



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@visitorlando.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@visitorlando.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
Subscription Subtotal:	
USD 186,000	
Subscription Discount:	
USD 112,905	
Total Subscription:	
USD 73,095	

Totals (excludes any applicable local taxes)

Subscription Total:	USD 73,095
Service Total:	USD 0
Grand Total:	USD 73,095

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

CUSTOMER
Signature:

DocuSigned by:
Jeff Conway

5BF4FA1A194749B...
Jeff Conway

Name:
Title:
Date:

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