

# JackRabbit Systems

## Current and proposed revised pricing to RTO12

original pricing = black type; revised pricing = red type

Engine	Projected # of operators (subject to actual participation)	One-time Set up fee	annual lease fee	Total
core	125	\$4,375	\$24,000	\$28,375
(same)		\$4,375	\$24,000	\$28,375
Mobile	100	\$1,500	\$0	\$1,500
revised		\$0	\$0	\$0
Facebook	100	\$1,500	\$0	\$1,500
revised		\$0	\$0	\$0
SO&P	50	\$2,000	\$7,534	\$9,534
revised		\$2,000	\$6,781	\$8,781
Attractions/Events	50	\$2,000	\$7,534	\$9,534
revised		\$2,000	\$6,781	\$8,781
Custom Promo Pkg (1X use)	75	\$4,160	\$4,840	\$9,000
revised (1X use)		\$3,500	\$4,356	\$7,856
<b>Original Total</b>		<b>\$15,535</b>	<b>\$43,908</b>	<b>\$59,443</b>
<b>Revised Total</b>		<b>\$11,875</b>	<b>\$41,918</b>	<b>\$53,793</b>
<b>Original Yr 1 Total</b>		<b>\$15,535</b>	<b>\$43,908</b>	<b>\$59,443</b>
<b>Original Yr 2 Total</b>			<b>\$43,908</b>	<b>\$43,908</b>
<b>Original Yr 3 Total</b>			<b>\$43,908</b>	<b>\$43,908</b>
<b>Total</b>		<b>\$15,535</b>	<b>\$131,724</b>	<b>\$147,259</b>
<b>Revised Yr 1</b>		<b>\$11,875</b>	<b>\$41,918</b>	<b>\$53,793</b>
<b>Revised Yr 2</b>			<b>\$41,918</b>	<b>\$41,918</b>
<b>Revised Yr 3</b>			<b>\$41,918</b>	<b>\$41,918</b>
<b>Total over contract term</b>		<b>\$11,875</b>	<b>\$125,754</b>	<b>\$137,629</b>
Yr 1 adjustment	discount of 9.5% from original proposal cost			
Yr 2 and Yr 3 adjustments	discount of 4.5%			
Overall	discount of 6.5%			

Notes: (1) Custom Pkgs Engine pricing based on 1X use (not required to use 4X as in original)

(2) Summer and Fall executions of "Fuel and Fun" promos considered as one promo (not two) provided database remain relatively unchanged (Saves \$7,856).