Partner Logo goes here

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| --- | --- |
| **GoTab & [Partner] Proposal** Month XX, 202X | |
| Prepared For: Client Name  Client title at Business, Inc.  client.email@business.com | Graphical user interface, application  Description automatically generatedPrepared By: Partner Name  Title  at Company  partner.email@email.com |

**GoTab Services & Costs**

The following proposal outlines the estimated services and costs based on our discussions and understanding of your needs. The exact costs may change if the scope of work if expanded at your request, or if the installation requirements change.

When possible, GoTab is dedicated on supporting our software on any of your owned devices including existing tablets, printers, screens, etc. GoTab’s software can run on any Internet-connected Android, iOS or Windows tablet or phone. The large selection of compatible devices allows us to plug-and-play in most scenarios. However, there are instances where the existing technological infrastructure in place is incompatible (e.g., dated hardware). In these instances, GoTab does offer hardware for operators who are just getting started or who need new hardware. For a full list of our hardware offerings, please see Addendum A below.

GoTab is offering ACCOUNT NAME the following services:

|  |  |
| --- | --- |
| Point of Sale | ✔ |
| Mobile Order and Pay | ✔ |
| Takeout and Delivery | ✔ |
| Dedicated Customer Support | ✔ |

**Software & Implementation Costs**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| ITEM | DESCRIPTION | QTY | UNIT PRICE | TOTAL |
| **Set-up Fee** | Full Menu Build  Site Survey Onsite  POS Foundations Training  Installation  Online Ordering Set Up  Location Setup | 1 | 1.00 | 1 |
| **Software Monthly Subscription** | Monthly software fee | 1 | 1.00 | 1 |
| **Addition Item Here** | Description | 1 | 1.00 | 1 |
| **Addition Item Here** | Description | 1 | 1.00 | 1 |
| **Addition Item Here** | Description | 1 | 1.00 | 1 |
| **Addition Item Here** | Description | 1 | 1.00 | 1 |
| **Addition Item Here** | Description | 1 | 1.00 | 1 |
|  | | | | |
|  | |  | Subtotal | $7 |
|  | |  | Tax | TBD |
|  | |  | Shipping | TBD |
| *Software & Implementation Total* | |  | **Total Upfront** | **$7.00** |

**Credit Card Processing Rates\***

|  |  |
| --- | --- |
| Card Present Transaction | 2.0% + $0.15 |
| Card Not Present Transaction | 2.5% + $0.25 |

We accept Visa, Mastercard, Discover, and American Express. *And we don’t charge extra for American Express.*

\* Rates quoted above are for a $2m annual revenue location with 80% card not present volume and guest fee.

**Sign or Email to Accept**

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**Printed Name**

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**Signature**

*(Approving the proposal also indicates that you understand and agree to GoTab’s Terms & Conditions)*

**Proposal Terms & Conditions**

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| --- | --- |
| Payment Terms – Hardware & Implementation | on Shipping |
| Software | $X.XX |
| Target Launch Date | XX/X/XXXX |

The above proposal reflects our best estimate of timeline and cost requirements in working with you to set up the GoTab platform. These estimates are based upon our understanding of your business and installation needs as well as our experiences with similar customers in the past. The billing requirements may change if the scope is expanded at your request, or if the work becomes more complex than our understanding at the time of this and fees will be adjusted accordingly.

The GoTab implementation, including installation and configuration, training, and support can be executed remotely or onsite, and the cost is covered under the GoTab Set Up Fee. GoTab will provide remote continuous training and support both prior to launch and throughout our partnership.

Onsite readiness is a key driver to a successful install and go-live. GoTab does not provide wiring and cabling services and the estimates provided above do not cover cabling costs. If cabling is required, GoTab will recommend a local partner. GoTab’s site readiness requirements can be found HERE. In the event that our deployment engineers arrive onsite and are unable to install the system because requirements were not met, then a service fee will be assessed.

*The prices quoted above are valid until the expiration date MM/DD/YYYY.*

*The proposal is an estimate, subject to change and does not include sales tax or shipping.*

\*Additional terms are detailed here: <https://gotab.io/en/terms-of-use/>

**Addendum A:** Hardware & Integrations for Purchase

|  |  |
| --- | --- |
| HARDWARE | |
| *Contactless Ordering Starter Kits* | |
| Digital Plus Bundle  Includes POS Terminal, Standing Mount, Handheld Payment Terminal, 10' KDS Tablet, GoTab Box, Thermal Printer, POS Software, Payment Processing, and 24/7 Live Support. | **$1,100** |
| Digital Plus Bundle  Includes POS Terminal, Standing Mount, Handheld Payment Terminal, 10' KDS Tablet, GoTab Box, Thermal Printer, POS Software, Payment Processing, and 24/7 Live Support. | **$975** |
| *POS Terminals* | |
| *Shipping rates are standardized at $25 and are included in the price of all items.* | |
| 15.6" POS TerminalThis sturdy 15.6″ high-definition screen with waterproofing front display and 10 point capacitive touch, allows for a quick and easy POS experience. Its 4 core processor enables quick tap responsiveness to enable your staff to spend less time at the POS station and more time focusing on customers. The versatile VESA mounting allows your POS stations to be wall-mounted, on a countertop stand or positioned any way you see fit with any VESA mount. This device runs on Android 9 and is upgradable and maintainable to allow you the peace of mind for the future. | **$500** |
| Payment TerminalA powerful handheld payment terminal to process physical credit cards. Can be used with POS Terminal Station, a Hand-Held Ordering Tablet, or any other GoTab enabled device. This payment terminal can process cards via magnetic swipe, chip reader or contactless reader. This device quickly processes cards and allows for retail countertop services or mobile table side payment services as well. | **$500** |
| Mobile Ordering TerminalThis 10.1″ Amazon Fire Tablet provides the perfect mix of compact and powerful. It is lightweight and easy to carry, it allows your team to have mobile ordering capability and its easy to use. It enables your staff to have on the go ordering power to keep your team moving and guests satisfied. Allow your staff to begin tabs and then share them with the entire table to enable guests the ability to maintain their own tabs. These tablets work quickly through the GoTab POS interface to enable quick ordering and payment processing when paired with the PAX hand-held payment terminal. | **$175** |
| *GoTab Box* | |
| GoTab Box & InstallThis 10.1″ Amazon Fire Tablet provides the perfect mix of compact and powerful. It is lightweight and easy to carry, it allows your team to have mobile ordering capability and its easy to use. It enables your staff to have on the go ordering power to keep your team moving and guests satisfied. Allow your staff to begin tabs and then share them with the entire table to enable guests the ability to maintain their own tabs. These tablets work quickly through the GoTab POS interface to enable quick ordering and payment processing when paired with the PAX hand-held payment terminal. | **$250** |
| *Printers* | |
| *Shipping rates are standardized at $25 and are included in the price of all items.* | |
| WeeiUs 80 MM - Thermal Printer Thermal Receipt Printer USB Serial Ethernet/LAN Port Cashdrawer RS232 Auto Cutter Support Windows Mac ESC/POS. This printer requires an ethernet connection. | **$125** |
| Epson TM-U220B Dot Matrix Receipt Printer. Ethernet, Autocutter, Power Supply Included, Dark Gray - C31C514667 | **$360** |
| MaxStick Adhesive Thermal Paper Thermal printer paper with an adhesive backing that allows tickets to stick to multiple surfaces such as paper, plastic, cardboard and much more. Never loose your tickets again with this adhesive paper. Can be removed and reapplied to another surface. | **$300** |
| *KDS & Concierge Tablets* | |
| *Shipping rates are standardized at $25 and are included in the price of all items.* | |
| 15.6" KDS Display Screen  This sturdy 15.6″ high definition screen with waterproofing front display and 10 point capacitive touch, allows for a quick and easy KDS experience. Its 4 core processor enables quick tap responsiveness to enable your staff to spend less time at the KDS station and more time focusing on customers. The versatile VESA mounting allows your KDS stations to be wall-mounted, on a countertop stand or positioned any way you see fit with any VESA mount. This device runs on Android 9 and is upgradable and maintainable to allow you the peace of mind for the future. | **$450** |
| 21" KDS Display Screens This sturdy 21″ high definition screen with waterproofing front display and 10 point capacitive touch, allows for a quick and easy KDS experience. Its 4 core processor enables quick tap responsiveness to enable your staff to spend less time at the KDS station and more time focusing on customers. The versatile VESA mounting allows your KDS stations to be wall-mounted, on a countertop stand or positioned any way you see fit with any VESA mount. This device runs on Android 9 and is upgradable and maintainable to allow you the peace of mind for the future. | **$500** |
| *Additional Hardware* | |
| Cash DrawerCash Drawer with five cash slots, coin buckets and drawer kick. Must be paired with drawer kick enabled printer to operate drawer kick. | **$100** |

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| INTEGRATIONS | |
| Omnivore Integration Fee | **$500**/install  **$50/mo** monthly support |

**Addendum B:** Implementation Steps

The GoTab onboarding and implementation process typically takes approximately three weeks. Your dedicated onboarding manager will walk you through the key steps required prior to launch. These tasks include:

* **Location Configuration** - This is where you will give us information about your location, menus, and select your QRs. Please allow up to 14 days for QR delivery, or you can print them locally on your own.
* **Merchant Setup** - If you have ordered PAX Payment Terminals with your GoTab Hardware, this application needs to be fully approved before the hardware can be shipped. Please allow up to 14 days for full approval of the application.
* **Deployment** - A member of the deployment team will reach out to you with any questions as well as schedule your installation which will be done virtually.
* **User Setup and Training** - GoTab provides one-hour training for managers via webinar (M/W/F each week), and additional customized, one-on-one training can also be scheduled with managers or staff as needed.