



**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
<b>Hardware Discounts</b>				<b>25%</b>	<b>\$2,234.60</b>	<b>\$0</b>
Implementation Total					\$1,924.50	\$0
<b>Total Discounts</b>				<b>34%</b>	<b>\$4,409.10</b>	<b>\$0</b>
<b>Sub Total - Hardware &amp; Software</b>					\$0.00	\$0
<b>Hardware &amp; Implementation Total (Total Upfront)</b>					<b>\$8,542.90</b>	<b>\$960</b>
<b>Monthly Software First 12 Months (with promo)</b>					<b>\$1,341.00</b>	<b>\$0</b>
<b>Monthly Software (after promo)</b>					<b>\$6,219.00</b>	<b>\$0</b>
				<b>First 12 Months</b>	<b>\$16,102.00</b>	<b>\$960</b>
<b>Equipment Warranty</b>					<b>1 Year</b>	<b>Lifetime</b>
Summary Onboarding Rates & Fees					Total Toast	Total SkyTab
<b>Onboarding Fees</b>					\$2,850.00	\$0
<b>Cancellation Fees</b>					\$800.00	\$0
<b>Post-Live Services Fees</b>					\$1,300.00	\$0
<b>TOTAL</b>					<b>\$4,950.00</b>	<b>\$0</b>
Summary Onboarding Rates & Fees					Total Toast	Total SkyTab
<b>Hardware &amp; Implementation</b>					\$8,542.90	\$960
<b>Monthly Software Support</b>					\$7,560.00	\$0
<b>Onboarding Fees</b>					\$2,850.00	\$0
<b>Cancellation Fee (Installation)</b>					\$800.00	\$0
<b>Post-Live Services Fees</b>					\$300.00	\$0
<b>TOTAL</b>					<b>\$20,692.90</b>	<b>\$960</b>
<b>Equipment Warranty</b>					<b>1 Year</b>	<b>Lifetime</b>
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!

