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Subject: Following up on one of yoRon Halpern <ronh@mprest.com>ur questions regarding the NH Data Platform - mPrest session

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All,

Thank you for your time and your engaging questions last week during our session entitled "NH Data Platform – mPrest". The reason for my reaching out directly to you all is because Samuel passed along a question that Jason Morse asked after our presentation, requesting clarification on our pricing options". As such, In this email, I would like to offer a more comprehensive response to this question regarding platform cost.

mPrest operates in two business model modes: a SaaS mode and a CAPEX/project mode. Our SaaS model is based on a four year cycle. In other words, in a SaaS model, one would typically pay 25% of a perpetual license per annum.

As such, a ballpark number, for the platform itself, would be as follows:

- Perpetual License Model: \$750K for a perpetual license for the platform (to support 650K customers) + maintenance. License fee would be less for a smaller amount of customers.

- SaaS License Model: \$200K per year for the platform (to support 650K customers). Actual computing costs would be in addition. License fee would be less for a smaller amount of customers.
- Our customers typically see very short payback periods on either type of deployment, and we typically tailor the rollout to result in a positive and rapid cost benefit.

Our clients often engage with us in a pilot capacity, in order to make a decision on how to go forward with a full scale project. Typical prices for a pilot can be anywhere between \$100K and \$250K and typical timelines would be between two months and three months. Both are dependent upon scope.

We very much believe in the state-wide data platform and appreciate the opportunity to share mPrest's experience in this domain.

Sincerely,

Ron

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