



Toast -vs- Shift4 Costs
12 Months

Hardware	QTY	Price	Subtotal	Discount	Total Toast	Total SkyTab
Toast Flex (14") Bundle (w/cash drawer, printer, DA cc reader)	1	\$999	\$999	20%	\$799.20	\$360
Toast Flex For Guest Direct Attach (w/cash drawer, printer, cc reader)	1	\$1,299	\$1,299	20%	\$1,039.20	\$360
Toast Go - Order/Pay at the table Handheld	4	\$474	\$1,896	20%	\$1,516.80	\$60
Toast Go Charging Station	1	\$199	\$199	20%	\$159.20	\$38
22" Elo Toast Kitchen Display Screen (KDS)	3	\$999	\$2,997	20%	\$2,397.60	\$90
Toast Kitchen Printer	2	\$299	\$598	20%	\$478.40	\$20
Ubiquiti Access Point (Indoor)	1	\$150	\$150	100%	\$0.00	\$0
Meraki Z3 Router (required networking)	1	\$275	\$275	100%	\$0.00	\$0
16 Port POE Switch (required networking)	1	\$155	\$155	100%	\$0.00	\$0
Caller ID Boc - 2 Line Analog	1	\$285	\$285	20%	\$228.00	N/A

Services	QTY	Price	Subtotal	Discount	Total Toast	Total SkyTab
Remote Implementation (menu, manager/staff training, go-live support)	1	\$849	\$849	50%	\$424.50	\$0
Onsite Services (manager/staff training, install go-live support)	3	\$1,000	\$3,000	50%	\$1,500.00	\$0
Digital Ordering Set up	1	\$100	\$100	100%	\$0.00	\$0
OPT Consultation	1	\$150	\$150	100%	\$0.00	\$0

Software	QTY	Price	Subtotal	Discount	Total Toast	Total SkyTab
First Tablet Software	1	\$90	\$90	20%	\$72.00	\$0
Additional Tablet Software (# of additional tablets)	1	\$50	\$50	20%	\$40.00	\$0
Handheld Subscription (per handheld)	4	\$50	\$200	20%	\$160.00	\$0
KDS Software (per KDS)	3	\$25	\$75	20%	\$60.00	\$0
Online Ordering/Toast Takeout Mobile App (per Location)	1	\$75	\$75		\$75.00	\$0
Toast Delivery Services (\$7.50 per order; invoiced monthly by Doordash)	1	\$0	\$0		\$0.00	\$0
Gift Cards (per Location) *Free first 3 months	1	\$50	\$50		\$50.00	\$16
Loyalty (per Location) *Free first 3 months	1	\$50	\$50		\$50.00	\$0
Email Marketing *Free first 3 months	1	\$75	\$75		\$75.00	\$0
QR Order & Pay *Free first 3 months	1	\$69	\$69		\$69.00	\$0
Third Party Integrations (DD)	1	\$30	\$30		\$30.00	\$16
Caller ID Software	1	\$10	\$10		\$10.00	N/A
Sling	1	\$70.00	\$70		\$70.00	N/A

TOTALS

Hardware Total					\$6,618.40	\$0
Hardware Discounts				25%	\$2,234.60	\$0
Implementation Total					\$1,924.50	\$0
Total Discounts				34%	\$4,409.10	\$0
Sub Total - Hardware & Software					\$0.00	\$0
Hardware & Implementation Total (Total Upfront)					\$8,542.90	\$960
Monthly Software First 12 Months (with promo)					\$1,341.00	\$0
Monthly Software (after promo)					\$6,219.00	\$0
				First 12 Months	\$16,102.00	\$960
Equipment Warranty					1 Year	Lifetime

Summary Onboarding Rates & Fees	Total Toast	Total SkyTab
Onboarding Fees	\$2,850.00	\$0
Cancellation Fees	\$800.00	\$0
Post-Live Services Fees	\$1,300.00	\$0
TOTAL	\$4,950.00	\$0

Summary Onboarding Rates & Fees	Total Toast	Total SkyTab
Hardware & Implementation	\$8,542.90	\$960
Monthly Software Support	\$7,560.00	\$0
Onboarding Fees	\$2,850.00	\$0
Cancellation Fee (Installation)	\$800.00	\$0
Post-Live Services Fees	\$300.00	\$0
TOTAL	\$20,692.90	\$960
Equipment Warranty	1 Year	Lifetime

Summary Post-Live Services Fees	Total Toast	Total SkyTab
Onsite Tech Support	140.00 / hour	\$0
Onsite After Hours or Holiday	180.00 / hour	\$0
Remote Tech Support	100.00 / hour	\$0
Online Ordering Setup	\$100.00	\$0
Gift Card Conversion	\$100.00	\$0
Loyalty Conversion	\$200.00	\$0
Inventory Upsell	\$75.00	\$0
Toast Tutor (2 hours)	500.00 / 2 hours	\$0

[JPotter](#)

I have boxes of burnt Toast in my office that I show customers, not only are they fragile, but you pay \$399 every time you replace one!





Monthly Subscription

Name	QTY	Price	Discount	Subtotal	Notes
Tabit KDS Hotel Tabit KDS Per Kitchen	1	\$55.00	\$0.00	\$55.00	
Tabit Pad - Waiter Hotel Tabit Pad - Waiter Per Device	16	\$55.00	\$0.00	\$880.00	
				Total	\$935.00



Initial Investment

Professional Services

Name	QTY	Price	Discount	Subtotal
Tabit System Installation Services Includes menu configuration, onsite training, onsite Go-Live Support	2.5	\$1,000.00	\$0.00	\$2,500.00
Total				\$2,500.00

Hardware

Name	QTY	Price	Discount	Subtotal
Bar Unit iPad 10.2" 32GB Ingenico RP457c-BT Cradle Ingenico RP457c-BT NFC Chip Mobile Card Reader Anker Dual Charging Brick USB-A to USB-C Charging Cable USB-A to Lightning Charging Cable Vault Pro Enclosure with Flip Base Stand	2	\$735.00	\$0.00	\$1,470.00
EMV Unit Case – Tabit Mobile EMV Ingenico RP457c-BT NFC Chip Mobile Card Reader iPad Mini 5 64GB WIFI USB-A Charging Brick USB-A to USB-C Charging Cable	14	\$608.00	\$0.00	\$8,512.00
Epson TM-U220 Impact Kitchen Printer LAN IP incl. 5' Cat6 network cable	4	\$410.90	\$0.00	\$1,643.60
Microtouch 22" KDS Screen 22" KDS Touchscreen Monitor	1	\$1,325.00	\$0.00	\$1,325.00
Total				\$12,950.60

Summary

Monthly Subscription: \$935.00 per month

Initial Investment: \$15,450.60

Professional Services: \$2,500.00

Hardware: \$12,950.60

50% of initial investment : \$7,725.30 due at time of signature. The remaining balance for Professional Services and Hardware is due upon the completion of the system installation.

Terms of Service

- **Additional EMV Gateway Fees apply.**
 - EMV Gateway fees are billed monthly for actual Ingenico Gateway touches incurred each month.
 - A touch is any request that is made to the EMV Gateway.
i.e. running a card against a tab is 1 touch and then processing the tip is a 2nd touch. (current charges are \$75 per 5000 touch block)
- **Additional Text Messaging Fees apply.**
 - Text message fees are billed monthly for actual messages transmitted each month.
 - Current charges are \$7.50 per 250 message block.
- **Additional 3rd Party Integration Fees apply.**
 - Integrations with 3rd party platforms will incur a charge of \$25 per integration per month.
- **Balance of Professional Services, Hardware and Networking Infrastructure fees**
 - Initial investment down payment is non-refundable.
 - Invoiced and due on date of Go-Live.
 - Software Fees begin monthly invoicing on date of Go-Live.
 - Taxes, shipping, handling and other fees may apply.
- This proposal expires 30 days from date of submission
- Tabit Technologies INC, reserves the right to cancel orders arising from pricing or other errors.
- Full Terms of Service can be found [here](#)



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Hardware

One-Time Charges & Fees

Hardware

Item Name	Price	QTY	Subtotal	Discount	Total
15" Station Package	\$1,250.00	4	\$5,000.00	100%	\$0
Epson U22B Printer (Restaurant)	\$275.00	3	\$825.00	100%	\$0
Fresh KDS Wall Mount	\$50.00	2	\$100.00	100%	\$0
FreshKDS 22 Inch	\$500.00	2	\$1,000.00	100%	\$0
Multi-Unit Charging Dock for SpotOn Handheld	\$244.00	2	\$488.00	100%	\$0
POE Switch	\$50.00	1	\$50.00	100%	\$0
RPOS Pronto Access Point	\$300.00	1	\$300.00	100%	\$0
RPOS Pronto Router	\$300.00	1	\$300.00	100%	\$0
SpotOn Handheld	\$675.00	8	\$5,400.00	100%	\$0
16" Cash Drawer, Black	\$0.00	1	\$0	0%	\$0
Epson TM-M30III Black Receipt Printer	\$0.00	4	\$0	0%	\$0
TP-Link 8 Port Gigabit Switch	\$0.00	3	\$0	0%	\$0
Totals:			\$13,463.00		\$0



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Software

Monthly Software

Item Name	Price	QTY	Subtotal	Discount	Total	Temporary Discount (months)	Temporary Discount (%)
SpotOn Handheld - Subscription	\$55.00	8	\$440.00	15.91%	\$370.00	6	100%
SpotOn Restaurant - Subscription	\$55.00	4	\$220.00	9.09%	\$200.00	3	100%
Online Ordering Aggregator, powered by Chowly	\$75.00	1	\$75.00	6.67%	\$70.00	1	100%
Reserve Experiences Subscription	\$100.00	1	\$100.00	30%	\$70.00	3	100%
SpotOn Loyalty - Subscription	\$65.00	1	\$65.00	23.08%	\$50.00	0	0%
SpotOn Marketing Assist - Subscription	\$95.00	1	\$95.00	47.37%	\$50.00	3	100%
SpotOn Reserve - Subscription	\$100.00	1	\$100.00	50%	\$50.00	0	0%
Online Ordering - Subscription	\$55.00	1	\$55.00	27.27%	\$40.00	0	0%
SpotOn Website - Subscription	\$65.00	1	\$65.00	53.85%	\$30.00	3	100%
Fresh KDS Subscription	\$20.00	2	\$40.00	75%	\$10.00	1	50%
Wireless Connectivity Fee	\$25.00	1	\$25.00	60%	\$10.00	0	0%
SpotOn Ordering with QR - Subscription	\$0.00	1	\$0	0%	\$0	0	0%
Total per month:			\$1,280.00		\$950.00		



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Rates

Rates

Tiered

Check Card: 2.45%

Qualified: 2.45%

Mid Qualified: 2.45%

Non Qualified: 2.45%

Cents Per Transaction: \$0.00

Annual Transaction Fee Revenue: \$0