

June 15, 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 and your expressed interest in adding another virtual experience. Below you will find pricing and information regarding various feature request.

1. The Smithsonian-Mason School of Conservation

- a. **Standard Walking Tour** – SMSC can opt for a standard walking tour like the current GMU tour with up to 10 tour stops. This walking tour would start at **\$7,980**.
- b. **Video Tour Guide** – The GMU tour currently has a video tour guide that walks prospective students through the campus/stops. For consistency, this can be added on the SMSC walking tour for **\$1,980** annually. This pricing includes the ability to swap tour guides annually and update the entire audio script. An alternative to a video tour guide is just an audio guide. The pricing for this is **\$1,480** annually.
- c. **Additional Languages** – Languages are professionally recorded to mirror the English equivalent script. We offer a wide variety of language options with Spanish, Mandarin, Korean, and Arabic being our most popular options. Languages are priced at **\$1,480** each annually.
- d. **Virtual Reality Experience (VR)** – YouVisit has a separate mobile VR app that will incorporate both the GMU and SMSC tours for one price. The app features tour stops in full 360 with an audio guide in all available languages and can be viewed with or without a VR headset. The VR app is priced at **\$5,980** annually.
- e. **Pricing Options:**
 - i. Walking Tour & Video Tour Guide – Total: **\$9,960** annually
 - ii. Walking Tour/Video Guide/1 Language – Total: **\$11,440** annually
 - iii. Walking Tour/Video Guide/Language/VR mobile app – Total: **\$17,420** annually

f. Discount Options:

- i. **Multi-year** – We offer 5%, 10%, and 15% discount options for signing 2, 3, and 4-year commitment agreements respectively. These discounts will apply to both the GMU and SMSC tours.
- ii. **Mobile VR App** – The YouVisit mobile VR app is priced at **\$9,980**. We are offering the app at a 40% discount to GMU at the new price of **\$5,980**.

2. **Payment & Schedule** – Payment for all items purchased will be due 30 days after sign-off. YouVisit will continue with the current payment process of submitting invoices to GMU at AcctPay@gmu.edu to be paid via credit card.

Thanks,

Albert Choute