



## Proposal for TurningPoint® Audience Response System

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### Overview

Institute of Electrical Electronics Engi has asked Turning Technologies to provide a proposal for a TurningPoint audience response system to be used in its training environment and meetings to dramatically enhance learning and participation. TurningPoint creates an interactive meeting that engages participants and improves their overall experience through instantaneous feedback.

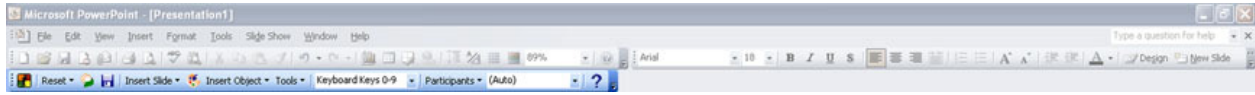


According to a recent independent report, Turning Technologies is the world-wide audience-response industry leader. Our belief is that companies of all sizes choose to partner with Turning Technologies more than any other company due to our superior products and exceptional service. One of the keys to our success is making our solutions accessible and user friendly.



### TurningPoint TurningPoint

TurningPoint is the easiest-to-use system on the market because it is native to PowerPoint®, presenters' preferred presentation software. With TurningPoint, presenters can leverage their knowledge of PowerPoint to create an interactive question with a couple of mouse clicks versus the twenty to thirty steps in competitive products. To enable all instructors to benefit from our program, TurningPoint is also available in a MAC version. Best of all, setting up an interactive session is a simple plug and play process. No hardware configuration is necessary. And with our XR platform, there is an advanced hardware option with an LCD screen.



There is also a floating toolbar option, TurningPoint Anywhere, which enables the user to poll at anytime in any application. This provides maximum flexibility by enabling users to ask interactive questions while using content in Word, pdfs, videos, web pages and more.



## Open Architecture

Turning Technologies is committed to an open architecture model so that our system works with many complementary technologies. Many other competitors' systems employ a closed architecture that limits this type of flexibility. Through the use of common file extensions and seamless integrations with learning management systems such as Blackboard and WebCT, we enable the user to freely move classroom performance data easily between systems.

## Content

Users can also automatically load their interactive questions from Word into TurningPoint. Presenters can use content from multiple sources by simply cutting and pasting.

## Accessibility



Turning Technologies' products are built with the real-world user in mind. ResponseCards are durable with a clean crisp design. Participants can easily respond to interactive questions with minimal instruction due to our intuitive streamlined interface. For those students with special needs, our Braille ResponseCards and vPad (a virtual ResponseCard which operates on any computer) provides these participants with the ability to fully participate in interactive meeting or training session.

## Support



As you implement TurningPoint throughout your company, it is important to have a partner that provides world-class support. We are the only audience response company with live phone support which is available from 7:00 a.m. to 9:00 p.m., Monday through Friday, eastern time. Turning Technologies also offers live WebEx training, email support and a web-based learning community.

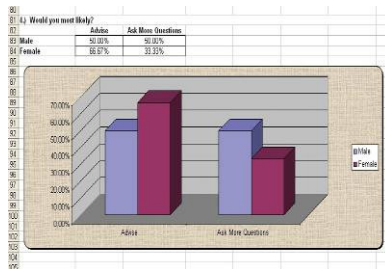
# Return on Investment

I believe that Institute of Electrical Electronics Engi will realize strong benefits using TurningPoint based on our customers' experiences. With the average meeting participant having limited attention span, it is critical to engage your audience and redefine the training and meeting experience. Integrating TurningPoint audience response into your environment is your key to efficiently gathering critical data and feedback. Within just a few applications, customers can nearly always save time, money, and resources to pay for the system and contribute to the bottom line of the organization. Whether the objective is to come to consensus, discover unknown facts, or just rapidly compile participant results, TurningPoint is a value-add for any interactive meeting or training session.

## A System to Grow With

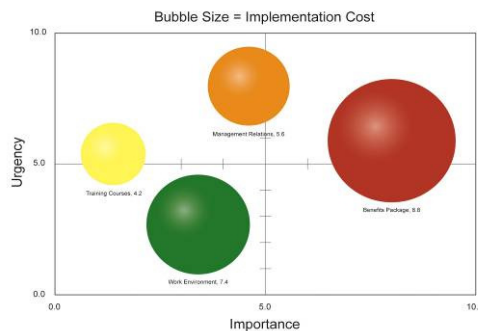
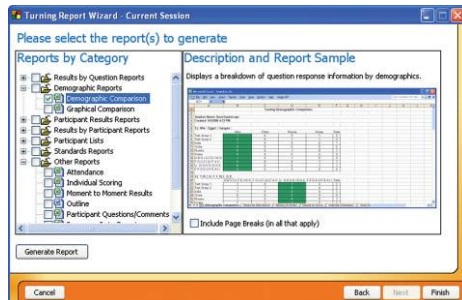
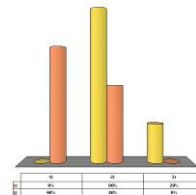
While presenters can get up and running with TurningPoint in minutes, the system will continue to serve their needs as they expand their use of the system. Additional functionality found in TurningPoint includes:

- Automatic roster creation – with XR LCD hardware, the attendee's name is sent with their answer responses and TurningPoint automatically populates attendee rosters
- Demographics and data slicing – cut and splice data to see how different demographics respond to questions on the fly and in reports
- Comparative linking – do pre and post assessments to measure shifts in opinion and comprehension
- Conditional branching – create a non-linear presentation based on the responses of the audience.
- Priority Ranking Wizard – allows priority to be given to those topics that create the most value to the customer.



Select the correct answer.

- 1) 1965 over 100%
- 2) 1985 over 140%
- 3) 1995 over 165%





**Turning  
Technologies**

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Phone (866) 746-3015  
Fax (330) 259-7615

# Price Quote

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**IEEE: 100 Seat RF Audience Response System**

DATE	VALID FOR:	SHIP VIA	TERMS
September 24, 2009	30 Days	UPS 2 <sup>nd</sup> Day Air	NET 30

Product ID	Name	Price	Qty.	Extended Price
TP-2008-RF	TurningPoint 2008 RF Software, Receiver	\$395.00	1	\$395.00
RFC-02	ResponseCard RF-02	\$39.00	100	\$3,900.00
PKG-RF100	Case - 100	\$0.00	1	\$0.00
SUPPORT12	Support/Maintenance & Upgrades 12 months	\$0.00	1	\$0.00
SUPPORT24	Support/Maintenance & Upgrades 24 months	\$859.00	1	\$859.00

\*The above prices are based upon the specified quantities. Lesser quantities may not be available at the quoted price.

NOTES:

1. Annual support and maintenance agreement extends software maintenance and hardware warranty for an additional 12 months. Software support includes phone and email support, and all software version upgrades and updates.
2. Pricing does not include Shipping and Handling (S&H). S&H costs are based on number of systems purchased and selected delivery method. S&H will be added in at the time of purchase. Systems are shipped via UPS 2 Day Air unless otherwise specified.
3. The price quoted excludes applicable sales taxes. The actual invoiced price will include all applicable taxes required to be collected by Turning Technologies, LLC.
4. Normal order processing is 10 business days from the date your order is received, however orders can be expedited for a fee.

SUBTOTAL	\$5,154.00
Shipping & Handling <sup>2</sup>	NOT INCLUDED IN QUOTE SEE NOTE #2
Sales Tax	Per State Guidelines
<b>TOTAL</b>	<b>\$5,154.00</b>

## Turning Technologies - Credit Card Order Entry Form

*(All items must be complete to process the card)*

Name (as it appears on the card)	
Company (if applicable)	
Billing Address of Card	
Billing City	
Billing State	
Billing Zip	

Credit Card Number	
Card Type (MC/Visa/Discover/AMEX)	
Expiration Date	
4 Digit Security Code on Front (AMEX)	
3 Digit Security Code (MC/Visa/Discover)	

Billing Amount	
Contact Phone Number	
Contact Email Address	

If Different than Billing Address:	
Ship To Name (person)	
Company Name to which order will ship	
Shipping Address	
Shipping City, State, Zip	
Order information and Instructions:	

Receipt Instructions:

Email     Mail     Both



# Credit Application

## Turning Technologies, LLC

255 West Federal Street  
Youngstown, OH 44503  
330.746.3015  
330.259.7615

Name of Business \_\_\_\_\_

Business Address \_\_\_\_\_

Street City State Zip

Business Phone \_\_\_\_\_ Business E-Mail \_\_\_\_\_

Date Established \_\_\_\_\_ o Partnership o Corporation o Individual

Owners Name \_\_\_\_\_ Owners Phone \_\_\_\_\_

Owners Address \_\_\_\_\_

Name and Phone Number of Accounts Payable Person \_\_\_\_\_

If you are tax exempt, please attach a copy of sales tax exempt form

## CREDIT REFERENCES

1 . \_\_\_\_\_  
Name Address State Zip Acct # Phone No.

2 . \_\_\_\_\_  
Name Address State Zip Acct# Phone No.

3 . \_\_\_\_\_  
Name Address State Zip Acct# Phone No.

4. Name of Bank \_\_\_\_\_ Account No. \_\_\_\_\_  
Phone No. \_\_\_\_\_ Fax No. \_\_\_\_\_  
Street \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

## CREDIT AGREEMENT

I/ we agree that payment will be submitted under the terms established by Turning Technologies, LLC. In the event my/ our account becomes past due, the entire balance will be due and payable at once. Ninety (90) day past due accounts will be subject to collection and all legal fees incurred. I/ we agree to pay past due balances at the rate of 1.5% per month (18% annual). Returned checks will be subject to a twenty -five (\$25) service charge. I HEREBY AUTHORIZE THE ABOVE NAMED INDIVIDUALS AND/ OR INSTITUTIONS TO RELEASE PERTINENT FINANCIAL INFORMATION REQUESTED FOR ESTABLISHMENT OF CREDIT WITH Turning Technologies, LLC

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

**WE NEED COMPLETE INFORMATION IN ORDER TO PROCESS YOUR APPLICATION**

Contact John Mulcahy at 1-330-884-6254 or Toll Free at 1-866-746-3015 for more information.