

## Yondr Product Pricing - CIESC

Sample pricing structure for a school building with an enrollment of 500 students. For Year 1 of partnership with Yondr, school building receive the Yondr Education Package. This package includes magnetic unlocking bases, accessories, and dedicated support from a designated Partner Success Manager.

Product Name	Product Description	SKU	Qty	List Price	ESC Discount	ESC Price	Total Cost	Comments
Pouch	Push-pin Lockable Pouch w/ ID holder	SP3XLGBID2	500	\$30.00	10%	\$27.00	\$13,500.00	1:1 student ratio
Velcro Pouch	Velcro pouches for students with medical and other needs that require quick-access to their phone	SP3XLGBVL2	8	\$18.00	Included	\$0	\$0	1.5% of student enrollment
Magnetic Unlocking Base	Unlocking bases for lockable pouches	<i>choice below</i>	9	\$100	Included	\$0	\$0	60:1 pouch to base ratio. Bases allotted can be chosen from 3 product options based upon building operational need.
<i>Round Unlocking Base</i>	<i>Round, mountable unlocking base</i>	<i>SB3MBGBNF1</i>	<i>choice from 9 allotted</i>	<i>\$100</i>	<i>Included</i>	<i>\$0</i>	<i>\$0</i>	
<i>Handheld Base</i>	<i>Handheld unlocking base</i>	<i>SB3HHGBHH1</i>	<i>choice from 9 allotted</i>	<i>\$100</i>	<i>Included</i>	<i>\$0</i>	<i>\$0</i>	
<i>Lockbox</i>	<i>Lockbox unlocking base</i>	<i>SB3LBGBG21</i>	<i>choice from 9 allotted</i>	<i>\$100</i>	<i>Included</i>	<i>\$0</i>	<i>\$0</i>	
Totes	Distribution totes for pouches	SS1TOBBST1	3	\$35	Included	\$0	\$0	185:1 pouch to tote ratio
Hampers	Collection hamper for pouches	SS1HMBBSH1	1	\$65	Included	\$0	\$0	500:1 pouch to hamper ratio
Additional Pouches	Additional / Buffer pouches	SP3XLGBID2	75	\$30.00	10%	\$27.00	\$2,025.00	Yondr best practice, additional buffer pouches at roughly 15% of the enrollment
School On-Site Service	In-person on-site support w/ Yondr Partner Success Team for 1 day	School On-Site Service		\$2,250				In-person school On-Site Service which can be purchased as needed
			Product Value	\$18,464.00		<b>Total Cost</b>	<b>\$15,525.00</b>	<b>Total cost for Year 1 of Yondr Program</b> *excluding shipping & handling
			Per student value	\$36.93		<b>Per student cost</b>	<b>\$31.05</b>	