

# RISC Analysis User Licensing

June 2006

## This document contains the following sections:

<b>Page 1 .</b>	<b>General Overview Fees License Types</b>
<b>Page 2</b>	<b>Definition of License Types The Group Licensing Concept</b>
<b>Page 3</b>	<b>Q. &amp; A</b>
<b>Page 4</b>	<b>Group Licensing Diagrammatic Example</b>
<b>Page 5</b>	<b>5 &amp; 11 User Config Examples</b>
<b>Page 6</b>	<b>Summary of Fees, Contacts, Restrictions</b>

Note: All fee examples based on 2005 User Pricing.  
Refer to <http://www.riscanalysis.com/notes/Download.html>  
for current User Fees.

**General Overview of RISC Analysis User Licensing**

RISC Analysis user licensing is probably unlike any other software licensing available.

It is designed for maximum flexibility for our clients and incorporates some concepts rarely found under typical software licensing methods. Because our concept of software licensing is so different, it may appear confusing at first. However, it is in reality, extremely logical and practical.

There are 4 elements to our licensing schema (*All fees are annual, in US \$*):

M1: Mandatory Annual Registration Fee ( 0 Lic Activation)	\$1,000.00
L1: Dedicated 1x User License	\$ 350.00
L3: 3-Pack Group User License	\$ 450.00
A1: Additional 1x Group User	\$ 100.00

Beyond the Annual Registration fee, there are essentially two types of user licenses. "Group User" or Dedicated User".

**Dedicated 1x User License**

This is a regular type software license which does not get deactivated by another user starting the program. A persistent Internet connection is not required, although a connection is required for on-line registration.

**3-Pack Group User License**

Group user licensing is a new licensing concept for software.

Assume there are 3x members of a Group.

1. Member A starts RISC Analysis and becomes the 'Active Group Member'.  
Member A can use the program and access data.
2. Member B starts RISC Analysis and becomes the new 'Active Group Member'.  
This deactivates Member A as the 'Active Member'. Member A's access to data is restricted.

The geographic locations of Members A and B are irrelevant. One could be in New York and the other in London.

There is no limit to the members in a Group.  
There is no limit to the Groups available per client

Using this method, we can accommodate multiple configurations depending upon the demands of the program user, at significantly reduced cost. Consider the following examples, based upon 6 users.

<u>2x Dedicated, 4x Group Users</u>		<u>6x Dedicated Users</u>	
Base Reg Fee	1,000	Base Reg Fee	1,000
2x Dedicated Users @ 350	700	6x Dedicated Users @ 350	2,100
1x 3-Pack (3 users)	450		
1x Additional Group User	100		
	<u>2,250</u>		<u>3,100</u>

**What's the downside?**

Group Members must have an Internet connection.  
Connection speed will impact how quickly data is returned.  
Deactivated members need to close & restart RISC Analysis

## **Definition of License Types.**

### **Mandatory Annual Registration Fee ( 0 Lic Activation)**

The Annual Membership Fee is the base fee (without any active licenses).

This fee is per Client Entity - such as a Corporation, LLC, Sole Trader etc.

Below this, there are Group License fees and Dedicated User fees.

### **3-Pack Group User License**

The 3-Pack Group License is designed to allow users to share a single chargeable license. Additional users may be added to a Group via Additional Group User Licenses.

A Client Entity may have an unlimited number of 3-Pack Group Licenses, with Group Users divided as best suits the client's needs.

Group Licenses require a persistent Internet connection.

### **Dedicated User License**

Dedicated User Licenses are 'normal software' licenses.

A permanent Internet connection is not required.

## **The Group Licensing Concept**

We recognize that for many of our clients, a degree of redundancy exists in the number of software licenses they need to carry.

For example, a Front Office salesperson often needs to answer a client's question immediately and needs constant access to our data. Therefore a 'Dedicated' License is required. However, a person working on inventory control in the warehouse may not need immediate access to our data, or may hover between multiple support related workstations.

By the same token, two technicians may need to have the program available on their respective workstations, but do not necessarily both need to be using their individual copies at the same time.

Under a Group License, we can assign specific users to a Group ID. A client may, for example, have a few dedicated licenses for sales persons, a Group License for technicians, and another Group License for support personnel.

Within each Group, only one member of the Group may be the 'Active Group Member' at any given time. Only the 'Active Member' may perform PN/FRU and Price searches. 'De-activated Group Members' need to re-start the program to become the "Active Member" (thereby de-activating the other members).

### **Why is this good for the client?**

Several Reasons; Reduced per seat costs, better resource allocation, ability to load the software on more workstations without a big financial hit.

### **Why is this good for Windgate Software?**

Given that we make our money from the number software licenses we sell, it may seem counter-intuitive to find a way of allowing customers to share licenses.

But, in reality, we don't sell software. We sell information. We just use software to deliver it. If that information can only be accessed by one person at a time under a Group License, why do we need to treat each software install as a separate full license?

### **What are the drawbacks?**

An Internet connection is required for all users operating under a Group License.

## Q + A

**Q. Who says which users are assigned to Group Licenses?**

A. We will send you a report of the users assigned to your account.

If you have say 10 users and you don't need them all to be dedicated, just tell us how many Group Licenses you need, and which users should be assigned to which Groups.

**Q. Can I have (xx) number of users split among several Group Licenses?**

A. Yes. Just tell us which users go to which group

**Q. Can users be re-assigned to different Groups, or become 'Dedicated'?**

A. Yes. If you have a bunch of users spread among say two groups, and one group is inconvenienced by a lot of activation/deactivation, we can reassign the members, or add groups etc. Contact us to have the user activation codes updated/reassigned.

**Q. Do I have to contact you to reassign the type of license or can I do it myself?**

A. You have to contact us. Each install has a System Unique ID (SUID). We create activation files specific to the SUID.

It only takes a few minutes to change the activation file and have the user click the 'Web Sync' option on the Tools menu.

**Q. Can I have say 30 Group users under a single Group License?**

A. As long as they are all direct employees of your firm, sure.

**Q. I'm going on a vacation for two weeks and I won't have an Internet connection. Can the Group Lic be temporarily reassigned to 'Dedicated' for my laptop?**

A. Yes, we can do this for occasional issues that crop up. Contact us and we'll sort it out

**Q. Can I get a temp License on someone's PC for a few weeks?**

A. It will depend on who owns the target PC and why you need to do this. Talk to us first.

**Q. Can I put RISC Analysis on a server and use remote services for our users to access?**

A. No. RISC Analysis is absolutely not designed to go on a server. Server installation is prohibited by our terms and conditions.

**Q. We have a consultant who does some work for us. Can we install a copy for him under our base registration?**

A. No. By definition, a consultant is a separate entity and needs his own base registration.

**Q. We often work from a specific client location. Can we install a copy there?**

A. This is subject to approval and, obviously, we need to know who, where and why.

**Q. Discounts?**

A. Please See page 6

**Q. Short Term Licenses?**

A. Yes: Annual Fee Divided by 12, multiplied by 1.5, multiplied by number of months ( 50% surcharge).

## Diagrammatic Overview of Group Licensing for RISC Analysis

### **(Real Time Group License Activation)**

This overview assumes two users in Group ID 213

The following abbreviations are used:

SUID: System Unique ID (Created when RISC Analysis is installed).

GID: Group ID (Assigned after installation).

User A
SUID: AH5D4 GID: 213

User B
SUID: Z9H5W GID: 213

Users A and B are members of Group ID 213

Each Group Member requires an active internet connection.

### Primary Scenario.

User A	RISC Server
SUID: AH5D4	=====> AH5D4 is GID 213
GID: 213	<===== OK, AH5D4 is in charge

#### Action # 1

User A starts RISC Analysis and auto pings our server with his/her SUID and GID

This makes User A the 'Active Member' of Group 213.

User A	RISC Server
SUID: AH5D4	=====> AH5D4 in 213 Wants PNs
GID: 213	<===== OK, AH5D4 is in charge

#### Action # 2

User A wants to search for PNs. He/she auto pings our server for confirmation that he/she is still the 'Active Member'.

If so, PN search is allowed.

User B	RISC Server
SUID: Z9H5W	=====> Z9H5W is GID 213
GID: 213	<===== OK, Z9H5W is in charge

#### Action # 3

User B starts RISC Analysis and auto pings our server with his/her SUID and GID

This makes User B the 'Active Member' of Group 213.

User A	RISC Server
SUID: AH5D4	=====> AH5D4 in 213 Wants PNs
GID: 213	<===== NO, Z9H5W is in charge

#### Action # 4

User A wants to search for PNs. He/she auto pings our server for confirmation that he/she is still the 'Active Member'.

Confirmation fails because User B is now the 'Active Member'. User A must re-start to become the 'Active Member' again.

## User Configuration Examples

### 5 User Config #1 5x Dedicated Users

Lic/Fee Type	# Users	Qty	Unit Price	Ext Price
M1: Base Reg Fee	0	1	1,000	1,000
L1: 1x Dedicated	5	5	350	1,750
L3: 3-Pack Group	0	0	450	0
A1: Addl Group User	0	0	100	0
	5			2,750

This config is based on standard software licensing.

If all 5 users need constant access, this is the better option.

### 5 User Config #2 2x Dedicated, 1x 3-Pack Group Lic

Lic/Fee Type	# Users	Qty	Unit Price	Ext Price
M1: Base Reg Fee	0	1	1,000	1,000
L1: 1x Dedicated	2	2	350	700
L3: 3-Pack Group	3	1	450	450
A1: Addl Group User	0	1	100	100
	5			2,250

This config assumes 2 users need constant access to data, while 3 users require shared licenses.

### 5 User Config #3 1x Dedicated, 1x 3-Pack, 1x Addl Group User

Lic/Fee Type	# Users	Qty	Unit Price	Ext Price
M1: Base Reg Fee	0	1	1,000	1,000
L1: 1x Dedicated	1	1	350	350
L3: 3-Pack Group	3	1	450	450
A1: Addl Group User	1	1	100	100
	5			1,900

This config allows for a single dedicated user, with 4x shared users.

### 5 User Config #4 0x Dedicated, 1x 3-Pack, 2x Addl Group User

Lic/Fee Type	# Users	Qty	Unit Price	Ext Price
M1: Base Reg Fee	0	1	1,000	1,000
L1: 1x Dedicated	0	0	350	0
L3: 3-Pack Group	3	1	450	450
A1: Addl Group User	2	2	100	200
	5			1,650

This config lumps all users together on a single Group License.

It may be less expensive, but these users will be constantly deactivating each other.

### 11 User Config #1 11x Dedicated Users

Lic/Fee Type	# Users	Qty	Unit Price	Ext Price
M1: Base Reg Fee	0	1	1,000	1,000
L1: 1x Dedicated	11	11	350	3,850
L3: 3-Pack Group	0	0	450	0
A1: Addl Group User	0	0	100	0
	11			4,850

Under any normal software licensing schema, all users would be treated as separate \$ fee installs.

### 11 User Config #2 1x Dedicated, 2x 3-Pack, 4x Addl Group Users

Lic/Fee Type	# Users	Qty	Unit Price	Ext Price
M1: Base Reg Fee	0	1	1,000	1,000
L1: 1x Dedicated	2	2	350	700
L3: 3-Pack Group	6	2	450	900
A1: Addl Group User	3	3	100	300
	11			2,900

Using the flexibility of RISC Analysis Group User Licensing, you can more effectively distribute resources.

Here, two users are dedicated, with the remaining 9 users split into two groups.

### 11 User Config #3 0x Dedicated, 1x 3-Pack, 8x Addl Group Users

Lic/Fee Type	# Users	Qty	Unit Price	Ext Price
M1: Base Reg Fee	0	1	1,000	1,000
L1: 1x Dedicated	0	0	350	0
L3: 3-Pack Group	3	1	450	450
A1: Addl Group User	8	8	100	800
	11			2,250

For maximum cost savings (although reduced efficiency), all 11 users are members of the same Group License.

## **Summary, Fees, Contacts, Restrictions**

### **Fees**

There are 4 elements to our licensing schema (All fees are annual, in US \$):

M1: Mandatory Annual Registration Fee ( 0 Lic Activation)	\$1,000.00
L1: Dedicated 1x User License	\$ 350.00
L3: 3-Pack Group User License	\$ 450.00
A1: Additional 1x Group User	\$ 100.00

Short Term by month: 50% Surcharge (discount rates do not apply)

### **Discounts**

The (M1) Mandatory Annual Registration Fee ( 0 Lic Activation) will be discounted as follows, based on the quantity of Dedicated Licenses or 3-Pack Group Licenses (L1 or L3)

Qty L1/L3	Discount %	M1 Fee
3	15%	850
4-5	30%	700
6-7	50%	500
8-9	70%	300
10-14	80%	200
>15	100%	0

### **Contacts**

Windgate Software LLC  
1687 Woodlane Drive, Suite #204  
Woodbury MN 55125 USA

Tel: (651) 264 0363  
Fax: (651) 204 2130  
info@risicanalysis.com

### **Restrictions**

These are licensing restrictions.

#### **1. Type of computer to which RISC Analysis may be installed.**

RISC Analysis is designed to be installed to a local workstation/desktop or laptop computer. It **may not** be installed to a server or a computer set-up to allow multiple users to share a single software license.

#### **2. Accounts and Users**

Each separate client entity (Corp, LLC, Sole Trader etc.) requires their own main account, defined as the Mandatory Annual Registration Fee. A client entity may install the software on those computers which they own AND which are operated by their employees. It may not be installed on a third party computer.

Examples of 'third parties' include;

- Consultants
- Vendors
- Clients \*\*
- Buddies \*\*
- 3rd Party Tech Shops or Maintenance Companies

\*\* Contact us with details first. It may be okay.

#### **3. Data and Copyright**

RISC Analysis is copyrighted as a compilation. Our data **may not** be reproduced for the purposes of general re-publication.

#### **4. Hacking, Piracy etc.**

RISC Analysis has built in protocols which are designed to detect license violations, as described above, and which fall under the general terms of hacking and piracy. Any instance of a license violation will result in termination of all accounts licensed to the client, and forfeiture of any balance remaining on the subscription.