

SPECIAL PRICING PROGRAM FAQs

Applies to Contracts Executed by November 30, 2020

Program Overview

To eliminate budget barriers that many companies are facing from the economic recession, Safari is offering special “no-out-of-pocket” pricing for contracts signed by 11/30/2020. It’s essentially a contingent flat fee based on your good faith estimates of volumes. Safari will recover its fee only from funds recouped from subpoena issuers – and Safari takes the risk if the recovered funds are insufficient. ***The ROI is a no-brainer: you bring significant money into your company without spending a dime.***

Program Details

Your contract will specify a flat annual fee, and provide that Safari will be paid **only from costs recovered from subpoena issuers through Safari Pathways™**. In most situations, system costs can be included in costs recovered, so you are essentially passing Safari’s fee through to issuers. Of the recovered costs, Safari will retain the lesser of 1) 67% of costs recovered from subpoena issuers up to the flat annual fee, or 2) the flat annual fee. Without spending any money, you can be assured that implementing Safari will be cash positive. That is in addition to other “hard-dollar” savings from not mailing responses, and the time saved with a more efficient system.

How is the Flat Annual Fee Set?

The flat annual fee is based upon your estimate of annual subpoenas and information requests, plus certain setup options. The fee is determined with a standard pricing calculator (the same for all customers), which Safari will make available under an NDA.

Can the Annual Fee Change?

Yes, but only if the number of processed subpoenas over a 6-month period exceeds or falls short of the original estimates by more than 30%. If this 30% cushion is exceeded, then the new annual fee will be determined using the fee calculator.

What is Included?

Everything – system setup, implementation, unlimited use by unlimited users, all data storage and backup, ongoing support, system maintenance, and all upgrades.

Optional SSO and Registered Agent feed also included. The annual fee also covers the optional setup of single sign-on “SSO” (i.e. users do not need a separate user ID and password for Safari but only need to login to your corporate network), and an automated feed from your registered agent (e.g. CSC or CT).

How Do the Payments Work?

Subpoena issuers pay for your company’s recoverable costs on Safari’s SecureShare™ portal using a credit card. Each month Safari will transfer the funds to your company less Safari’s retained amount.

When Does this Program End?

If you join the Program, no-out-of-pocket costs continue through December 31, 2021. This Program is limited to 50 customers. Customers must fully execute the Safari contract by November 30, 2020. Starting in 2022, the pricing model will revert to the standard monthly subscription model. That is, the pricing calculator is the same, but the company pays a monthly fee to Safari, and receives 100% of the costs recovered.

PRICING EXAMPLE

Acme receives 1,000 subpoenas & information requests per year; implements SSO and a feed from CSC

AMOUNT PAID BY CO: \$0

IMPLEMENTATION FEE: \$0

FLAT ANNUAL FEE: \$30,252

1-year based on a good-faith estimate of Acme’s projected number of subpoenas per year.

SCENARIO #1

50% of subpoenas are cost recoverable, at an average rate of \$200/subpoena
Total recovered = \$120k
Safari retains: **\$30,252**
Co. recovers: **\$89,748**

SCENARIO #2

30% of subpoenas are cost recoverable, at an average rate of \$100/subpoena
Total recovered = \$30k
Safari retains: **\$20,000**
Co. recovers: **\$10,000**