

Pricing and Discounts

1. Opera Full Service & XPress License and Support Costs

- Opera Full Service Property Management System
- Opera XPress Property Management System
- Opera Lite Property Management System
- Enhanced Accounts Receivable
- 3rd Party Interfaces
- OXI CRS 2-Way Interface
- All Corresponding Oracle Fees (Based on Above)

All other Opera modules and Oracle licenses not reflected will be available to Preferred Hotel Group members at a 20% discount from the applicable in-country MSRP.

2. Professional Service Costs (PDT)

The number of service days required is estimated below for both new installations and Fidelio product upgrades.

(A man-day consists of eight (8) hours of consecutive work by a MICROS resource.)

PDT rates will vary regionally and will be the then applicable current in-country rates. Service pricing provided herein is for North America. All implementation/training and support services must be provided by MICROS Systems, Inc., its affiliates or subcontractors.

Refer to Figure 2.1 and Figure 2.2 for the in-country rates in EAME, Asia Pacific and Latin America.

Figure 2.1 Latest PDIT Asia Pacific Effective Marc

MICROS-FIDELIO ASIA PACIFIC - PDIT RATES (GROSS)
Effective 01 March 2010

MICROS FIDELIO ASIA PACIFIC IMPLEMENTATION SERVICES			SERVICES DESCRIPTION								
COUNTRY	CURRENCY	MF OFFICE	FIDELIO	OPERA	MF FINANCIALS	MF MATERIALS CONTROL	MICROS POS	DATA MIGRATION	INTERFACES	NETWORK & PROFESSIONAL SERVICES	ORACLE DBA SERVICES
Australia	AUD	ANZ	1,213.00	1,213.00	n/a	1,213.00	1,213.00	1,502.00	1,213.00	1,502.00	1,502.00
Cambodia	USD	SIN	850.00	950.00	950.00	950.00	600.00	1,250.00	950.00	950.00	1,250.00
China	RMB	CHI	6,042.00	6,042.00	n/a	6,042.00	6,042.00	8,991.00	7,552.00	8,991.00	8,991.00
Fiji	AUD	ANZ	1,213.00	1,213.00	n/a	1,213.00	1,213.00	1,502.00	1,213.00	1,502.00	1,502.00
French Polynesia	AUD	ANZ	1,213.00	1,213.00	n/a	1,213.00	1,213.00	1,502.00	1,213.00	1,502.00	1,502.00
Guam	USD	SIN	850.00	950.00	950.00	950.00	600.00	1,250.00	950.00	950.00	1,250.00
Hong Kong	USD	HKG	950.00	950.00	n/a	950.00	800.00	1,200.00	1,200.00	1,200.00	1,200.00
India	USD	IND	650.00	850.00	n/a	650.00	650.00	850.00	850.00	850.00	850.00
Indonesia	USD	SIN	850.00	850.00	850.00	850.00	400.00	1,250.00	850.00	850.00	1,250.00
Japan	USD	JAP	1,260.00	1,260.00	n/a	1,260.00	1,260.00	1,575.00	1,575.00	1,575.00	1,575.00
Korea	USD	KOR	1,000.00	1,000.00	n/a	1,000.00	1,000.00	1,000.00	1,500.00	1,500.00	1,500.00
Laos	USD	THAI	400.00	700.00	n/a	675.00	400.00	900.00	750.00	750.00	1,000.00
Macao	USD	HKG	950.00	950.00	n/a	950.00	800.00	1,200.00	1,200.00	1,200.00	1,200.00
Malaysia	USD	SIN	850.00	850.00	850.00	850.00	600.00	1,250.00	850.00	850.00	1,250.00
Maldives	USD	SIN	850.00	950.00	950.00	950.00	600.00	1,250.00	950.00	950.00	1,250.00
Myanmar	USD	SIN	850.00	850.00	850.00	850.00	600.00	1,250.00	850.00	850.00	1,250.00
New Zealand	AUD	ANZ	1,213.00	1,213.00	n/a	1,213.00	1,213.00	1,502.00	1,213.00	1,502.00	1,502.00
Philippines	USD	SIN	850.00	850.00	850.00	850.00	500.00	1,250.00	850.00	850.00	1,250.00
Singapore	USD	SIN	850.00	950.00	950.00	950.00	600.00	1,250.00	950.00	950.00	1,250.00
Solomon Islands	AUD	ANZ	1,213.00	1,213.00	n/a	1,213.00	1,213.00	1,502.00	1,213.00	1,502.00	1,502.00
Taiwan	USD	HKG	950.00	950.00	n/a	950.00	400.00	1,200.00	1,200.00	1,200.00	1,200.00
Thailand	USD	THAI	400.00	850.00	n/a	675.00	400.00	900.00	850.00	850.00	1,000.00
Vietnam	USD	SIN	850.00	950.00	950.00	950.00	600.00	1,250.00	950.00	950.00	1,250.00
MFAP Regional Office	USD	MFAP	1,200.00	1,200.00	n/a	1,200.00	1,200.00	1,600.00	1,500.00	1,500.00	1,600.00

Note : Rates for ANZSP is in AUD

Figure 2.2 In Country PDT Rates 12-04-09

[illegible]

Bosnia, Georgia, Ukraine, Kazakhstan, Uzbekistan, Uzbekistan, Azerbaijan, Kyrgyzstan, Armenia, Moldova, Mongolia, Belarus	US\$		€ 736.00	€ 736.00	€ 736.00	€ 2,000.00	€ 736.00		€ 736.00	Indoor	€ 736.00	1/11 Daily Rate
South Africa	US\$	\$	792.00	€ 1,248.00	€ 896.00	€ 2,000.00	€ 1,800.00		€ 896.00	Indoor	€ 896.00	1/11 Daily Rate
Switzerland	US\$		€ 692.00	€ 1,242.00	€ 890.00	€ 2,000.00	€ 1,242.00		€ 1,242.00	Indoor	€ 692.00	1/11 Daily Rate
Swiss Republic	US\$		€ 960.00	€ 1,242.00	€ 1,242.00	€ 2,000.00	€ 1,242.00		€ 1,242.00	Indoor	€ 960.00	1/11 Daily Rate
Thailand	US\$		€ 840.00	€ 1,242.00	€ 1,242.00	€ 2,000.00	€ 1,242.00		€ 1,242.00		€ 840.00	1/11 Daily Rate
South Africa	US\$	SAF	SAF 1,800.00	SAF 9,500.00	SAF 9,500.00	€ 2,000.00	SAF 9,500.00		SAF 9,500.00	SAF 1,800.00	SAF 1,800.00	1/11 Daily Rate
Thailand, Romania, Macedonia, Uzbekistan, Georgia, Iran, Angola, Malawi, Senegal, Lesotho, Swaziland, Republic of Kenya	US\$	SAF	SAF 9,500.00	SAF 4,875.00	SAF 4,875.00	€ 2,000.00	SAF 4,875.00		SAF 4,875.00	SAF 9,500.00	SAF 9,500.00	1/11 Daily Rate
Spain, Canary Islands	US\$		€ 896.00	€ 896.00	€ 896.00	€ 2,000.00	€ 1,242.00		€ 896.00	Indoor	€ 896.00	1/11 Daily Rate
Sweden	US\$		€ 736.00	€ 896.00	€ 896.00	€ 2,000.00	€ 896.00		€ 736.00	Indoor	€ 736.00	1/11 Daily Rate
Switzerland, Luxembourg	CHF	9%	CHF 1,812.00	9% CHF 1,812.00	9% CHF 1,812.00	€ 2,000.00	9% CHF 1,812.00		9% CHF 1,812.00	Indoor	9% CHF 1,812.00	1/11 Daily Rate
Spain	US\$	\$	792.00	€ 1,248.00	€ 896.00	€ 2,000.00	€ 1,800.00		€ 896.00	Indoor	€ 896.00	1/11 Daily Rate
Spain	US\$		€ 896.00	€ 896.00	€ 896.00	€ 2,000.00	€ 896.00		€ 896.00	Indoor	€ 896.00	1/11 Daily Rate
Sweden	US\$		€ 692.00	€ 896.00	€ 896.00	€ 2,000.00	€ 896.00		€ 692.00	Indoor	€ 692.00	1/11 Daily Rate
United Arab Emirates, Bahrain, Qatar, Oman, Yemen, Jordan, Pakistan	US\$		€ 792.00	€ 1,248.00	€ 896.00	€ 2,000.00	€ 1,800.00		€ 896.00	Indoor	€ 896.00	1/11 Daily Rate
United Kingdom	US\$		€ 692.00	€ 1,242.00	€ 890.00	€ 2,000.00	€ 1,242.00		€ 1,242.00	Indoor	€ 692.00	1/11 Daily Rate

Preferred Hotel Group OPERA Xpress

Services	Unit	MSRP	Discount %	Discount Amount	PHG
Project Management	Man Day	\$1,500	15%	\$225	\$1,275
Network Installer	Man Day	\$1,400	15%	\$210	\$1190
Interface Installer (on-site)	Man Day	\$1,400	15%	\$210	\$1190
Interface Installer (remote 2 hr min)	Hourly	\$200	0%	0%	\$200
PMS Trainer/Installer	Man Day	\$1,200	15%	\$180	\$1020
Cutover Support	Man Day	\$1,000	15%	\$150	\$850
Travel Day	Day	\$550	0%	\$0	\$550

OPERA Xpress Installation – Preferred Hotel Group

Typical 80 room Limited Service Hotel

Service	Man Days	MSRP		PHG Pricing	
		Price	Extended	Price	Extended
Project Management	1	\$1,500	\$1,500	\$1,275	\$1,275
Hardware Setup	1	\$1,400	\$1,400	\$1190	\$1190
Training	8	\$1,200	\$9,600	\$1020	\$8160
Prep Day	1	\$1,200	\$1,200	\$1020	\$1020
Cutover Support	5	\$1,000	\$5,000	\$850	\$4250
Interface Installation	2	\$1,400	\$2,800	\$1190	\$2380
OXI (CRS 2-way)	2	\$1,400	\$2,800	\$1190	\$2380
Travel Days	4	\$550	\$2,200	\$550	\$2200
E-Learning (<i>annually</i>)		\$10.00/room		\$5.50/room	
		Total	\$26,500	**	\$22,855

**** Assumptions:**

1. All e-learning has been completed and site resources have tested out at agreed upon scores 10 working days before first MICROS resource is due to arrive on site.
2. No more than 10 resources to be trained on site
3. No more than 3 interfaces on site. Add one man day per each additional interface.
4. Travel and associated expenses will be charged as incurred.

Preferred Hotel Group OPERA PMS Full Service

Services	Unit	MSRP	Discount %	Discount Amount	PHG
Project Management	Man Day	\$1,500	15%	\$225	\$1275
Network Installer	Man Day	\$1,400	15%	\$210	\$1190
Interface Installer (on-site)	Man Day	\$1,400	15%	\$210	\$1190
Interface Installer (remote 2 hr min)	Hourly	\$200	0%	0%	\$200
PMS Trainer/Installer	Man Day	\$1,200	15%	\$180	\$1020
Cutover Support	Man Day	\$1,000	15%	\$150	\$850
Travel Day	Day	\$550	0%	\$0	\$550

OPERA Full Service Installation-Preferred Hotel Group

Typical 200 room Full Service Hotel

Service	Man Days	MSRP		Preferred Hotel Group Pricing	
		Price	Extended	Price	Extended
Project Management	1	\$1,500	\$1,500	\$1275	\$1275
Hardware Setup	3	\$1,400	\$4,200	\$1190	\$3570
Training	9	\$1,200	\$10,800	\$1020	\$9180
Prep Day	1	\$1,200	\$1,200	\$1020	\$1020
Cutover Support	14	\$1,000	\$14,000	\$850	\$11900
Interface Installation	5	\$1,400	\$7,000	\$1190	\$5950
OXI (CRS 2-way)	2	\$1,400	\$2,800	\$1190	\$2380
Travel Days	5	\$550	\$2,750	\$550	\$2,750
E-Learning (<i>Annual</i>)		\$10.00/room		\$5.50/room	
		Total	\$44,250	**	\$38,025

**** Assumptions:**

- 1) All e-learning has been completed and site resources have tested out at agreed upon scores 10 working days before first MICROS resource is due to arrive on site.
- 2) E-Learning is not covered by the Software Enhancement License (SEL). New versions will need to be purchased.
- 3) No more than 25 resources to be trained on site.
- 4) No more than 6 interfaces on site. Add one man day for each additional interface.
- 5) Travel will be charged as incurred. Daily living expenses will be charged at the MICROS standard per diem rates.

3. Property Hardware (HW) Costs

- MICROS will provide specifications for all premise based hardware and the local configuration. The hotel will be responsible to obtain hardware that meets MICROS specifications to support the Opera v5 application. Hardware may also be purchased from MICROS.

4. Business Logic and Rules

- MICROS and PHG will need to review the business strategy and process. Multiple business rules require review, decision and planning.
- MICROS and PHG will need to collaborate on the shell build to identify PHG-specific requirements (required fields, forms, etc.)

Project Start-Up Costs: (OPTIONAL)

➤ Centralized Project Management NA resource team:	20days \$1020/day \$20,400
➤ PHG Customized Implementation Plan*	5 days \$900/day \$ 4,500
➤ Shell Build	5 days \$1020/day \$ 5,100

*Includes PHG specific Documentation Design & Training Plan

Total Start-Up Cost:	\$30,000
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Preferred Hotel Group Opera PMS Full Service Software and Support

Purchase Model

(256 functions)

Product	Unit	MSRP	Discount %	Discount Amount	PHG
OPERA PMS FULL SERVICE License	Per Room	\$100.00	20%	\$20.00	\$80.00
Oracle License	Per Room	36.00	20%	\$7.20	\$28.80
OPERA PMS FULL SERVICE Support	Per Room / Annually	\$33.00	10%	\$3.30	\$29.70
Oracle Support	Per Room / Annually	\$9.00	10%	\$.90	\$8.10
Interface Licenses to 3 rd party systems	Per Interface	\$3,000.00 *	15%	\$450.00	\$2,550.00
IFC Support	Per Interface / Annually	\$500.00	10%	\$50.00	\$450.00
OXI CRS 2-Way	Per Interface / Annually	\$5,000.00	15%	\$750.00	\$4,250.00
OXI IFC Support	Per Interface / Annually	\$1,650.00	10%	\$165.00	\$1,485.00

All Preferred Hotel Group properties currently installed with MICROS PMS products (Fidelio v6, v7, & v8) are entitled to upgrade to Opera PMS or Opera Xpress at no charge for the Opera licenses. They will be required to pay for the necessary Oracle runtime licenses, associated services, and any required hardware to support the upgraded system.

*3rd party interface prices range in cost between \$3,000 and \$5,000. Discount will be applied to specific MSRP cost of interface.

3rd party systems include typical property level systems requiring serial interfaces. This would include such systems as PBX, Call Accounting, Lock systems, Point-of-Sale systems, Movies, In-Room Safes etc. They specifically don't include interfaces to electronic distribution systems, revenue management, sales & catering systems etc. Interfaces to systems such as these will be priced accordingly.

Preferred Hotel Group Opera Xpress PMS Software and Support Purchase Model *

(45 functions)

Product	Unit	MSRP	Discount %	Discount Amount	PHG
OPERA Xpress License	Per Room	\$60.00	20%	\$12.00	\$48.00
Oracle Xpress License	Per Room	\$22.00	20%	\$4.40	\$17.60
OPERA Xpress Support	Per Room / Annually	\$20.00	10%	\$2.00	\$18.00
Oracle Xpress Support	Per Room / Annually	\$5.00	10%	\$0.50	\$4.50
Interface Licenses to 3 rd party systems	Per Interface	\$1500.00	15%	\$300.00	\$1200.00
IFC Support	Per Interface / Annually	\$300.00	10%	\$30.00	\$270.00
OXI CRS 2-Way Interface	Per Interface / Annually	\$2500.00	15%	\$375.00	\$2125.00
OXI IFC Support	Per Interface / Annually	\$750.00	10%	\$75.00	\$675.00

Preferred Hotel Group Opera Lite PMS Software and Support Purchase Model

(25 functions)

Product	Unit	MSRP	Discount %	Discount Amount	PHG
OPERA Lite License	Per Room	\$40.00	20%	\$8.00	\$32.00
Oracle Lite License	Per Room	14.00	20%	\$2.80	\$11.20
OPERA Lite Support	Per Room / Annually	17.00	10%	\$1.70	\$15.30
Oracle Xpress Support	Per Room / Annually	\$3.50	10%	\$0.35	\$3.15
Interface Licenses to 3 rd party systems*	Per Interface	\$1500.00	15%	\$300.00	\$1200.00
IFC Support	Per Interface / Annually	\$300.00	10%	\$30.00	\$270.00
OXI CRS 2-Way Interface	Per Interface / Annually	\$2500.00	15%	\$375.00	\$2125.00
OXI IFC Support	Per Interface / Annually	\$750.00	10%	\$75.00	\$675.00

*Two interfaces are included in the Opera Lite bundle. Additional interfaces are \$1200 each, \$320/annual support.

Opera Lite requires 5 days of Implementation and Training Services @ \$800/Day

Opera Lite Hardware: (must be purchased through MICROS)

Server Bundle: \$1875. Includes Business Server Solution, 5-yr. 24/7 Response CarePak

Workstation Bundle: \$1175. Includes 1 Business Desktop Solution, 3-yr. 24/7 Response CarePak

Printer Bundle: \$425. Includes 1 HP LaserJet Printer, 3-yr. Next Business Day Response CarePak

Hosting Services Option: (No onsite server required)

One time set up (per site) Included

Monthly fee billed quarterly \$2.25/per room (License and support included)

Opera Leasing Program

Micros Leasing has a wide offering of leasing programs to suit Preferred Hotel Group's portfolio's needs. The attached document describes the benefits of leasing as well as a sample lease that illustrates the monthly cost for a 75 room Preferred Hotel that chooses to lease hardware, software, installation and 1st year maintenance and support. (Leasing is available in North America only currently).



Micros Lease Program

Benefits of leasing

Conserving Capital

Needed equipment can be acquired without depleting capital, which may be needed for other business purposes. Also, productive assets can be obtained for the purpose of earning profits for your business when internal capital for purchasing equipment is not available.

New Line-Of-Credit

A Lease-line can be viewed as another line-of-credit, which does not impact a company's existing bank credit arrangement.

Fixed Rate Financing

Lease payments are fixed at the beginning of the lease for the entire term. Fluctuations in market rates have no impact. Therefore, budget and cash flow planning are made easier.

Full 100% Financing

Two payments in advance are required as a security deposit. Micros Leasing is not limited to the financing of "equipment only". We can finance all of the services provided by your equipment vendor including:

*Opera PMS software

*Optional Opera modules (sales & catering)

*MyFidelio
*Training
*Installation

*Back Office Hardware and Software
*Micros POS solutions
*Shipping, etc.

Use vs. Ownership

In many cases, it is the use of the equipment, not its ownership that is the important element in its value to a business. The risk of technical obsolescence may make the additional costs of ownership unjustified, and the flexibility that leasing provides may be lost without benefit.

Tax and Accounting Considerations

Lease payments are usually fully deductible expenses over the term of the lease, and many times provide a quicker cost recovery than is possible with the depreciation of a purchase asset. Depreciation expense for purchased equipment enters into the Alternative Minimum Tax (AMT) calculation, and leasing equipment instead of owning it may help your company avoid a tax liability resulting from the AMT. Leasing can allow you to take advantage of off-balance sheet accounting, which can have a positive effect on your bottom line.

Sample 75 room Opera configuration

- Total cost: Approximately \$60,000.00, including hardware
- 36 month lease: \$2,160.00 per month
- 60 month lease: \$1,410.00 per month
- Purchase option is \$1.00 at lease end
- All leases subject to credit approval; see attached credit application.
- Other lease options available, e.g. shorter term, purchase options, etc.
- All pricing subject to change.

For more information contact:

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