



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