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| From: Peta  To: Deanna  Subject: REQUIRE AUTHORIZATION: Update on price policies of Terrific Tablets.  Hello Deanna, I hope you are having a good week. I am getting in contact because Seydou just updated me about a big update in the contract with Terrific Tablets.  We have been counting to a pricing of $200 for each of the 40 tablets we will need to our project, summing up a total amount of $8000. However, Terrific Tablets updated its pricing structure, and they will be no longer selling tablets by a fix price, instead they you sell a subscription for companies using their tablet, which will cost $300 monthly for the same amount of tablet. Resuming, we would change a unitary cost of $8000 in investment, to a cost of $3600 to be spent by year.  Although this is a big change, I should say that we will be benefited by it. The main reason is because we will be 100% covered for support, and even eventual changes in glitchy tablets, what make its new product worthy.  I know that this subject suffers influence of company’s politics for purchasing and procurement, and even go towards our OKR of expenses and investments. Therefore, I need your guidance related what should we do. Procuring another provider might force us pushing back our launching date, once new delivery times will be offered and will need to be analyzed.  I will be waiting for your instruction and authorization to signing this contract, and I am available if you need further explanations.  We talk soon.  Peta |