

| Key Features & Reports | | From \$5,995* | From \$12,995* | From \$24,495* |
|------------------------|---|---------------|----------------|----------------|
| | | BASIC | STANDARD | PRO |
| TOURS | General Tour Info | ✓ | ✓ | ✓ |
| | Supplier and Staff Contacts | ✓ | ✓ | ✓ |
| | Components/Tour Options/Invoicing | ✓ | ✓ | ✓ |
| | Payment Schedule | ✓ | ✓ | ✓ |
| | Financials: Income and Expense | ✓ | ✓ | ✓ |
| | Availability by Paying and Free | ✓ | ✓ | ✓ |
| | Reminders | | ✓ | ✓ |
| | Tour Destinations & Descriptors | | ✓ | ✓ |
| | Documents (tour mailings to Participants) | | ✓ | ✓ |
| | Events and Costing (Services) | | | ✓ |
| | Room Inventory/Berthing Allotment | | | ✓ |
| | Commission Tracking (% or per person) | | | ✓ |
| | Promotions, email, brochure, etc | | | ✓ |
| | Air: Group Flights and Transfers | | | ✓ |
| RESERVATIONS | Status, Notes, Rooming (non-inventory) | ✓ | ✓ | ✓ |
| | Invoicing and Payment History | ✓ | ✓ | ✓ |
| | Participant List, Name Badges & Letters | ✓ | ✓ | ✓ |
| | Documents (date due, sent & status) | | ✓ | ✓ |
| | Companions on a Tour | | | ✓ |
| | Air & Transfers: Group or Independent | | | ✓ |
| | Room Inventory/Berthing Allotment | | | ✓ |
| CUSTOMERS | Referral and Promotion Source | | | ✓ |
| | Diet, Health, Medical and Passport | ✓ | ✓ | ✓ |
| | Notes (Internal and External) | ✓ | ✓ | ✓ |
| | Multiple Addresses & Mailing Lists | ✓ | ✓ | ✓ |
| | Phone/Email | ✓ | ✓ | ✓ |
| | Trip History | ✓ | ✓ | ✓ |
| | Interests | | ✓ | ✓ |
| | Membership, Class Year, Donations | | ✓ | ✓ |
| VENDORS | Gift History | | | ✓ |
| | Relationships | | | ✓ |
| | General Info | ✓ | ✓ | ✓ |
| | Staff Info (Contacts) | ✓ | ✓ | ✓ |
| | Memo Notes | ✓ | ✓ | ✓ |
| | Financial | ✓ | ✓ | ✓ |
| | Tour History | | ✓ | ✓ |
| SYSTEM | Destinations/ Descriptors | | ✓ | ✓ |
| | Wire Transfer Info | | ✓ | ✓ |
| | Reminders | | ✓ | ✓ |
| | Audit Log | | | ✓ |
| | Custom Data | | | ✓ |
| | Audit Log | | | ✓ |
| | Message & Phone Log | | | ✓ |
| | External File Links | | | ✓ |
| | Surveys & Questionnaires | | | ✓ |
| | Permission/Security | | | ✓ |
| Included Reports | >30 | >60 | >100 | |
| Training | Users manual | 15 hrs | 30 hrs | |

Current ViaTour Pricing

APPLICATION LEVELS and FEATURES

If you would like us to estimate a “**Custom Level**” of ViaTour with you, we are happy to explore this option with you.

INCLUSIONS

- All application levels come with a perpetual, non-exclusive, limited license for unlimited workstations (<25 simultaneous users recommended). ViaTour’s standard license agreement must be signed at the time of deposit.
- Installation of ViaTour on up to 4 user workstations and installation of the shared data file on one server via online support, as well as documentation for additional installations.
- Unlimited telephone and email support for one designated user, free bug fixes, and periodic software upgrades within the first 60 days after installation.

SUPPORT and ANNUAL MAINTENANCE

We strongly encourage users to purchase the Annual Maintenance Plan. ViaTour’s collaborative development model means that we constantly enhance the application with new features and reports. Users enrolled under the Maintenance Plan are assured of receiving these software updates and enhancements as soon as they are available and at no additional charge. Plan highlights:

- Price: \$2,000 annually for plans beginning in 2007;
- Support: unlimited telephone/email technical support from one point of contact at your site;
- Software updates: new reports, features and enhancements added throughout the year;
- Help menu: updates as new features are added;
- Payment: annual basis; plans are prorated from start date to December 31 of that year.

If you choose not to purchase the Annual Maintenance Plan, you can purchase technical support in blocks of 4 hours for \$400; unused technical support expires one year after date of purchase. We may make software updates available from time to time, basing the price on current features and functionality.

ADDITIONAL SERVICES AVAILABLE

- **Customization** – custom reports, new functionality and new features may be requested. Custom development work is billed on a Time & Materials basis and at our standard developer rate of \$150/hour in 2007.
- **Additional Training** – You may opt for additional training sessions (web-based) for new users at \$75 an hour. Training in advanced topics with our developer is available at \$150 an hour. If you wish to have additional on-site training, travel expenses (airfare, hotel, meals, parking and rental car, if necessary) will be charged based on best rates available.
- **Data Conversion** – We are pleased to estimate the effort involved in importing data from other systems. While each conversion is unique and highly dependent on the structure and quality of the data, it may be helpful to know that past conversions (which included customers and tour history) were between \$4,000 and \$10,000. ViaTour will provide technical support and documentation if you choose to convert your data in-house. Historically, clients managing their own data conversions have required between \$500 and \$800 of technical support.

PAYMENT OPTIONS

ViaTour is happy to work with you on a payment plan that fits your needs.

* *ViaTour software feature sets and/or pricing are subject to change.*