



200 North Front Street ♦ Suite 103 ♦ Philipsburg, PA 16866  
Phone: (814) 342-3120 ♦ Fax: (814) 342-3145 ♦ www.surferquest.com

## Case Study Internet Kiosk / Business Center

Type: Hotel 800 rooms

Location: New York City

### Overview

Located immediately off the main lobby, three (3) highly visible SurferQuest systems are installed for the guests to use. The equipment was provided at no cost, under a revenue share agreement. The internet connection was supplied by the property itself.

The machines are mounted to the wall, but situated in a way that users can sit down to use SurferQuest.

This location is a prime property in a very busy area.

### Equipment

- √ 3 Gateway Profile Computers
- √ 3 Wall Mounts
- √ SurferQuest full Throttle
- √ Gold Support

Cost approx. \$6K  
Over 3 yrs approx. \$9K

### The Numbers

#### Usage:

March	491 times
April	438 times
May	495 times
June	361 times

#### Rates:

15 Minutes	\$ 6.95
30 Minutes	\$10.95
60 Minutes	\$17.95

#### Revenue:

March	\$4,063
April	\$3,689
May	\$4,140
June	\$2,940

Note: This property only uses Credit Cards and the revenue is deposited directly into the merchant account.



200 North Front Street ♦ Suite 103 ♦ Philipsburg, PA 16866  
Phone: (814) 342-3120 ♦ Fax: (814) 342-3145 ♦ www.surferquest.com

## Case Study Internet Kiosk / Business Center

Type: Hotel 350 rooms      Location: Boston, Ma

### Overview

This Hotel has 2 SurferQuest Internet Kiosks. No printers. They were installed in 2003 and run perfectly well ever since while the systems get some heavy usage. This property also charges higher prices than usual.

For 15 minutes they charge around \$10 and for 30 minutes \$15.

### Equipment

- √ 2 Gateway Profile Computers
- √ 2 Deskmounts
- √ SurferQuest full Throttle
- √ Gold Support

Cost approx. \$4K  
Over 3 yrs approx. \$6K

### The Numbers

#### Usage:

April	78 times
May	50 times
June	50 times
July	103 times

#### Rates:

15 Minutes \$10  
30 Minutes \$15

#### Revenue:

April	\$ 888
May	\$ 544
June	\$ 538
July	\$1,190



200 North Front Street ♦ Suite 103 ♦ Philipsburg, PA 16866  
Phone: (814) 342-3120 ♦ Fax: (814) 342-3145 ♦ www.surferquest.com

## Case Study Internet Kiosk / Business Center

Type: Hotel 190 rooms

Location: Boston, Ma

### Overview

A 190-room Luxury boutique hotel in the heart of Boston. A customer for over 2 years and they have 2 Gateway Computers in their Business center.

### Equipment

2 Gateway Profile  
Computers  
2 Deskmounts  
SurferQuest full  
Throttle  
Gold Support

Cost approx. \$4K  
Over 3 yrs approx. \$6K

### The Numbers

Usage:  
April 120 times  
May 99 times  
June 114 times  
July 127 times

Rates:  
15 Minutes \$3.95  
30 Minutes \$6.95  
60 Minutes \$9.95

Revenue:  
April \$ 1,224  
May \$ 904  
June \$ 988  
July \$ 1,115



200 North Front Street ♦ Suite 103 ♦ Philipsburg, PA 16866  
Phone: (814) 342-3120 ♦ Fax: (814) 342-3145 ♦ www.surferquest.com

## Case Study Internet Kiosk / Business Center

Type: Hotel 240 rooms

Location: Hilo, HI

### Overview

As a holiday destination Hawaii is very popular and this property on the big island one of the high-end properties.

They have one Gateway Computer, located in the Lobby.

### Equipment

1 Gateway Profile  
Computers  
1 Deskmounts  
SurferQuest full  
Throttle  
Gold Support

Cost approx. \$2K  
Over 3 yrs approx. \$3K

### The Numbers

#### Usage:

April	195 times
May	179 times
June	227 times
July	263 times

#### Rates:

15 Minutes	\$3.95
30 Minutes	\$6.95
60 Minutes	\$9.95

#### Revenue:

April	\$ 1,037
May	\$ 860
June	\$ 1,206
July	\$ 1,372