



August 6, 2018

Erin Rauch
Assistant Director -
Purchasing Department
George Mason University
4400 University Drive,
Mailstop 3C5
Fairfax, VA 22030

SUBJECT: RFP GMU-1491-18, Virtual Campus Tour

Dear Ms. Rauch,

Thank you for further considering the YouVisit platform. Below is our pricing options for the Fairfax Campus with and without an additional language. I've also included our year to year pricing and annual multi-year commitment discount pricing for both options. Please let me know if you have any questions.

Products	Year to Year Pricing	2-Year (5% annual) Discount	3-Year (10% annual) Discount	4-Year (15% annual) Discount
Walking Experience	\$9,460	\$8,987	\$8,514	\$8,041
Mobile Integration	\$4,980	\$4,731	\$4,482	\$4,233
Total	\$14,440	\$13,718	\$12,996	\$12,274

Products	Year to Year Pricing	2-Year (5% annual) Discount	3-Year (10% annual) Discount	4-Year (15% annual) Discount
Walking Experience	\$9,460	\$8,987	\$8,514	\$8,041
Mobile Integration	\$4,980	\$4,731	\$4,482	\$4,233
Additional Language	\$1,480	\$1,406	\$1,332	\$1,258
Total	\$15,920	\$15,124	\$14,328	\$13,532

Thanks,

Albert Choute