

From: Mariana
To: Deanna
Subject: Important - Tablet Contract update

Hi Deanna – Hope you're doing well.

I need to inform you about an update I received today from Seydou.
It turns out that our tablet vendor, Terrific Tablets, is now going forward as a subscription-based service and no longer offers to directly sell tablets and menu software.

Instead of paying \$8000 in the first year as a one-time expense, the tablets would be a recurring cost of \$3,600 per year in total.

This change in their pricing structure would negatively impact our costs in a significant way and harm our OKR of running an efficient and profitable business model, since it would increase our operating expenses and potentially lower our profit margins.

We would need to revise the contract with Terrific Tablets and think about which would be the best way forward from a cost-benefit perspective.

Please let me know your thoughts. Seydou and I are available to schedule a meeting to discuss this if you want.

Let me know if you have any questions or if you need any additional information.

Thanks!

Best,
Mariana