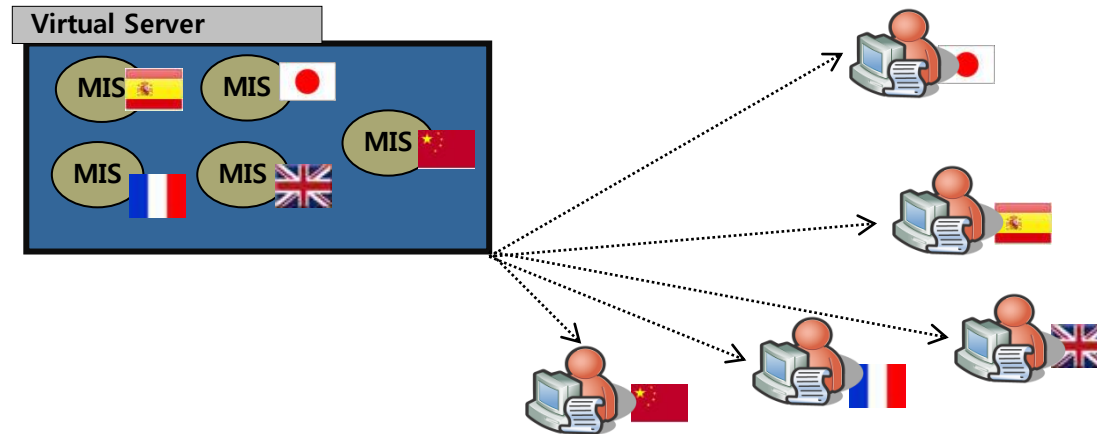


# Model 01 - Software service providing

This profit structure is charge collection after give “Photome MIS” service to clients on our server machine.  
We can expect fixed monthly income.



## Advantages

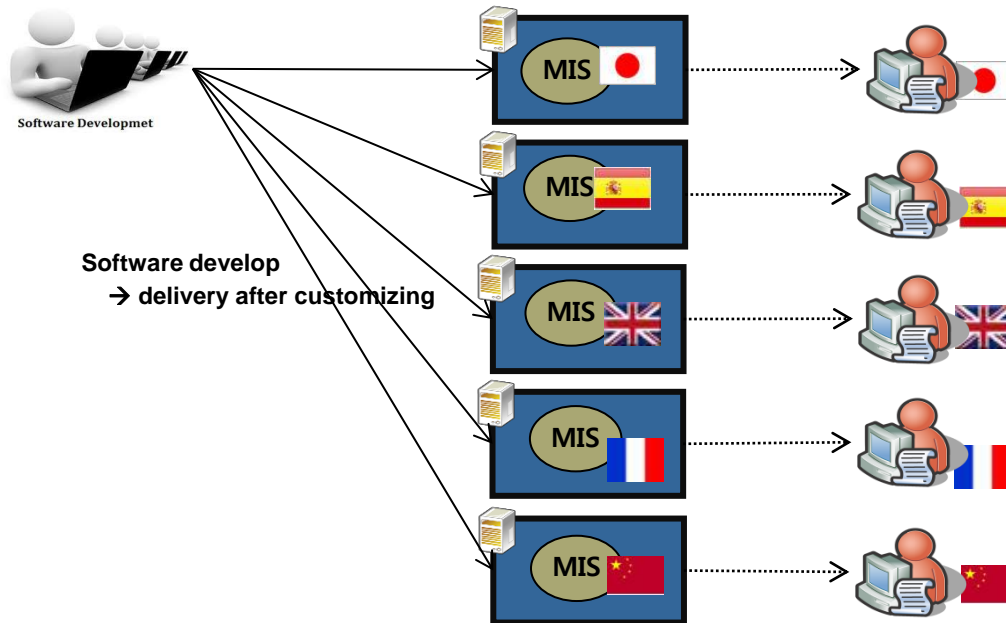
- Expectation of fixed monthly income.
- Apply difference price policy to each client flexibly.

## Disadvantages

- Heavy burden for maintenance.
- Difficult to manage clients.

# Model 02 - Software package delivery to clients

Developing and setup Photome MIS on client's server by project contract.



## Advantages

- Apply difference price policy to each client flexibly.
- Best profit structure among 3 models.

## Disadvantages

- Possible to be work for customizing by customer's server.
- Difficult to manage clients.
- Need strong sales capacity.

# Model 03 - Software package delivery to head office

Developing and package delivery to Photome head office including all rights.



## Advantages

- Simple profit structure.

## Disadvantages

- Low income expected.