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**From:** "Tiffany Melvin" <tiffany@nascocorridor.com>  
**To:** Blackwood', 'George; ; 'Vander Schaaf, Dale [DOT]'; Henkel, Tim; Selness, Cecil; Ramirez', 'Tonia; Tomlinson', 'Phil; ; 'Spacek, John (MIT)'; Schwebel', 'Gerry; Keener', 'David Weiler Eaton; 'Horosko, Andrew'; ; Bergfalk', 'Jim  
**CC:** Brown', 'Tim; 'Mohler, John'; Conde', 'Francisco; Connell', 'Rachel  
**Date:** 6/7/2007 10:19 AM  
**Subject:** SUCCESS!!  
**Attachments:** [TEXT.htm](#) (6,531 bytes)

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Well, we finally got the Savi / NASCO agreement finished! This is fantastic news, and thank you so much to Rider Scott, George Blackwood and Jim Bergfalk for all of your work on this. You made the Board proud!!!

The highlights are as follows...

The document establishes NASCO as a true partner of Savi as opposed to simply an agent for their business development.

The revenue sharing was agreed to and finalized and worked out much better than the original formula. We are looking at about \$6.00 per transaction as opposed to \$0.25!

NASCO will receive access and use of the data for our future trade corridor management system.

The agreement allows NASCO to build beyond the Savi Technology for our Trade Corridor Management System, meaning we can add other technologies and components to the project and are not limited to only working with Savi.

And the timeline holds everyone's feet to the fire, so we will be making phone calls and setting up meetings to get started ASAP!!

Although this has taken a long time, we achieved everything we sought to achieve in this agreement.

Most importantly, this agreement meets the assumptions and dependencies needed to move forward with the NAFTRACS project with USDOT. We submitted the application on May 25th, and have not heard anything back

from USDOT, so I do not have any updates on the timeframe of dealing with USDOT. I will let you know as soon as I hear anything.

I will be providing frequent updates to each of you. Also, please feel free to call me any time for updates. With just the three of us at the NASCO offices, we are very busy around here!! :) So many exciting projects!

This is a huge moment for NASCO. The culmination of 13 years of planning and preparing. This partnership is the first step and foundation for our Trade Corridor Management System. We should all be very happy.

Please call me with any questions and if you would like more details on the agreement reached yesterday.

Talk to you soon!

Tiffany

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