



TO:

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FROM:

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DATE:

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SUBJECT: Software Sales Multiple CPU Pricing Policy

There still seems to be some confusion as to what the price of MAPS/Host and/or INTAC would be for a client who has multiple CPU's of different types. The policy is that the price for the first license is that of the more powerful (i.e. higher priced) version. The client would also get the training and documentation associated with this version. The discounts for additional licenses (50% or 25%) would then be applied against the purchase price for the less powerful version.

The attached document explains this policy clearly, as well as the policy for upgrading, and gives some examples.

Please call me if you have any questions regarding this policy or any other software pricing issues.

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# Software Pricing Policy (MAPS/Host & INTAC)

### I. Multiple Licenses:

If the software is to be licensed on more than I machine, the primary license will be the price of the license for the larger machine. The price of subsequent licenses will be computed as the discount terms applied to the base price for the particular machine.

#### EXAMPLE:

Client has 2 VAX-11/782's, 1 PDP 11/70 and 3 PDP 11/44's:

Primary license				\$36,00	Ø (for	lst	VAX	11/782)		
	2nd	(additional)	license	\$18,00	(for	2nd	VAX	11/782)	-	50%
	3rd	(additional)	license	\$12,00	Ø (for	PDP	11/	7Ø)	_	5∅%
	4th	(additional)	license	\$ 9,00	(for	lst	PDP	11/44)	_	50%
	5th	(additional)	license	\$ 9,00	(for	2nd	PDP	11/44)	_	50%
	6th	(additional)	license	\$ 4,50	(for	3rd	PDP	11/44)	-	25%

#### II. License Upgrade:

If a client wishes to upgrade their license, they must pay the difference between the price paid for the original license and the <u>current</u> purchase price for the upgraded version.

When a client wishes to upgrade and has more than one license, the problem is more complex. There are several possibilities here, so examples will be used to illustrate.

## $\underline{EXAMPLE} \pm \underline{1} - (Upgrade of additional license)$

Initial license is for a VAX 11/782 (\$36,000). An additional license is purchased for a VAX 11/730 (\$6,000 or 50% or \$12,000). The additional license is then upgraded to a VAX 11/750. The cost of this upgrade is \$3,000 (50% of current price is \$9,000 - \$6,000 paid for 11/730 version = \$3,000).

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## EXAMPLE #2 - (Upgrade of original license, 1st additional license)

Initial license is for a VAX 11/730 (\$12,000). An additional license is desired for a VAX 11/782. The original license must be upgraded in this case. The cost of the upgrade and the additional license is \$30,000 as follows:

License upgrade \$36,000 - \$12,000 Paid originally = \$24,000 Additional license 50% of current 11/730 purchase price (\$12,000) = \$6,000.

Notice that once a license is upgraded to the highest grade (VAX 11/782) all subsequent upgrades of additional licenses would then be done as in example #1, a simple difference between the current purchase price of the upgraded version at the original discount and the amount originally paid for the additional license.

## EXAMPLE #3 - (Upgrade of original license - many CPU's)

Client has purchased 6 licenses (original and 5 additional) for PDP 11/70's and now wishes to purchase a 7th license for a VAX 11/782.

		Original cost
Original License	11/70	\$20,000 (old price)
Additional License #1	11/70	\$12,000 (50%)
Additional License #2	11/70	\$12,000 (50%)
Additional License #3	11/70	\$12,000 (50%)
Additional License #4	11/70	\$12,000 (50%)
Additional License #5	11/70	\$ 6,000 (25%)
Additional License #6 plus upgrade	11/782	\$22,000

Upgrade - 36,000 - 20,000 = 16,000Additional license 6,000 (25% of 24K)