

From: Şeref Şakacı
To: Deniz
Subject: Tablet Contract Update and Project Budget Evaluation

Hi Deniz,

I hope you're doing well. I wanted to inform you about a significant update in our contract with Tablet World and explain its impact on the project budget. Here's a brief summary:

Previously, Tablet World used to sell tablets to restaurants, and a portion of the cost was attributed to the menu software. It was like a one-time licensing fee, as we discussed during the transition to tablets. However, they now offer a subscription-based service. All hardware, software, support, customization, POS integration, and other services will be provided at a fixed monthly fee. Here are the details:

Previous One-Time Cost:

40 tablets x \$200 = \$8,000 (Total cost for the first year)

New Subscription Model:

Monthly subscription fee: \$300 (Includes all services)

Total cost for the first year: 40 tablets x 12 months x \$300 = \$14,400

As you can see, the new subscription model results in a higher cost for the first year. However, it transforms the tablet cost into a recurring expense that needs to be paid annually.

Regarding its impact on Sauce & Spoon OKRs:

For the "Prioritize Customer Needs and Preferences" OKR, the new subscription model allows for more continuous innovation and improvement on tablets to enhance the customer experience.

For the "Maintain an Effective and Profitable Business Model to Support Growth" OKR, the fixed and regular subscription cost enables us to manage the budget more efficiently.

As a manager, I would like to request your decision on approving this change. Please consider the impact on our budget and project timeline before deciding whether to accept or reject the new subscription model.

Feel free to reach out for any additional information.

Thank you and regards,
Şeref Şakacı