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| From: Shakti  To: Johan  Subject: Tablet Contract Update  Hello Johan,  I'm emailing you concerning the revised budget request for Terrific Tablets. There has been a price change that has been found and needs your level of approval.  In the past, they would sell the tablets to the restaurants and include the menu software as part of the price—sort of like a one-time license charge. You and I have been relying on that for the rollout. However, they are no longer providing that choice. Now that Terrific Tablets is a subscription-based service, all of its features—including hardware, software, support, customization, POS connection, and more—are included in a single monthly flat fee. However, the price does alter.  Now, the subscription that best suits our needs would cost $300 per month and cover all 40 of the tablets, the software, 24/7 support, customization—everything. Previously, we would have needed 40 tablets at a cost of $200 each. Therefore, it will only cost us $3,600, including support, to use all the tablets in the first year, as opposed to $8000. But going forward, the $3,600 will have to be paid annually. There are many factors to take into account because, as stated in the Sauce & Spoon's OKR, we've committed to keeping operating below 65%.  Please study the revised expected budget and respond with your thoughts and approval of the revised contract terms.  Once again, I appreciate you taking the time to consider this.  Shakti |