

From: Peta

To: Deanna

Subject: Pricing structure changes for tablet order

Dear Deanna,

I am writing this email to discuss on one important change of the tablet purchase. It will impact the project schedule and tablet innovation project schedule and costs.

Terrific Tablets has changed to subscription based service, which includes hardware, software, support, customization, POS integration, and more as part of a monthly flat rate.

The yearly subscription will cost \$3600 instead of one-off purchase totaling \$8000. Assuming the tablets can last 5 years will all upgrades included, I seek your decision on this matter if we should proceed with the purchase.

Thank you.

Regards,
Peta