

Subject: Re: Follow up

From: Jack Moorman <jwmoorma@ncsu.edu>

Date: 4/29/2015 1:12 PM

To: Matthew Baker <mbaker@socialsentinel.com>

Sounds great - we will make it happen.

On Apr 29, 2015 11:55 AM, "Matthew Baker" <mbaker@socialsentinel.com> wrote:

Jack,

Great to hear from you! I have gone back and have the following deal approved:

Period - Now until June 1, 2016

Setup - \$1,000

Annual (guaranteed for 3 years) license - \$11,500

If you can sign off early that would give you an extra month or so free.

Let me know if this works. Really excited to helping you get this done.

Matt

On Apr 29, 2015, at 9:08 AM, Jack Moorman <jwmoorma@ncsu.edu> wrote:

Matt,

I've got commitment from Student Affairs and University Communication. They are going to partner with my Department and we are ready to move forward. One other point I want to mention is that we have some funding that we can not carry over to next fiscal year (i.e. we need to spend the money before July 1). So we would like to pay most (maybe all) of the cost immediately. So we have missed April now, but should be up and running in May. What's your best deal for us if we pay upfront in May?

We also have our UNC system Chief's Conference today and tomorrow with all 17 Universities in the UNC System (UNC Chapel Hill, UNC Charlotte, East Carolina, UNC Wilmington, NC Central, Appalachian State, UNC Greensboro etc . . .). I am going to mention to the other Chiefs about your product and that we are proceeding with it. So hopefully, you will be getting some other calls.

Jack

Thanks,

Jack

On Mon, Apr 20, 2015 at 12:32 PM, Matthew Baker <mbaker@socialsentinel.com> wrote:

Jack,

Was never worried. The standard pricing is \$12,500/year and a \$2,500 implementation fee. Based upon how soon you can close this I can work out some special pricing. Here is an example:

You sign in April and pay \$500. That will get you through til July 1. we will then have the annual license kick in and I reduce that to \$11,500.

So this would save you about \$3,000 first year and if you renew in year 2 and/or 3 you will also save the \$1,000 each year because you will lock in the \$11,500 rate.

How does that sound?

Matt

On Apr 20, 2015, at 12:28 PM, Jack Moorman <jwmoorma@ncsu.edu> wrote:

Matt,

I haven't forgotten about you. I think the presentation went well and many of the other departments on campus are interested in Social Sentinel, but right now, we are trying to find out how much each department is willing to chip in. If I remember right, the cost for one year is \$12,500, correct? Does that include training? Also, I know we mentioned an extended period for the same price, such as maybe 18 months. Is this possible?

Thanks,
Jack

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