



Adaptive Insights, Inc.  
3350 W. Bayshore Road, Suite 200  
Palo Alto, CA 94303  
United States

## Order Form and Agreement

Offer valid through: 2/9/2018  
Prepared by:  
Summer Pilgeram  
spilgeram@adaptiveinsights.com

### Customer Information

#### Company Name

Visit Orlando  
6277 Sea Harbor Drive #400  
Orlando, FL, 32821  
US

#### Main Contact

Jeff Conway  
Director of Finance  
jeff.conway@visitortlando.com  
(407) 363-5800

#### Billing Contact

Jeff Conway  
Director of Finance  
jeff.conway@visitortlando.com  
(407) 363-5800

#### Provisioning Contact

Jeff Conway  
Director of Finance  
jeff.conway@visitortlando.com  
(407) 363-5800

### Order Information

**Start Date:** 2/25/2018  
**End Date:** 2/24/2021  
**Term (Months):** 36

**Billing Terms:** Net 30  
**Currency:** USD  
**Fiscal Year End:**

**Order Type:** Renewal  
**Convert Trial:**  
**PO Number:** \_\_\_\_\_

**Quote #:** Q-61828  
**Partner:**

### Subscription Items

Product	Quantity
Adaptive Planning Base Fee (Enterprise)	1
Adaptive Planning - Admin Seat	2
Adaptive Planning - Standard Seat	30
Process Management (Enterprise)	1
eLearning (For up to 2 users)	1
Connector Base Fee (Enterprise)	1
<b>Subscription Subtotal:</b>	
USD 186,000	
<b>Subscription Discount:</b>	
USD 112,905	
<b>Total Subscription:</b>	
<b>USD 73,095</b>	

### Totals (excludes any applicable local taxes)

Subscription Total:	USD 73,095
Service Total:	USD 0
<b>Grand Total:</b>	<b>USD 73,095</b>

### Order Terms

Use of Adaptive Insights service is subject to the terms and conditions originally accepted at Customer's initial use of service, unless otherwise mutually agreed and altered.

The Subscription & Support Fees for the initial Subscription Term will be paid in 3 equal annual installments and will be invoiced upon receipt of signed Order Form and on the anniversary thereafter. Payment is due and payable within Net 30 days from the date of invoice. Fees for Professional Services are payable per the Statement of Work.

This is a non-cancelable, non-refundable purchase. I hereby represent that I am an authorized signatory and have read and agree to the terms of this Order Form.

Adaptive Insights, Inc.  
Signature:

DocuSigned by:  
*Siddharth Sitaram*

69B32FDB3A9B452...  
Siddharth Sitaram

Name:  
Title:  
Date:

VP Controller  
2/20/2018 | 11:25:19 AM PST  
Date:

CUSTOMER  
Signature:

DocuSigned by:  
*Jeff Conway*

5BF4FA1A194749B...  
Jeff Conway

Name:  
Title:  
Date:

Director of Finance/Controller  
2/20/2018 | 8:46:43 AM PST  
Date: