

YANBOR LLC

PROPOSAL FOR SALE OF OUREPORTS SERVICE AND/OR SOFTWARE

For _____ (Client)

OVERVIEW

YANBOR LLC is pleased to submit this proposal for the sale of the OUReports service and/or software for use and licensing to the Client.

OUReports is a web-based simple report designer for non-programmers that allows end users to define user-customized reports. OUReports can be incorporated into existing Cache Studio or works as a standalone reporting system.

The Objective

- Need #1: Provide an online solution for user reporting
- Need #2: Analyze database structure and automatically design initial reports
- Need #3: Facilitate rapid training for usability by non-technical staff

The Opportunity

- Goal #1: Immediately serve customers using our cloud-hosted OUReports solution
- Goal #2: Integrate OUReports into existing Client reporting systems
- Goal #3: Provide out-of-the-box data analysis and data statistics in the first moments of using OUReports

The Solution

- Recommendation #1: Set up the online user-reporting system OUReports
- Recommendation #2: Install Client-dedicated version of OUReports on dedicated web server
- Recommendation #3: Train initial Client personnel and testers to effectively use OUReports

OUR PROPOSAL

Client may have a well-deserved reputation for quality customer service. However, the current climate is characterized by ongoing changes in service distribution and logistics, limitations that prevent taking full advantage of improvements in technology and in delivering data reporting services on the Internet, and movement from workstations to mobile devices. In the face of these changes, Client may experience decreasing sales revenues due to customer perceptions of the slowness and immobility of provided services.

We have developed a solution to help businesses stay ahead of customer requirement trends. We propose that Client implements a logistics solution focused on online reporting and the automation of data analysis and

statistics. Our solution can be integrated with existing Client reporting systems to fully realize the benefits of improved productivity throughout the entire reporting cycle.

Most importantly, if Client wants to buy OUReports and install it on Client's own web server we provide the complete source code for this new solution. This ensures that your staff can ramp up quickly and integrate OUReports into your existing solutions, resulting in concrete improvements in customer satisfaction and sales metrics. Moreover, for one year after Client's purchase of OUReports, we will provide free consultations for fixing bugs so long as the code is not altered by Client.

Rationale

- Half of the hospitals in the United States use a local workstation system (like Midas+ Report Track Reports) to create customized reports for Care Management, Case Management, Provider Credentialing, Lab Data, etc. This represents a management load, requires specialized workstation maintenance, and complicates the generation of comparable reports at different phases in the patient care pipeline.
- It is time to put the Internet to work on providing a modern service to increase mobility and to make the creation and processing of reports convenient, simple, and accessible for end users and administrators alike.
- Our Online User Reporting system (OUReports) will enable end users to create their own customized reports transparently and based on data in existing databases hosted by Client organization. It makes the creation of reports a fast and simple task that can be done by technical personnel after minimal training.

Execution Strategy

Our execution strategy incorporates proven methodologies, qualified personnel, and a highly responsive approach to managing deliverables. The following is a description of our project methods, including how the project will be developed, a proposed timeline of stages, as well as reasons for why we suggest developing the project as described.

The idea is to create a universal reporting system independent from the database and easily operated by end users without any programming or database knowledge. As soon as Client is registered and a connection to Client database is established, OUReports analyzes the structure of the database and generates a variety of tabular, graphical, and statistical reports, giving customers a powerful and convenient interface for data exploration and analysis.

Our Online User Reporting system enables end users to create their own customized reports transparently and based on data in existing databases hosted by Client organization. It makes the creation of reports a fast and simple task that can be done by technical personnel after only a few hours of training.

It can serve any kind of organization and business with data in SQL or non-SQL databases. It is applicable in a wide range of organizations including medical hospitals, county and government offices, industrial headquarters, etc.

Any organization with SQL Server, MySQL, Oracle, or InterSystems Cache databases can use it for quickly generating highly informational and formatted tabular, graphical, and statistical reports.

All that is required for OUReports to connect to the customer database is the connection string with reading permissions.

Technical/Project Approach

The system consists of two parts:

1. The WEB interface written in ASP.NET which we host on the cloud or, if the product OUReports is purchased, on Client's web server. It can be incorporated into Client's existing web-based solutions.

- The MySql database including OUReports' system of special database tables/classes houses the definition data of the reports. This set of tables/classes can be installed on Client database (SQL Server, MySql, or InterSystems Cache) if OUReports software is purchased during the initial system installation.

Resources

We are a small software development company, Yanbor LLC, developing the Online User Reporting software OUReports (working demo at <http://OUReports.com>).

Given a connection string, our system automatically analyzes the structure of Client database and creates reports and statistics which can be customized or directly used by Client.

Project Deliverables

Following is a complete list of all project deliverables:

Deliverable	Description
Deliverable #1	OUReports web site (set up on OUReports web server, or if purchased on Client web server)
Deliverable #2	OURdata database (set up on OUReports data server, or if purchased on Client data server)
Deliverable #3	Source code of systems named above (if OUReports software purchased by Client)

Timeline for Execution

Key project dates are outlined below. Dates are best-guess estimates and are subject to change until a contract is executed.

Description	Start Date	End Date	Duration
Project Start. Free Trial for 30 days.	Date of registration	Date of registration + 30 days	30 days
Installation of OUReports web site on Yanbor LLC web server with connection to Client database	Date of registration	Date of registration + 1-2 days if needed	2 days
Installation of OURdata database on Yanbor LLC Data server	Date of registration	Date of registration	1 day
Client tests the system installed on Yanbor LLC with reading permissions for connection to Client database	Date of registration	End of trial period	30 days
Reporting any problems, adjusting and fine-tuning, fixing problems if needed	Date of registration	End of trial period	30 days

To continue using OUReports service the Sale of OUReports Service agreement should be signed by both parties and the payment of \$30,000 for the next licensed period (1 year) should be received by Yanbor LLC before the end of the trial period.	End of trial period - 7 days	End of trial period	1 week
Below is the timeline for Clients who are interested in buying the OUReports Software: To purchase the OUReports Software the Sale of OUReports Software agreement should be signed by both parties and the first payment of \$59,500 should be distributed to Yanbor LLC.	Date of first payment received	Date of first payment received + 30 days	30 days
Installation of OURdata database on Client data server and OUReports web site on Client web server with connection to Client database	Date of first payment received	Date of first payment received + 7 days	7 days
Reporting any problems, adjusting and fine-tuning, fixing problems if needed	Date of first payment received	Date of first payment received + 30 days	30 days
Second (final) payment of \$59,500 distributed to Yanbor LLC	Date of first payment received + 23 days	Date of first payment received + 30 days	7 days

Supplied Material

To use the OUReports service Client shall provide the connection string with reading access to Client database reachable from the web server hosting the OUReports site. If the trial goes fine, nothing more is needed.

The following materials are to be provided by Client for purchase of the OUReports software. For YANBOR LLC to meet project milestones, these materials must be provided on schedule. The due dates given in the following table represent our best guesses based on current proposed project dates:

Materials to be supplied by Client	Due Date*
Windows Web Server 2012+ with IIS 8 or 10 and .Net Framework 4.5+ on Client network to host OUReports web site. The remote access to the server shall be provided to YANBOR LLC in order to install OUReports web site.	Date of first payment received
Client data server with empty OURdata database to set up as part of OUReports product and connection string with full access to OURdata database reachable from the web server hosting OUReports site. The remote access to the server shall be provided to YANBOR LLC in order to install OURdata database.	Date of first payment received

Connection string with reading access to Client database reachable from the web server hosting OURreports site	Date of first payment received
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**We cannot be responsible for cost overruns caused by Client's failure to deliver materials by agreed-upon due dates.*

EXPECTED RESULTS

We expect our proposed solution to Client to provide the following results:

Financial Benefits

- Result #1: OURreports can supply customized user data reporting and analysis for customers
- Result #2: OURreports can be used with Client databases to improve customer experience with report creation and provide customers with a large set of new graphical and statistical reports
- Result #3: OURreports can be used with Client customers' own databases to provide them with the same technology for online reporting (license fee for each database may apply)

Technical Benefits

- Result #1: OURreports can be incorporated into existing solutions and improve user reporting experience
- Result #2: Our simple and powerful web interface runs on any mobile device
- Result #3: Many predefined tabular, graphic, and statistical reports come with the system from the start

Other Benefits

Improved customer satisfaction.

PRICING FOR OUREPORTS SERVICE

The following table details the pricing for delivery of the services outlined in this proposal. This pricing is valid for 60 days from the date of this proposal:

Services Cost Category #1 - OURreports as service	Price
OURreports Client web site set up and maintenance	\$10,000.00
OURdata Client database (MySql) set up and maintenance	\$10,000.00
Customer Support	\$5,000.00
Total Services Category #1 Costs	\$24,000.00
Services Cost Category #2 - License, Training, additional service	
License Fee for one-year period	\$4,000.00
Equipment Rental	\$0

Training (10 hours)	\$1,000.00
Installation Travel	\$0
Marketing	\$0
Shipping/Handling	\$0
Total	\$30,000.00 for one Client with one database/namespace +\$10,000 for any additional Client database/namespace

PRICING FOR OUREPORTS SOFTWARE

The following table details the pricing for delivery of the services outlined in this proposal. This pricing is valid for 60 days from the date of this proposal:

Services Cost Category #1 - OUREports Software	Price
OUReports web application including initial installation on Client web server	\$50,000.00
OURdata database (MySql) installation on Client data server	\$20,000.00
Source code for OUReports .Net application with rights to modify and incorporate into existing Client products	\$30,000.00
Total Services Category #1 Costs	\$100,000.00
Services Cost Category #2 - License, Training, additional service	
Additional OUReports installations, including license fee of \$1,000 per user database	\$10,000.00 for installation of OUReports by Yanbor per additional user database
License Fees	\$18,000.00
Equipment Rental	\$0
Training (10 hours)	\$1,000.00
Installation Travel	\$0
Marketing	\$0
Shipping/Handling	\$0

Total	<p>\$119,000.00 for one facility with one server</p> <p>+\$10,000 for any additional Yanbor OUReports installation</p>
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Disclaimer: The prices listed in the preceding table are an estimate for the services discussed. This summary is not a warranty of final price. Estimates are subject to change if project specifications are changed or costs for outsourced services change before a contract is executed.

QUALIFICATIONS

YANBOR LLC produces a high quality/guaranteed product/service in the following ways:

- OUReports works with SQL Server, MySql, Oracle, and InterSystems Cache database to provide non-programmers with a simple and effective web interface for producing different user reports needed in Health Care Management, Government, etc.
- OUReports can easily be incorporated into existing solutions to add flexibility and mobility to the reporting process.

Yanbor LLC developers have extensive knowledge of Midas+, TCEtools, a variety of reporting systems, ReporTrack Reports, and are very experienced in Cache', SQL, and .Net programming.

Having the programming code that we developed will allow Client to use our ideas and methods for its own future development.

Yanbor LLC devoted 100% of their time to this project from start to finish.

CONCLUSION

We look forward to working with Client on your user reporting services. We are confident that we can meet the challenges ahead and stand ready to partner with you and deliver an effective reporting solution.

If you have questions on this proposal, please contact Yanbor LLC at your convenience by email at support@yanbor.com.

Thank you for your consideration,

Principal Product Manager

Yanbor LLC