

Red Carpet Subscriptions - Enterprise Licensing Program Overview

The goal of the Red Carpet Subscription Enterprise Licensing program is to enable mutual business success through delivery of best of breed Internet communications, security, and e-business components.

Enterprise Licensing Program Overview

The /n software Red Carpet Subscription Enterprise Licensing Program is a volume purchasing agreement that allows corporate customers who wish to license a minimum of 10 developers to benefit from significant cost reductions as well as a wide range of other benefits. This overview provides a profile of the program and how it works.

Benefits of the /n software Red Carpet Subscription Enterprise Licensing Program

Give your developers the tools they need to bring projects to market faster and under budget. Each Enterprise License is the equivalent of a full /n software Red Carpet Subscription for each and every installation.

- License discount based on cumulative purchases
- Convenient license acquisition and deployment
- Priority technical support services
- Easier accounting compliance

Discount Structure

Tier	Min Units	Max Units	Discount From Retail
I	10	24	20%
II	25	49	30%
III	50	99	40%
IV	100+		Please Call

These discounts apply to all new purchases as well as all annual renewals. The discount levels can be earned as additional licenses are acquired or you can choose to license all of your development staff from the start.



Enterprise Licensing Program

Red Carpet Subscriptions

Red Carpet Enterprise Licensing Details

Lower Cost Based on Volume Procurement

The Red Carpet Enterprise License offers significant discounts over the individual pricing model. The discounts offered are proportional to the total number of licenses purchased.

Pay-as-you-grow pricing is offered for growing business that do not have the immediate need for the number of licenses offered in the higher tiers, but anticipate the need for it in the future. As new licenses are acquired, Red Carpet Subscription Enterprise holders are automatically upgraded to the next higher tier. Alternatively, corporations with larger numbers of developers can purchase into the higher tiers immediately and receive larger discounts from the start.

At the time of annual license renewal, Red Carpet Enterprise licenses will be upgraded or downgraded to the appropriate tier based on the total number of active licenses. Additional licenses acquired throughout the year will be purchased at the new rate, and renewal for existing licenses will be offered at the same discount level.

Simplified Procurement and Billing

After the initial purchase, licensing costs will be invoiced once a year at the anniversary of initial enrollment. The customer is responsible for payment for all licenses added during the enrollment year, but billing for these licenses is postponed until the renewal date. All costs will be detailed in one invoice and billed at the appropriate pricing tier based on the aggregate number of licenses.

Simplified License Acquisition and Deployment

License management is simplified in the Enterprise License through automatic web-based license procurement. Renewals take effect automatically at the anniversary date of each subscription, with the customer having the option to transfer or terminate individual licenses at any time. All licensing activity will be tracked automatically and billed at the renewal date.

Priority Technical Support

Enterprise License holders automatically receive Premium Support, for as long as the license is maintained. Premium Support users are granted access to telephone support in addition to priority on all email support (all queries are moved to the top of the support queue and guaranteed responses within one business day). Tier II members and higher are assigned a Senior Technical Support Coordinator, responsible for managing any open issues.

TIER	I	II	III	IV
Aggregate Licenses	10-24	25-49	50-99	100+
Discount	20%	30%	40%	Call
Priority Support	X	X	X	X
Count Licenses Once Per Year	X	X	X	X
Dedicated Senior Support Contact		X	X	X
Iron Mountain Source Code Escrow		X	X	X
Eligibility for 24/7 Enterprise Support			X	X

Asset Protection

Beginning with Tier II, customers are automatically enrolled and become beneficiaries of the /n software - Iron Mountain source code escrow, at no additional cost.

24/7 Enterprise Technical Support

Tier III and Tier IV customers are eligible to enroll in our 24/7 Enterprise Technical Support Program, providing immediate support escalation, response time guarantees, and 24/7 availability.