

From: Peta
To: Deanna
Subject: Action Required - Budget Update

Greetings Deana,

I hope you are well and keeping safe. Seydou has just told me that our contract prices with Terrific Tablets have changed. Terrific Tablets is transitioning to a subscription-based strategy in which hardware, software, support, customization, POS integration, and other services are included in a monthly price.

Instead of \$8000 for all 40 tablets in the first year, we will pay \$3600, including support. However, the \$3600 will have to be paid every year from now on. Only when we reach the third full membership year will we begin to exceed the initial budget of \$8000.

Given how this adjustment affects our project budget as well as Sauce & Spoon's efficient and lucrative company OKR of keeping operational expenditures under 65 percent and profit margins above 8 percent, I'd like to hear your thoughts on how we should continue. We can either move through with this revised proposal or search for another provider, in my opinion.

Best Regards,
Peta