



Knowledgeone Corporation Subscription Pricing and SaaS Model

Subscription Pricing

Enterprise software vendors like Knowledgeone Corporation have traditionally sold their wares via a perpetual license (in which the customer buys and forever owns a "right to use" for the software and signs up for yearly maintenance, support and updates).

In response to requests from our customers for a more flexible and scalable pricing model, we have now released a new Subscription Licensing Model. Its components are:

1. No upfront software purchase.
2. The customer specifies the period (from 6 months up).
3. Low monthly all-inclusive fees that include maintenance, 1-800 technical support, service pack downloads and automatic shipment of software updates.
4. Prices are locked in for the duration of the agreement, even if you extend. The price guarantee is that you will never pay more per concurrent user license that you did in the initial agreement but you may pay less (because of volume discounts built into our price list).
5. The software stops working after the end of the specified period (it can be reactivated with an extension of the period) but your data is maintained and accessible by your staff in an open, relational data model under SQL Server or Oracle.

Our subscription model is a new low cost, low risk and flexible alternative to the traditional perpetual licensing model.

It is ideal for those organizations with capital budget restrictions or for those customers that are not entirely sure what the future will bring. It is ideal for those customers that want to carefully and gradually test and rollout a solution without making major, expensive and long term commitments. It allows you to scale the solution to your current budget while ensuring that it is scalable for future growth.

The Subscription Model allows you to tailor the agreement to your exact requirements and to your budget. It is the most scalable solution of all because the agreement allows you to extend at any time (add products, add concurrent user licenses or extend the term) to suit your business needs and handle growth. Best of all, you specify the initial period (six months is the minimum period).

The Knowledgeone Corporation Subscription Model is low cost, low risk and scalable. It is the easiest and most flexible way for you to acquire enterprise software. It does not entail any initial capital outlay or any long-term, 'locked-in' agreement. To your benefit, it also locks in prices at the date of the initial agreement and protects you against any future price rises when extending the term or increasing licenses or adding new products.

There is no easier, safer, less risk, lower cost or more flexible way to acquire enterprise software solutions.

Software as a Service (SaaS)

The SaaS offering is where we host and manage your application at a secure site. It is available for Knowledgeone (K1) and the forthcoming RecFind 6.0 (R6). SaaS is ideal for those customers that don't want the hassle of buying, installing, configuring and maintaining application servers.

SaaS is available under the Subscription pricing paradigm (see above); one low monthly fee covers everything including support, maintenance and upgrades.

SaaS is a low-cost way for businesses to obtain the same benefits of commercially licensed, internally operated software without the associated complexity and high initial cost.

The SaaS model is ideally suited to customers that may have little interest or capability in software deployment, but do have substantial computing needs. Application areas such as Customer Relations Management, Asset Management, Human Resources, Email and Document management are ideal applications for the SaaS model.

The SaaS model was developed specifically to leverage web technologies such as the browser, thereby making them web-native. The SaaS model is an ideal platform for our new technology, .NET thin client products like Knowledgeone and RecFind 6.

The security of web-based applications is now sufficiently well trusted and transparent: With the broad adoption of SSL organizations have a way of reaching their applications without the complexity and burden of end-user configurations or VPNs.

SaaS is also ideal for those customers that don't want the hassle of training up and retaining internal application expertise. With the SaaS model your application is being maintained by the "experts", the same people who designed and built the application. After all, who knows our software better than us?

If you would like to receive an indicative quote on Subscription or SaaS pricing please email sales@knowledgeonecorp.com