| From: Peta  To: Deanna  Subject: Decision Needed: Change in Contract  Greetings Deanna,  I hope you are well. I’m writing to let you know of a change that Terrific Tablets have made regarding their pricing structure for their menu tablets and software.  Seydou has made aware that Terrific Tablets are moving forward with a subscription-based service as opposed to a one-time licensing fee. This means that instead of the USD 8000 that we initially calculated for the tablet cost, it will cost USD 3600 for the first year and each year that we keep the subscription. The new subscription model includes hardware, software, support, customization, POS integration and more, as part of a monthly flat rate. According to Seydou, that is a better service for us.  Checking with our company OKRs, even with the change in the pricing structure, having the tablets would still be in line with prioritizing customer needs and wants since it ensures more consistent support overall for the tablets. However, the new pricing structure entails a different cost in terms of a longer term perspective, financially speaking, which may affect our OKR of running an efficient and profitable business model.  An initial computation would show that after 2 years and a quarter, the new subscription model would already exceed the base cost for a single-license. There are other factors to consider regarding the finances and I would be open to working with you regarding the details of how it could affect our longer-term financial goals.  Please let me know what you think of this change and if our company would still be agreeable to proceed with Terrific Tablets as our vendor for the tablets.  Thank you for your time and looking forward to your reply.  Best regards,  Peta |
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