

November 28, 2018

Drillinginfo Client

Mr. Brian Blakeman  
Chief Financial Officer  
Tailwater Capital  
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Drillinginfo Contacts

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Dear Brian,

Thank you for the opportunity to partner with you to provide preferred pricing to your portfolio companies.

All discounts noted below are a percentage off **list pricing** which are a function of company size — determined by total employee headcount — which will be provided by the portfolio company at the time of commercial discussions.

Any **new services** licensed by any new or existing Drillinginfo customer will be discounted as follows:

15% Discount Basic Services	10% Discount Specialized Services	20% Discount Premier Service Bundles
DI Basic	DI WellCast	Upstream Premier
DI Plus	DI Analytics	Oilfield Services Premier
DI Engineering	DI International	Midstream Premier
DI Chemicals	DI Optiflo	
DI Market Research Products	DI Prodcast	
Any DI Connectivity Service	DI Play Assessments	
DI Courthouse	DI Consulting	
DI Rig Analytics	DI Transform	

We can also offer your portfolio companies discounts for multi-year agreements:

1. Two-year term: A 10% discount off the total price of year one. This may be combined with discounts above.
2. Three-year term: A 15% discount off the total price of year one and a 7.5% discount off the total price of year two. This may be combined with discounts above.
3. We cannot offer any discount to the base (i.e., existing) subscription rate for an existing customer for a one year renewal, although new services added to the license will be discounted according to the table above.

This preferred pricing agreement can be terminated by either party for any reason at any time.

Best,

Ben Shyman