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 reduction as well as a wide range of other advantages. This overview provides a profile of the program and how it works.

Benefits of 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 and benefit from the top.

Enterprise Licensing Program
Red Carpet Subscriptions

Lower Cost Based on Volume Procurement

The Red Carpet Enterprise License offers a significant discount over the individual pricing model. The discount offered is 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 added, Red Carpet Enterprise holders are automatically upgraded to the next tier. Alternatively, corporations with larger numbers of developers can purchase into the higher tiers immediately and receive the greater discount applied on all of their licenses.

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

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 Aquisition and Deployment

License management is simplified in the Enterprise License through the use of a single product key rather than individual licenses which must be tracked separately. This master product key is the same for all installations of the Red Carpet, even newly acquired purchases. There is no need to manage which developers are issued what license, since license holders are tabulated annually.

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 Moutain 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 for 24/7 Enterprise Technical Support providing immediate support escalation, response time guarantees, and 24/7 availability.