PRODIGIQ, INC. PROPOSAL

FOR

LEASE MANAGEMENT SYSTEM FOR FORT LAUDERDALE EXECUTIVE AIRPORT (FXE)

To: Fort Lauderdale Executive Airport

Attn: Carlton Harrison

    Assistant Airport Manager

    6000 NW 21st Avenue

    Fort Lauderdale, FL 33309   April 26, 2021

RE: LEASE MANAGEMENT SYSTEM FOR FORT LAUDERDALE EXECUTIVE AIRPORT (FXE)

Dear Mr. Harrison:

Thank you for considering ProDIGIQ's Lease Management System (MYKONOS) for use at FXE. We appreciate the opportunity to present this proposal and look forward to the prospect of expanding our partnership with your airport.

After an analysis of FXE's needs, ProDIGIQ is proposing the following as part of this proposal:

LEASE MANAGEMENT SYSTEM (MYKONOS)

ProDIGIQ's MYKONOS has been developed to meet the unique needs of each airport and will adapt to the current business processes at FXE rather than FXE adapting to the system. MYKONOS comes with the Governmental Accounting Standards Board (GASB) Module that will allow FXE to comply with the GASB No. 87 requirements as well as a Tenant Portal which will streamline tenant compliance and enhance the lease application process.

MYKONOS' intuitive design will ensure the greatest ease of use for FXE's staff to efficiently manage the entire life cycle of leases. MYKONOS is supported with ongoing updates through the service agreement to make sure that the system does not become obsolete with the changes in technology. MYKONOS is flexible in architecture and easily customizable to support the changes in business processes during the implementation process and post implementation period. ProDIGIQ proposes to have the following features as part of the proposal:

1. Access - Available from any internet enabled device
   a. Unlimited users
   b. All activities will be logged
   c. Access control with varying levels of access privileges
      i. Read and write privileges
      ii. User vs. administrator privileges

2. GASB Module
   a. Centralized repository for all GASB and related lease data
   b. Automatically produce required amortization schedules
   c. Easily capture and track GASB data including tenant and lessor payments, Minimum Annual Guarantees (MAG) and more
   d. Easily generate complex GASB No. 87 calculations with the click of a button

3. Tenant Portal
   a. Automated alerts to inform key stakeholders of information uploaded by tenants
   b. Prospective tenants can easily apply for available properties
   c. Enhanced and comprehensive lease application process
   d. Capability for tenants to submit a variety of required airport compliance data/documents

4. Dashboard/Analytics - Graphical snapshot of relevant KPIs and SPIs
   a. Quickly see trends and lease breakdown such as types of by percentage, expiring leases and expiring insurances

5. Leases - Extensive array of types and sub-categories
   a. Hangar: District Hangar, District Storage Unit, Owner Built Hangar
   b. FBO
   c. Customizable to the specific needs of FXE

6. Capability of tracking relevant Lease information including but not limited to:
   a. Lease Square footage
   b. Lease expiration
   c. Insurance
   d. Historical maintenance
   e. Associated contacts

7. Mass Rent Increase - Easily filter leases and adjust rents
   a. Quick Search by key word

      b. Advanced Search

          i. Lease Type

          ii. Lease Category

          iii. Term and field to search

8. Alerts - Email notification of important expirations/tasks

      a. Expiring Leases, Insurance and Security

      b. Payment Reminders

      c. Pending Monthly Reports

      d. Lease Requirements

          i. Next Rent Increase

          ii. Insurance

      e. Automatically notify stakeholders of expiring leases/insurance/security deposit via email

9. Map Feature - Map of all leasable units/land for easy management, planning and maintenance purposes

      a. Real time depiction of the state of each unit on map by categories such as:

          i. Monthly lease

          ii. Vacancies

          iii. Expiring in more than ## days

          iv. Expiring within ## days

          v. Expired

          vi. Other (as requested by FXE)

      b. Graphical library that organizes lease documents, exhibits and photos

      c. One-click retrieval of complete lease record

10. Lease Document Storage

      a. Repository of lease terms, insurance, security, rent, maintenance obligations, sub-lessee, and monthly reports

      b. Capability to attach scanned documents and/or photos to lease record

      c. Archiving and retrieval of digital copy of lease agreements, insurance certificates, plats, surveys, deeds, easements, security deposit documents, etc.

11. Historical lease record archiving

      a. Store expired or lapsed leases in archive for quick reference and forecasting

      b. Prevent duplicate leases from coming up in searches

   c.   Simple one-click copy to auto populate new lease terms or restart lapsed tenant

12. Reporting - ProDIGIQ's system will include Standard and Custom reporting capabilities. ProDIGIQ will be able to configure any recurring reports that FXE needs into the system, as Standard reports, as well as provide a Custom reporting tool which will allow FXE to pick and choose data to incorporate as custom reports.

   a.   Generate custom report about lease status such as:

      i.   Types of Leases

      ii.   Leases and Insurance Expiring

      iii.   Pull specific data from various leases

      iv.   Other

   b.   Generate custom reports about unit status such as:

      i.   Monthly Lease

      ii.   Payment Status

      iii.   Expiring – More Than 90 Days, Less Than 90 Days

      iv.   Expired

   c.   Standard Reports will be configured to meet FXE's needs

There is a mandatory service agreement that will cover the following 7 functions for the MYKONOS:

1. Software maintenance
2. Software updates
3. Professional and secured hosting
4. Storage of data
5. Backup of data
6. Ongoing Quality Control and Quality Assurance
7. Ongoing tech support
   a. ProDIGIQ's Support Center- http://support.prodigiq.com
   b. Open ticket/Check ticket status
   c. See service windows:

Severity	Description	Response	Work Effort
1. Critical	System is unavailable, resulting in a critical impact on the operation. No workaround is available.	Less than one hour	At least one person working continuously
2. Serious	The system is available but its operation is severely restricted. No workaround is available.	Less than two hours	At least one person working continuously
3. Low-to-Moderate	System is available with limitations that are not critical to the overall operation. For example, a workaround forces a user and/or a systems operator to use a time-consuming procedure to operate the system; or removes a non-essential feature.	1 business day	Work effort to be mutually agreed by the parties.

PROPOSAL PRICING (BASED ON A 5-YEAR AGREEMENT)

Pricing Includes:

1. <u>**Unlimited users at FXE**</u>

2. <u>**Unlimited concurrent users at FXE**</u>

3. <u>**Unlimited 24x7, 365 days' technical support**</u>

4. <u>**Unlimited Data Storage**</u>

5. Software Updates and Back-Ups

6. Server hosting, Support and System Maintenance

7. Ongoing Quality Control and Quality Assurance

Proposal Pricing (Based on a 5-Year Agreement)

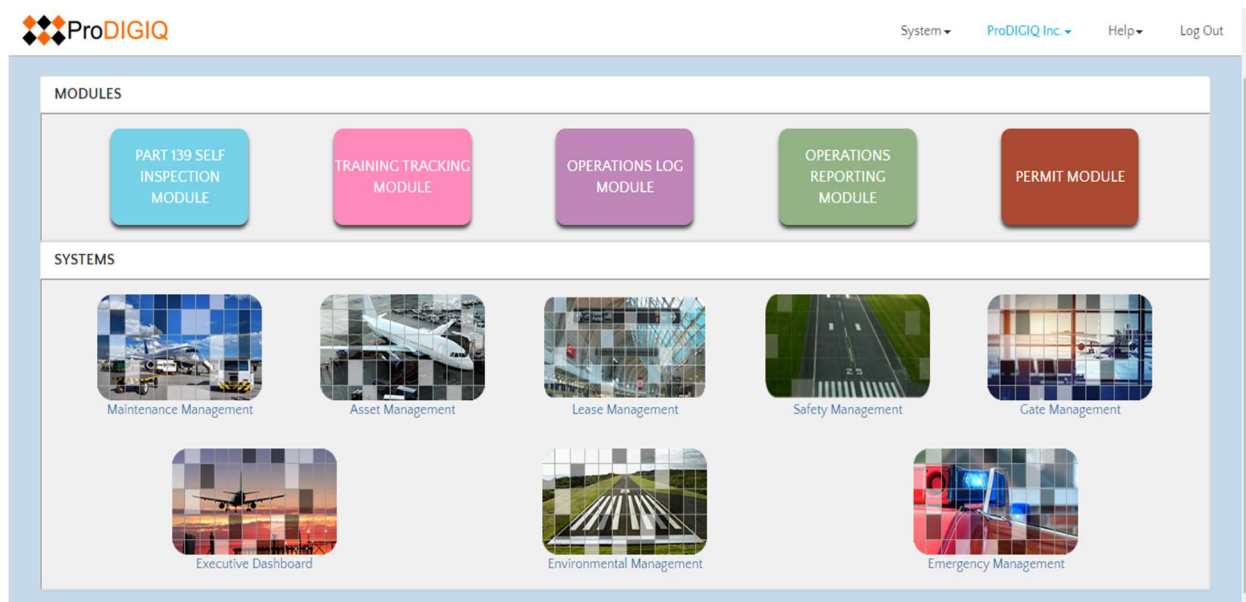| Service	Upfront Cost	Annual Ongoing (Years 1 -5)
Includes Unlimited Licenses for FXE for:		
1. MYKONOS	$36,000	$10,000
2. GASB	$6,000	$2,500
3. Tenant Portal	$8,000	$3,000
Integration between ProDIGIQ's Systems	Included	Included
Map Feature	Included	Included
Advanced Analytics and Reporting	Included	Included
Custom and Standard Reporting	Included	Included
1 Hour of Virtual Training per Quarter	Included	Included
Total Before Bundle Discount	**$50,000**	**$15,500**
Total After Bundle Discount	**$48,000**	**$13,500**

ProDIGIQ is offering the aforementioned systems/modules to FXE for an upfront cost of $48,000 and an annual ongoing server hosting, support and maintenance cost of $13,500 per year. For Year 1, the annual fee for MYKONOS includes server provisioning, server hosting, unlimited user licenses, unlimited data storage, backups and 24/7/265 technical support. For Year 2 onwards, the annual fee includes servers hosting, unlimited user licenses, unlimited data storage, backups, maintenance and 24/7/365 technical support. The proposed pricing is all-inclusive and includes all features mentioned in this proposal, all implementation, project management, initial training and other costs associated with the system's activation.
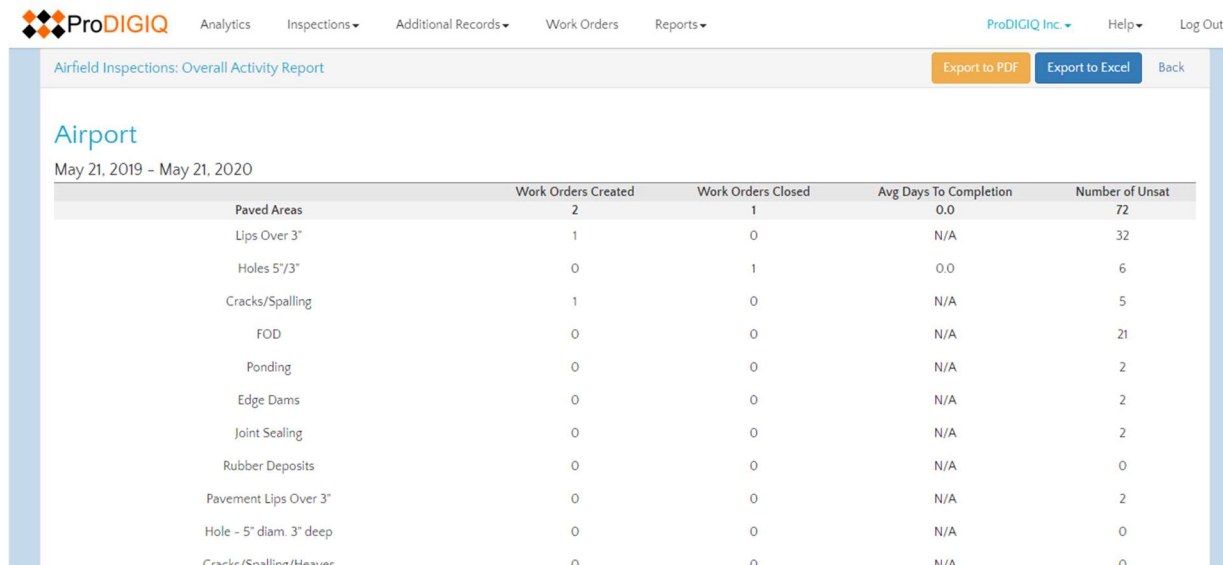
I hope you find this proposal acceptable.

Sincerely,
Anita Venkataraman
President and CTO
ProDIGIQ, Inc.

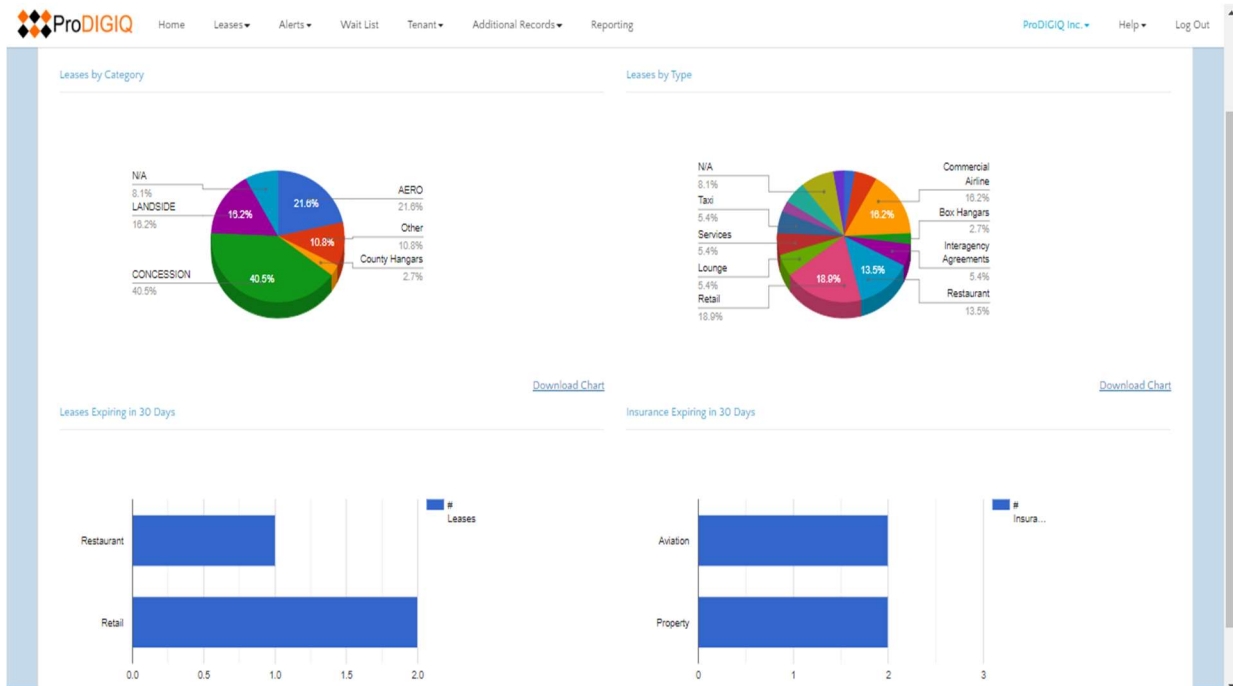# OVERALL SYSTEM SCREENSHOTS

1.1 Single Sign-On Portal

1.2 Standard and Custom Reporting

MYKONOS SCREENSHOTS

2.1 Analytics Dashboard

2.2 Map Feature

GASB SCREENSHOTS

3.1 Easily Fill CPI Adjustments, MAG Amount, Rate of Escalation and GASB Interest Rate Fields

3.2 Monthly Output Report

Lease	Month	Present Value	Payment	Interest	Rent	AR Balance
Bueno Investments, Inc.		NPV: $1,070,936.09		0%		$1,070,936.09
	November 2019	$13,914.09	$13,914.09	$0.00	$13,914.09	$1,057,022.00
	December 2019	$13,914.09	$13,914.09	$0.00	$13,914.09	$1,043,107.91
	January 2020	$13,914.09	$13,914.09	$0.00	$13,914.09	$1,029,193.82
	February 2020	$13,914.09	$13,914.09	$0.00	$13,914.09	$1,015,279.73
	March 2020	$13,914.09	$13,914.09	$0.00	$13,914.09	$1,001,365.64
	April 2020	$13,914.09	$13,914.09	$0.00	$13,914.09	$987,451.55
	May 2020	$13,914.09	$13,914.09	$0.00	$13,914.09	$973,537.46
	June 2020	$13,914.09	$13,914.09	$0.00	$13,914.09	$959,623.37
	July 2020	$13,914.09	$13,914.09	$0.00	$13,914.09	$945,709.28
	August 2020	$13,914.09	$13,914.09	$0.00	$13,914.09	$931,795.19
	September 2020	$13,914.09	$13,914.09	$0.00	$13,914.09	$917,881.10
	October 2020	$13,914.09	$13,914.09	$0.00	$13,914.09	$903,967.01

TENANT PORTAL SCREENSHOTS

4.1 Prospective Tenant Can Easily View Available Spaces, Applications or Submit Payments
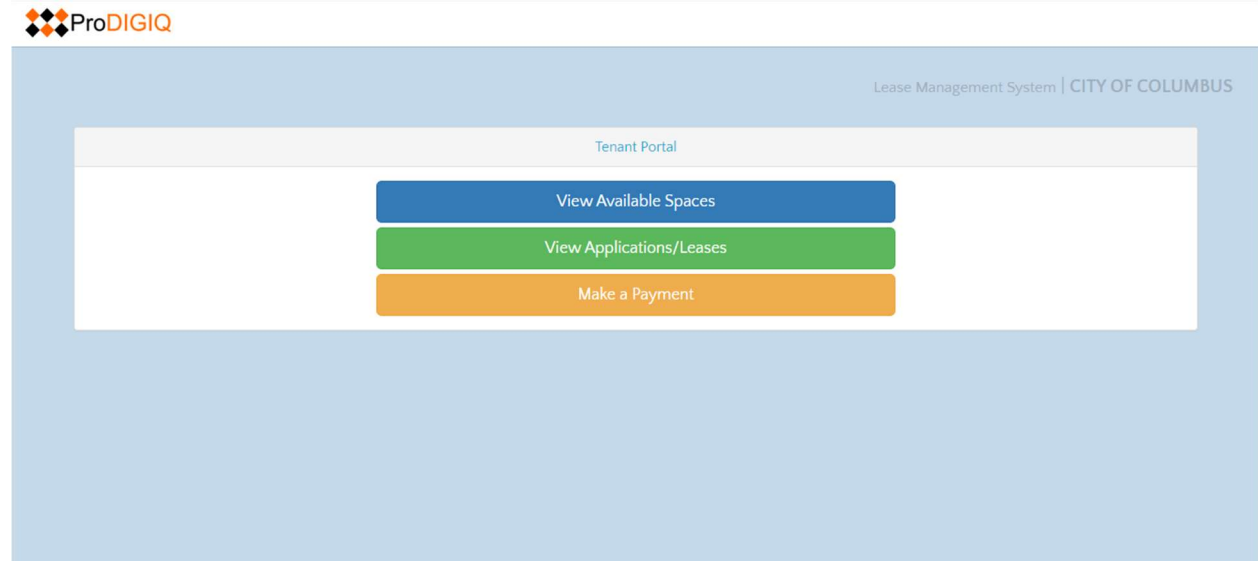
4.2 Visual Portrayal of Available Space