

From: "jeffrey E." <jeevacation@gmail.com>
To: Larry Visoski <[REDACTED]>
Subject: Re: Prostar
Date: Thu, 29 Jun 2017 14:09:51 +0000

Pronto first it's a machine

On Thu, Jun 29, 2017 at 10:04 AM Larry Visoski <[REDACTED]> wrote:

I didnt' understand Jeff Shaw first quote,,
Here is better understanding of his pricing:

Larry,

Actually I went back and looked at the quote from Collins it again. They had a note on the last page that said NRE for the shade function when combined with the wifi control app would be free. So the shade would be \$30,475 alone but if you did it with the wifi App, you can save \$10,000K.

The first item is the Airshow iPad app. That is \$22,605 no matter what and is going to be a three or four day event.

The Wifi control is \$51,355 stand alone or \$71830 with the shade function.
The shade function would be \$30,475 if done alone or with the Airshow App.

Each element involves a fair bit of labor so the travel will be either 2 guys for a week or three guys for a week plus.

We can discuss logistics and pricing synergy once you give me a firm idea of what you are wanting. I also feel, like Gulfstream, that the Pronto is an end of life deal and if the boss doesn't see the value in spending the money to do these software/hardware mods to get wifi control and shade function at his seat and on the wifi app, we would probably not be able to get much working with the Pronto remotes that you gave us. We already programmed them for you for free. If they didn't work, I have little hope that more time spend will be any more successful.

Best regards,

Jeffrey Shaw

Director of Business Development

Pro Star Aviation, LLC.

5 Industrial Drive

Londonderry, NH 03053

Phone [REDACTED]

Mobile [REDACTED]

Sent from my iPad

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