



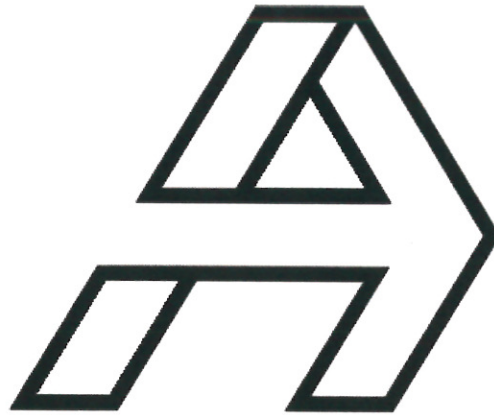
Management Summary on POS System

After reviewing several Point of Sales (P.O.S.) systems for the La Crosse Center Food and Beverage Department, the recommendation is the “Square System”.

- 1) Square offers the best price. The cost of Square is \$39,760.00. This will provide the venue with 35 total units for the concession stands and portable bars. A unit consists of an iPad, printer, drawer and a card reader. *(See below for price comparison)*
- 2) The La Crosse Center has been doing a test run of Square all summer at the ballroom bar and has not found any issues.
- 3) Three (3) other venues we called for references on square came back with satisfaction and no issues. Those venues were.....Walton Center and the Walmart AMP Center in Fayetteville, Arkansas, Roy Witt Riverpark Center Owensboro, KY
- 4) Locally the La Crosse Logger have utilized Square for the 2016 baseball season and reported to have no issues and were happy with the POS System.
- 5) If the event that the La Crosse Center is not satisfied with the Square System, the hardware is transferable to another system by just paying different license fees and yearly contracts.

La Crosse Center Food and Beverage Manager, Dave Guepfer will demonstrate the Square System at the September 27, 2016 board meeting and will answer questions at that time.

	Square	BYPass	Appetize
IPads and Hardware	\$39,760.00	\$56,875.00	\$79,645.00
Training and Installation	\$0.00	\$ 10,765.00	\$15,900.00
Annual License Fee	\$0.00	\$ 3,000.00	\$8,937.00
Yearly Maintenance	\$0.00	\$16,625.00	\$3,250.00
TOTAL	\$39,760.00	\$ 87,265.00	\$107,732.00



Appetize

Budgetary Proposal Created for:
City of La Crosse Wisconsin
La Crosse Center
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Created by your Appetize Team:
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Version 9-Feb-16

All pricing contained in this document is subject to change and only valid for 30 days. This document is not legally binding. Please submit a validated purchase order with a reference to this proposal, as well as any required deposits, in order to fulfill your order.

Customer: City of La Crosse Wisconsin
 Location: La Crosse Center
 Date: 2/26/16
 Quote valid for 30 Days
 Quote # 6-000647



POS Solution Proposal

Basic POS - Minimum Setup				
Solution Set	Description			Extended
Appetize Activate POS	Appetize Point of Sale Hardware Configuration Total*			\$50,350.00
Appetize Medium Handhelds	Appetize Medium Form Factor Handheld Hardware Configuration Total			\$18,710.00
POS Accessories	Optional Components			\$1,230.00
		Hardware Subtotal:		\$70,290.00
POS Staging	Equipment Staging & Configuration	\$60.00	35	\$2,100.00
Remote Services	Remote Configuration & Training	\$750.00	7	\$5,250.00
On Site Specialist	Installation & Live Support	\$950.00	5	\$4,750.00
Travel Days	Travel Days - 2 Way	\$950.00	2	\$1,900.00
On Site/Remote Specialist	Post Live Support	\$950.00	2	\$1,900.00
		Installation Subtotal:		\$15,900.00
Activate POS Annual Software License	Includes 24/7 technical support, software license and updates	\$357.50	25	\$8,937.50
Activate Handheld POS Annual Software License	Includes 24/7 technical support, software license and updates	\$325.00	10	\$3,250.00
Activate Time Keeping Module Annual Software	Includes 24/7 technical support, software license and updates	\$61.88	0	\$0.00
		Annual License Subtotal:		\$12,187.50
Proposal Subtotal				\$98,377.50
Shipping and Handling				TBD
Estimated Expenses				TBD
Total Year 1				\$98,377.50
Year 2+				\$12,187.50

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CAPEX Model - 5 year service plan

POS Solution Proposal

Solution Set	Description	CAPEX 5 yr		
Appetize Activate POS	Appetize Point of Sale Hardware Configuration Total			\$50,350.00
Appetize Medium Handhelds	Appetize Medium Form Factor Handheld Hardware Configuration Total			\$18,710.00
POS Accessories	Optional Components			\$1,230.00
		Hardware Subtotal: \$70,290.00		
POS Staging	Equipment Staging & Configuration	\$60.00	35	\$2,100.00
Remote Services	Remote Configuration & Training	\$750.00	7	\$5,250.00
On Site Specialist	Installation & Live Support	\$950.00	5	\$4,750.00
Travel Days	Travel Days - 2 Way	\$950.00	2	\$1,900.00
On Site/Remote Specialist	Post Live Support	\$950.00	2	\$1,900.00
		Installation Subtotal: \$15,900.00		
Activate POS Annual Software License	Includes 24/7 technical support, software license and updates	\$357.50	25	\$40,218.75
Activate Handheld POS Annual Software License	Includes 24/7 technical support, software license and updates	\$325.00	10	\$14,625.00
		Annual License Subtotal: \$54,843.75		
Proposal Subtotal				\$141,033.75
Shipping and Handling				TBD
Estimated Expenses				TBD
Total Year 1				\$141,033.75
* Includes 5 year SaaS agreement				

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Appetize Proposal Summary Roll Up Page

Part #	Product	Description	Unit Price	Qty	Extended
Tablets					
100-101	iPad Air 1	iPad Air 1 - WiFi Only	\$399.00	25	\$9,975.00
iPad Mini					
200-102	iPad mini 2 w/Cell Data	iPad mini 2 - WiFi + AT&T or Verizon Cellular Networks	\$399.00	10	\$3,990.00
Screen Protectors					
400-103	iPad mini - Screen Protector	Tempered glass and .33mm thick this also includes anti-finger print coating.	\$26.00	10	\$260.00
Cases					
500-152	iPad Air - Pyramid POS Case	iPad Air - Pyramid POS Stand with card swipe guide for Infinite Peripherals	\$315.00	25	\$7,875.00
500-250	iPad mini - Tough Case	iPad mini - Ruggedized casing with card swipe guide for Infinite Peripherals	\$115.00	10	\$1,150.00
500-251	Tough Case Hand Strap	Tough Case Hand Strap for 900-250	\$36.00	10	\$360.00
Readers					
600-303	M-Tab MSR, NFC, Barcode	Infinite Peripherals - w/ BridgePay Key 3-track bidirectional MSR, NFC, and 2D	\$695.00	35	\$24,325.00
Cash Drawers					
700-101	APG Heavy Duty Cash Drawer	APG RJ11 - Standard Cash Drawer - 5 Bill x 5 till drawer (Dimensions 16x16")	\$175.00	25	\$4,375.00
700-103	APG Manual Cash Drawer	APG Vasario - Manual Cash Drawer - 5 Bill x 5 till drawer (Dimensions 16x16")	\$125.00	10	\$1,250.00
Printers					
800-101	3" Star TSP 654 Thermal Receipt	3" Thermal Receipt Countertop Printer (Bluetooth)	\$430.00	25	\$10,750.00
800-201	3" Thermal Receipt Belt Printer	Star Miconics 3" Thermal Receipt Belt Printer (Bluetooth)	\$475.00	10	\$4,750.00
TOTAL					
Proposal Summary Total:					\$69,060.00
Optional Components					
900-712	iPad Mini - 5 Unit Charging Bay	iPad mini 5 Bay Charging Station	\$615.00	2	\$1,230.00
Optional Component Total					\$1,230.00

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Appetize

Appetize Activate POS - Standard

SUGGESTED USE CASES: Permanent POS installation at concession, portable, merchandise stands.

Part #	Product	Description	Unit Price	Qty	Extended
Tablets					
100-101	iPad Air 1	iPad Air 1 - WiFi Only	\$399.00	25	\$9,975.00
Case					
500-152	iPad Air - Pyramid POS Case	iPad Air - Pyramid POS Stand with card swipe guide for Infinite Peripherals	\$315.00	25	\$7,875.00
Reader					
600-303	M-Tab MSR, NFC, Barcode	Infinite Peripherals - w/ BridgePay Key 3-track bidirectional MSR, NFC, and 2D	\$695.00	25	\$17,375.00
Cash Drawers					
700-101	APG Heavy Duty Cash Drawer	APG RJ11 - Standard Cash Drawer - 5 Bill x 5 till drawer (Dimensions 16x16")	\$175.00	25	\$4,375.00
Printers					
800-101	3" Star TSP 654 Thermal Receipt	3" Thermal Receipt Countertop Printer (Bluetooth)	\$430.00	25	\$10,750.00
TOTAL					
POS Standard Configuration Summary Total					\$50,350.00

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Version 9-Feb-16



Appetize

Appetize Proposal Worksheet

Appetize Activate POS - Medium Handheld

SUGGESTED USE CASES: On the go POS for servers, hawkers, portable areas, parking attendants.

Part #	Product	Description	Unit Price	Qty	Extended
iPad Mini					
200-102	iPad mini 2 w/Cell Data	iPad mini 2 - WiFi + AT&T or Verizon Cellular Networks	\$399.00	10	\$3,990.00
Screen Protector					
400-103	iPad mini - Screen Protector	Tempered glass and .33mm thick this also includes anti-finger print coating.	\$26.00	10	\$260.00
Case					
500-250	iPad mini - Tough Case	iPad mini - Ruggedized casing with card swipe guide for Infinite Peripherals	\$115.00	10	\$1,150.00
500-251	Tough Case Hand Strap	Tough Case Hand Strap for 900-250	\$36.00	10	\$360.00
Reader Options					
600-303	M-Tab MSR, NFC, Barcode	Infinite Peripherals - w/ BridgePay Key 3-track bidirectional MSR, NFC, and 2D	\$695.00	10	\$6,950.00
Cash Drawers					
700-103	APG Manual Cash Drawer	APG Vasario - Manual Cash Drawer - 5 Bill x 5 till drawer (Dimensions 16x16")	\$125.00	10	\$1,250.00
Printers					
800-201	3" Thermal Receipt Belt Printer	Star Miconics 3" Thermal Receipt Belt Printer (Bluetooth)	\$475.00	10	\$4,750.00
TOTAL					
POS Hand Held (Medium Size) Configuration Summary Total					\$18,710.00
Optional Components					
900-712	iPad Mini - 5 Unit Charging Bay	iPad mini 5 Bay Charging Station	\$615.00	2	\$1,230.00
Optional Component Total					\$1,230.00

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La Crosse Center

Annual SaaS Model

Go Live Date: TBD

Bypass Mobile
 901 S. Mopac Expressway
 Building 3, Suite 200
 Austin, TX 78746

Quote No: TD-LC-09-12-16
 Quote Date: 12-Sep-16
 Quote Expires: 12-Oct-16

Tom Deloge
 (610) 635-8189

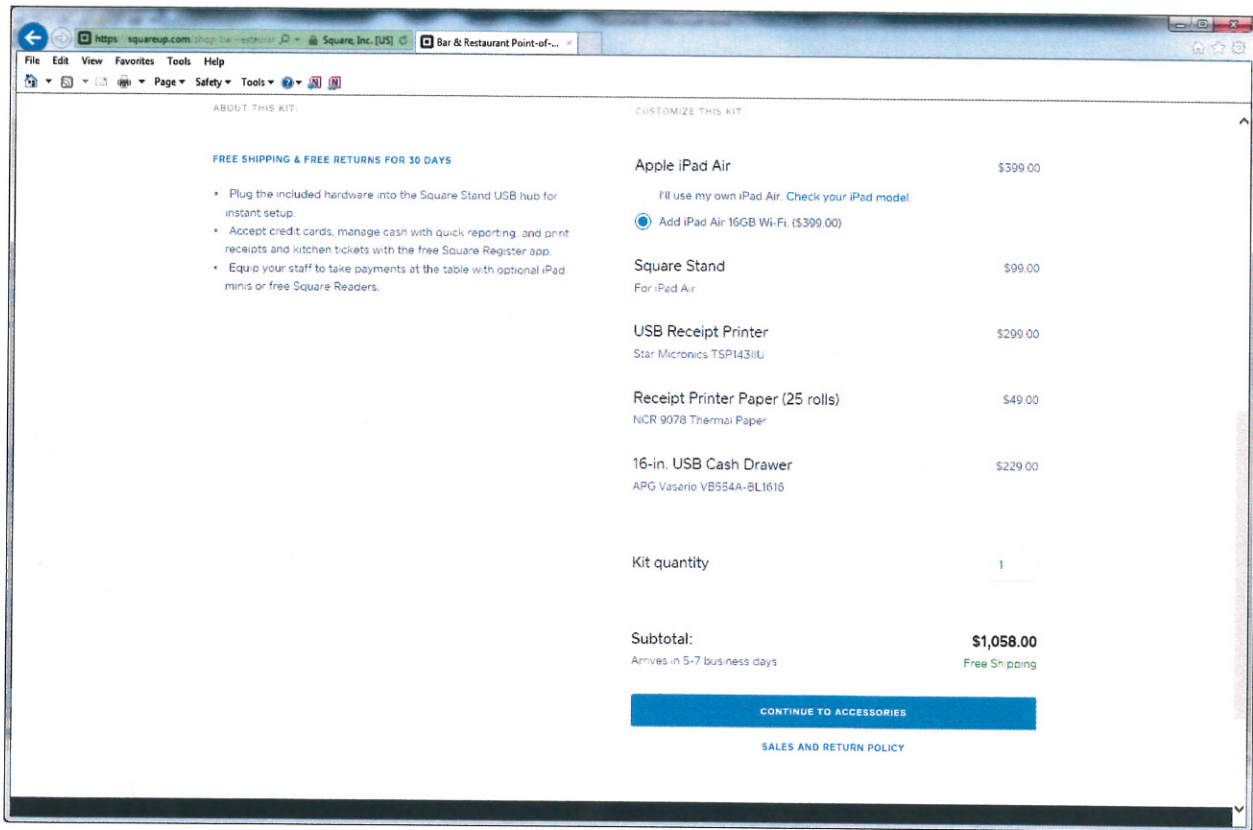
Shipping and Handling	Applicable Hardware
	Rate 5.0%

Account: La Crosse Center			
Scope: 35 Tablet POS for F&B			
Bypass Mobile Product	Unit Cost	Units	Total
Platform includes:			
POS Hardware - Concessions - Fixed Stands, Restaurant & Portables			
Bypass 10" POS - Galaxy Tab 4 (Ethernet/5.0 GHz WiFi)	\$ 327	35	\$11,445
Custom Tablet Case (Ethernet/USB Ports) + Encrypted Card Reader	\$ 519	35	\$18,165
Star USB Printer	\$ 231	35	\$8,085
Cash Drawer 16x16 (Printer Driven Automatic)	\$ 103	35	\$3,605
Ingenico IPP350 EMV / NFC Reader	\$ 445	35	\$15,575
			\$56,875
Venue Set Up			
Venue Configuration	\$ 2,500	1	\$2,500
Onsite Implementation & Training	\$ 840	3	\$2,520
Live Support	\$ 840	4	\$3,360
Travel Expense (Capped)	\$ 2,385	1	\$2,385
			\$10,765
Miscellaneous Hardware & Supplies			
Installation Kit	\$ 1,000	1	\$1,000
USB Manager/Server Card Creator	\$ 51	1	\$51
Authorization Cards (Qty. 100/pack)	\$ 115	1	\$115
Master Cash Drawer Key	\$ 10	2	\$20
Receipt Paper (Case of 50)	\$ 69	2	\$138
			\$1,324
Annual Software Subscriptions & Annual Recurring Costs			
Bypass Software Subscription	\$ 375	35	\$13,125
BOH Inventory Management Software Module	\$ 3,000	1	\$3,000
Credit Card Secure Gateway Costs (includes secure P2PE decryption)	\$ 500	1	\$500
			\$16,625

Information to Customer:
- Payment terms: 50% on contract and 50% on Implementation
- Unless otherwise stated, first payment must be received prior to the shipment of hardware
- Software Subscription Term: Billed Annually on Anniversary of Contract Date
- Quote includes 7-day on-site implementation charge
- Quote amount does not include any applicable taxes
- Connectivity and power supplied by client
- Credit Card Gateway Fees and Credit Card Merchant Processing Fees Paid by Client
- Implementation availability subject to 60-day advance notice

Hardware Subtotal	\$58,199
Shipping and Handling Subtotal	\$2,910
Software Subscription Subtotal	\$16,625
Implementation Services	\$10,765
TOTAL	\$88,499

Annual Recurring Fee Years 2+ **\$16,625**



System \$1058.00

NFC Chip Reader \$49.00

Dock for chip reader \$29.00

Total \$1136.00 each or \$39,760.00