall be paid in advance on a quarterly basis.

<b>Symphony PMS Monthly Maintenance Fee</b>	P 15,000.00
Add: 12% VAT	1,800.00
<b>TOTAL Monthly Maintenance Fee</b>	<b>P 16,800.00</b>

## TERMS AND CONDITIONS:

1. Payment Terms:

**50% down payment payable upon issuance of Purchase Order (P.O.)**

40% payable upon delivery of programs

10% payable upon cut-over to the new system

2. Installation

Crevel shall complete the delivery and installation of the systems within ninety (90) days to one hundred eighty (180) days from receipt of down payment or completion of installation of cabling and equipment. The quotation does not include equipment, internet, network configuration, third-party software like SQL & operating systems, firewall, VPN, domain name, SSL, cabling, fixtures, de-humidifier, air-con, and other environmental requirements which shall be for the account of the hotel.

3. Transportation, Accommodation and Meals

The hotel will be responsible for Crevel personnel's transportation, room and meals during installation, training and performance of emergency support services.

Likewise, the hotel shall be billed for telecommunication expenses incurred in the performance of remote **support and service assistance**

4. Warranty

Updates and enhancements will be made available to the hotel during the affectivity of the six months warranty period.

5. Crevel reserves the right to adjust prices after 30 days from the date of this proposal.

Thank you and allow us to reiterate Crevel's mission, which is **"To provide our partners with the best and most affordable software products that are consistently either at the forefront of technology or ahead of its time"**

Very truly yours,



**EVELYN V. SALABIT**  
General Manager