

	Tiburon	Venue +	V Locker	VIP
Profitability; revenue share to NRH	70% for revenue up to \$160,000 a year; 75% after. Less credit card processing fees. (\$81,087 before credit card fees based on 2023 prices and rental mix.)	75% for revenue up to \$129,999 a year; 85% after. Less credit card processing fees. (\$86,879 before credit card fees, based on 2023 prices and rental mix.)	50% for all revenue. Less credit card processing fees. (\$57,919 before credit card fees based on 2023 prices and rental mix.)	50% for all revenue. Credit card processing fees shared 50%. (\$57,919 before credit card fees based on 2023 prices and rental mix.)
Meets overall specifications in the RFP	<ul style="list-style-type: none"> • Term - 6 years • Lead-Time - At least one month prior to park opening date • # Small doors - 198 • # Large doors - 76 • # Jumbo doors - 51 • # Kiosks - 7 • Mobile - yes • Supports groups - yes • Cabanas - Will provide manual lockers 	<ul style="list-style-type: none"> • Term - 5 years • Lead-Time - 30-45 days • # Small doors - 30 • # Large doors - 104 • # Jumbo doors - 72 • # Kiosks - 2 • Mobile - yes • Supports groups - coupon based support • Cabanas - no 	<ul style="list-style-type: none"> • Term - 5 years • Lead-Time - 12-16 weeks • # Small/Medium doors - 0 • # Large doors - 130 • # Jumbo doors - 102 • # Kiosks - 3 Payment; 4 Scan Point • Mobile - yes (opening of doors in development) • Supports groups - yes • Cabanas - yes? 	<ul style="list-style-type: none"> • Term - 5 years • Lead-Time - 8-10 weeks • # Small/Medium doors - 108 • # Large doors - 70 • # Jumbo doors - 46 • # Kiosks - 6 • Mobile - no • Supports groups - no • Cabanas - yes?
Customer/tech support & routine maintenance	<ul style="list-style-type: none"> • 27/7 Tech/customer support • Historically - immediate response • Weekly in-person service <ul style="list-style-type: none"> • Initial start-up: 8 hours • Weekly visits: 4 hours/week • \$1,760 labor cost 	<ul style="list-style-type: none"> • 27/7 Tech/customer support • Reference - same day response 	<ul style="list-style-type: none"> • 27/7 Tech/customer support • E-mail support ticket for call back within 10 minutes • Network of technicians to dispatch 	<ul style="list-style-type: none"> • 27/7 Tech/customer support
Ability to offer dynamic pricing, season pass discounts, credit and cash (and provide cash back)	<ul style="list-style-type: none"> • dynamic pricing - yes • season pass discounts - yes (provide member/card numbers in advance) • credit and cash - yes • Cash back - no; will provide bill breaker 	<ul style="list-style-type: none"> • dynamic pricing - yes • season pass discounts - pass holder would be required to obtain a coupon to scan for a discount • credit and cash - yes • Cash back - yes 	<ul style="list-style-type: none"> • dynamic pricing - in development • season pass discounts - yes • credit and cash - yes • Cash back - no 	<ul style="list-style-type: none"> • dynamic pricing - with approval • season pass discounts - no • credit and cash - yes • Cash back - no
Additional revenue opportunities such as vouchers and sponsorships	<ul style="list-style-type: none"> • Sponsorship opportunities - yes • Vouchers - no 	<ul style="list-style-type: none"> • Sponsorship opportunities - yes • Vouchers - yes; not on mobile. Does not provide a scannable code for POS to redeem 	<ul style="list-style-type: none"> • Sponsorship opportunities - not on screen • Vouchers - yes 	<ul style="list-style-type: none"> • Sponsorship opportunities - not on screen • Vouchers - no