

Región Vysoké Tatry
Lenka Maťašovská
Starý Smokovec 1
062 01 Vysoké Tatry

Referring to: ALPregio Vysoké Tatry

Date: 30.10.2012

Ref. #: ANG-12-13146_3

Dear Ms. Maťašovská,

thanks a lot for your interest in our digital products. In the following you will find our new offer as well as an order form, which we kindly ask you to return to us via fax or e-mail.

The following offer applies to just one of your three regions, High Tatras.

If there is anything else you need, please feel free to contact me any-time.

Alpstein Tourismus
GmbH & Co. KG

Missener Straße 18
87509 Immenstadt

Tel. + 49(0)83 23 - 80 06 - 0
Fax + 49(0)83 23 - 80 06 - 50

info@alpstein.de
www.alpstein-tourismus.de

Sitz
Immenstadt
Amtsgericht Kempten
HRA 8939
Steuer-Nr.: 123 / 150 / 57009

Pers. haft. Gesellschafterin
Alpstein
Geschäftsführungs GmbH

Sitz
Immenstadt
Amtsgericht Kempten
HRB 9987
Steuer-Nr.: 127 / 121 / 51909

Geschäftsführer
Felix Schädler, Dipl.-Ing.
Hartmut Wimmer, Dipl.-Ing.

With best regards,

Thorsten Hilber

Phone +49 (0)8323 8006-67

Fax +49 (0)8323 8006-50

thorsten.hilber@alpstein.de

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Our offer

Pos. 1: Interactive Map Tool – ALPregio

In the following you will find a detailed description of the base module of our interactive map tool ALPregio. These modules contain mainly the geolocalized representation of trail-, tour-, map- and poi-data. By poi we refer to points of interest (accommodation, restaurants, lakes, picnic-areas etc.).

- Integration of interactive base-map including sensible reference- and navigational branchstructure
 - Rastermap with 17 zoom levels
 - Representation of all rivers, cities/towns and traffic routes
 - Flexible zoom- and movement capabilities of the map
 - Detailed information of poi- and tour-data by icon-click on the map
 - Web-based representation of leisure topics including overview- and detail-maps
 - Detailed description of all routes and infrastructure
 - Picture- and media galleries
 - Depiction of elevation profiles
 - .gpx-download capabilities
 - Print-capability of all poi- and tour-data including maps
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- View options: ALPSTEIN-map (outdooractive Summer/Winter), google, satellite, outdooractive hybrid, 3D-view, terrain
 - Routable trailnetwork
 - Wikipedia-, webcam- and picture-layer
 - Searchfilter for data and locations
 - Plan your way by car

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- Additional tabs: Top Tipps (highlights and special recommendations)

All content is managed and distributed by our ALPcms.

- Generate and edit poi- and tour-data
- Editorialized generation of all data which is representable in ALPSTEIN's map products
- Password coded access

ALPregio license fee: including software license, cartography license, hosting, hotline/support, updates

The licensing applies to one licensee.

Minimum term of contract: 24 months. After this period the contract renews itself for 12 months at each end of year, if there is no cancellation of contract in writing at least three months in advance of end of current contract term.

The monthly license fee will be billed at the beginning of one year for 12 months in advance (if contract starts within a year accordingly).

Pos. 1.1: API-utilization

With our outdooractive.com API Toolbox you can set up your individual frontend-visualization. <http://api.outdooractive.com>

The regular ALPregio visualization will be included for no additional charge.

License fee	monthly	150,00 €
Setup fee		1.500,00 €

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Pos. 1.2: ALPregio - Enhancement Modules

Pos. 1.2.1: Localization

At the moment we can offer: German, English, Dutch Italian, French.
Additional languages can be offered upon request.
Localization applies to frontend and backend as well as API.
For Slovak and Polish a translation will provided by TatryRegion.

License fee per language	monthly	50,00 €
Setup fee per language		400,00 €
Licence fee for English, Slovak and Polish	monthly	150,00 €
Setup fee for English, Slovak, and Polish		1.600,00 €

Pos. 1.2.2: ALPinterface

With our ALPinterface technology you can connect any of your existing databases to our ALPcms. You receive a detailed interface description that will enable your database provider to connect both systems. Data does not have to be generated redundantly.

Setup fee		1.500,00 €
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Pos. 2: Mobile-app

Pos. 2.1: iPhone-app base module

To setup any mobile app of ALPSTEIN an ALPregio has already to be in place since the app is using the same data that is stored in the initially set up ALPcms.

These contents can be visualized within the app:

- All leisure activities (biking, hikin, skiing, horseback riding, ...)
- All georeferenced data (Points of Interest - POIs)
- Map
- Already existing mobile optimized webpages can be integrated into the menu structure of the app (news, events, weather forecast, ...).

We cannot circumvent the review process of Apple. Thus we cannot guarantee a launch date for the app. (see terms and conditions of iTunes App-Store).

Our services include the creation of the app as well as the active inclusion of content out of your chosen ALPcms structure and global our content database. We also create the layout and design of the app. Pictures, brand-logos and the like are to be delivered by the licensee. This includes three correction runs, after which an hourly rate of 70,00 € will be charged.

Updates and the implementation of new features are being charged. Please find list of additional features below.

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App license fee: including software license, cartography license, hosting, hotline/support, updates

The licensing applies to one licensee.

Minimum term of contract: 24 months. After this period the contract renews itself for 12 months at each end of year, if there is no cancellation of contract in writing at least three month in advance of end of current contract term.

The monthly license fee will be billed at the beginning of one year for 12 months in advance (if contract starts within a year accordingly).

License fee	monthly	75,00 €
Setup fee		1.500,00 €

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Pos. 2.2: Android- app base module

To setup any mobile app of ALPSTEIN an ALPregio has already to be in place since the app is using the same data that is stored in the initially set up ALPcms.

These contents can be visualized within the app:

- All leisure activities (biking, hikin, skiing, horseback riding, ...)
- All georeferenced data (Points of Interest - POIs)
- Map
- Already existing mobile optimized webpages can be integrated into the menu structure of the app (news, events, weather forecast, ...).

Our services include the creation of the app as well as the active inclusion of content out of your chosen ALPcms structure and global our content database. We also create the layout and design of the app. Pictures, brand-logos and the like are to be delivered by the licensee. This includes three correction runs, after which an hourly rate of 70,00 € will be charged.

Updates and the implementation of new features are being charged. Please find list of additional features below.

App license fee: including software license, cartography license, hosting, hotline/support, upadates

The licensing applies to one licensee.

Minimum term of contract: 24 months. After this period the contract renews itself for 12 months at each end of year, if there is no cacella-

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tion of contract in writing at least three month in advance of end of current contract term.

The monthly license fee will be billed at the beginning of one year for 12 months in advance (if contract starts within a year accordingly).

License fee	monthly	75,00 €
Setup fee		1.500,00 €

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Pos. 2.3: App - Enhancement Modules

Pos. 2.3.1: Offline Capability

Save any data of the app offline to your device. This feature is a major commodity especially in areas with low or no network coverage. Also your foreign visitors will appreciate not to be charged any roaming costs.

- Offline-storage of the outdooractive-map (either fullscreen or flexible zoom). All 17 zoomlevels of the chosen area are being saved.
- Offline-storage of tour data
- Offline-storage of poi data
- Offline-storage of multimedia data (video, audio, pictures, etc.)

Setup fee	1.000,00 €
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Pos. 2.3.2: Localization

At the moment we can offer: German, English, Dutch Italian, French. Additional languages can be offered upon request.

Localization applies to frontend and backend as well as API.

License fee per language	monthly	50,00 €
Setup fee per language		400,00 €
Licence fee for English, Slovak and Polish	monthly	150,00 €
Setup fee for English, Slovak, and Polish		1.600,00 €

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Overview:

Pos. 1 ALPregio		0,00 €
Pos. 1.1 ALPregio API		
Licence fee for one ALPregio	monthly	150,00 €
Setup fee for one ALPregio		1.500,00 €
Pos. 1.2.1 Localization		
Licence fee for English, Slovak and Polish	monthly	150,00 €
Setup fee for English, Slovak, and Polish		1.600,00 €
Pos. 1.2.2 ALPinterface		
Setup fee		1.500,00 €
Pos. 2.1: iPhone-app base module		
Licence fee for one App	monthly	75,00 €
Setup fee for one App		1.500,00 €
Pos. 2.2: Android- app base module		
Licence fee for one App	monthly	75,00 €
Setup fee for one App		1.500,00 €
Pos. 2.3.1: Offline Capability		
Setup for on App		1.000,00 €
Pos. 2.3.2: Localization		
Licence fee for English, Slovak and Polish	monthly	150,00 €

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Setup fee for English, Slovak, and Polish 1.600,00 €

SUM TOTAL (regular)

Setup fees 10.200,00 €

License fees 1.050,00 €

SUM TOTAL (Your Price)

Setup fees

9.400,-
~~10.200,00 €~~

License fees

325,00 €

(License fees will apply for 24 Month)

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All prices are excluding VAT. Depending of the country the order was being originated in value added tax (19 % currently) may be added to all prices.

Terms & Conditions of Alpstein Tourismus GmbH & Co. KG apply.

<http://www.outdooractive.com/de/agb-b2b.html>

This offer is valid for 3 month.

Services that are needed beyond the above described are being charged per hour with 70,00 €.

Terms of Payment:

- Setup fees will be charged after your order is being placed.
- The licensing applies to one licensee.
- Minimum term of contract: 24 months. After this period the contract renews itself for 12 months at each end of year, if there is no cancellation of contract in writing at least three month in advance of end of current contract term.
- The monthly license fee will be billed at the beginning of one year for 12 months in advance (if contract starts within a year accordingly).
- Invoices are to be paid within 10 days.
- License fees apply as soon as the ALPregio is gone online or at the latest three months after the order was placed.

Rights of use:

The licensee is granted an unconditional and non transferable right of use of all results of the contract. All content may be utilized by ALPSTEIN within this as well as in other projects.

Alpstein Tourismus GmbH & Co. KG
Missener Str. 18
87509 Immenstadt

Fax: +49-08323-8006-50

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Order Form

Client: Región Vysoké Tatry
Ref.: ALPregio, Mobile Apps

Datum: 29.10. 2012
Ref. #: ANG-12-13146_3

Pos. 1 ALPregio
(Setup and license fee)

Pos. 1.1 ALPregio API
(Setup and license fee)

Pos. 1.2.1 Localization ALPregio English, Slovak and Polish
(Setup and license fee)

Pos. 1.2.2 ALPinterface
(Setup)

Pos. 2.1: iPhone-app base module
(Setup and license fee)

Pos. 2.2: Android- app base module
(Setup and license fee)

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Pos. 2.3.1: Offline Capability
(Setup)

Pos. 2.3.2: Localization App English, Slovak and Polish
(Setup and license fee)

Setup fees	9.400,00 €
License fees (325,00 € per month) (License fees will apply for 24 month)	7.800,00 €
SUM TOTAL (net)	17.200,00 €

With this signature I confirm the binding agreement of the positions specified above. I confirm the enclosed Terms & Conditions of Alpstein Tourismus GmbH & Co. KG.

0.11.2012

Location, Date

Signature