



ALERE Business Applications v11.0

Product Merger Policy

06/27/16

For clients that would like to move to the upcoming v11.0, six upgrade scenarios have been identified. The following addresses how each will be resolved.

Accounting and Manufacturing on current SMA's and with each having one or more five user licenses

User licenses combined. SMAs remain \$500 per module.

SAMPLE: Accounting has one five user license and Manufacturing has 3 five user licenses for a total of 20 concurrent users.

One Product Current – One Product Not Current

Both products must be on current SMAs. Non-current product will be pro-rated, based on \$700 per module for those with five user licenses and \$395 per module for those with two user licenses, to bring current.

SAMPLE: Accounting SMA's are current (July, 2016) and will expire 12/20/16. There are 3 modules in manufacturing non-current SMA's. To bring the manufacturing up to date will be $\$58.34 \text{ per month per module} \times 5 \text{ months} \times 3 \text{ modules} = \875.10 .

Accounting and Manufacturing on non-current SMA's with each having one or more five user licenses

It will cost \$700 per module to bring current. Number of users is combined.

Both Products Current – One has 1 five user license; the other is SB with a two user license

Total users rounded up to 10 – No Charge! This is a savings of over \$1455 per module! SMAs will be \$500 per module per year.

SAMPLE: Accounting (5 users) current – Manufacturing SB (2 users) 3 modules current. Both SMAs expire 6/25/2017. To upgrade Manufacturing SB to 5 user is $\$1455 + 205 \text{ (SMA)} = \$1660 \times 3 = \$4980$. This cost is waived. You get 10 concurrent users. Future SMAs will be \$500 per module.

Both Products are SB with two user licenses and on Current SMA's

Customer has the choice of either 2 concurrent users (instead of 2 two user licenses) with SMA's remaining at \$295 per module, or increase to total of 5 concurrent users at no additional charge. Future SMAs will be \$500 per module. Upgrade charge from SB to five user license waived at this time.

Both Products are SB (two user license each) and neither on current SMAs

It will cost \$395 per module to become current. Customer has the choice of either 2 concurrent users (instead of 2 two user licenses) with future SMAs at \$295 per module, or increase to total of 5 concurrent users at no additional charge with future SMAs at \$500 per module. Upgrade from SB to five user license charge is waived at this time.