

Freedom/Plex Pricing Policy

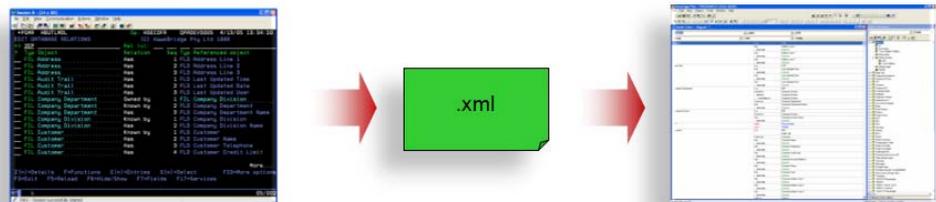
(as at 19 March 2011)



Freedom/Plex is the CA 2E to CA Plex integration tool that provides a convenient method of transferring data model information from CA 2E data models to CA Plex data models enabling the development environments to co-exist with the same underlying database relations and generated database, and programs.

Key Features

- ◆ Tiered Features
- ◆ Tiered Licensing
- ◆ Early Adoption Discount
- ◆ Promotional Discount
- ◆ Loyalty Rebate
- ◆ Feature Upgrade Rebate
- ◆ Maintenance Fee
- ◆ Pricing Sequence
- ◆ Current Retail Prices
- ◆ Current Rebates and Discounts



Thank you for your interest into the pricing policy of the Freedom/Plex product. We hope that the information provided below will provide you with the necessary information you are after. If not – then please do not hesitate to contact us for further details or explanation.

This pricing policy replaces all previous versions of the Freedom/Plex Pricing Policy and shall remain in force until a superseding version is released.

Tiered Features

Freedom/Plex has a tiered pricing structure based on the features that are enabled. There are four feature levels within the product:

- ◆ **Level 1: Freedom/Plex ERD** exports APP, FLD, FIL, ACP, ARR and MSG objects which supports the basic level of co-existence that enables applications to be built in CA Plex that extends CA 2E functionality.
- ◆ **Level 2: Freedom/Plex API** exports FUN objects as API objects in CA Plex which supports the next level of co-existence that enables applications to be built in CA Plex that integrates with CA 2E functionality. This feature also supports the basic level of migration that enables applications to be

progressively re-designed in CA Plex.

- ◆ **Level 3: Freedom/Plex ACT** exports the action diagram for FUN objects which supports the intermediate level of migration that enables application business logic of applications to be progressively migrated to CA Plex.
- ◆ **Level 4: Freedom/Plex DEV** exports the device design for FUN objects which supports the advanced level of migration that enables the user interface of applications to be progressively migrated to CA Plex.

There is a dependency between the levels that is required for the product to function correctly so purchasing a higher level feature will include the lower level features – e.g. if you purchase Freedom/Plex ACT then you will also receive Freedom/Plex ERD and API.

Tiered Licensing

Adopting either a co-existence or migration strategy for CA 2E and CA Plex will mean that your demands for our product will be different and we have reflected this in our pricing through the use of a tiered licensing model. For Freedom/Plex ERD and API we will provide a licence per IBM System i server based on a unique system identifier, and for Freedom/Plex ACT and DEV we will provide a licence per



CA 2E data model based on a unique data model identifier and a unique system identifier.

Early Adoption Discount

We recognise that early adopters of any new product will be taking on more risk than later adopters. This means that we have to compensate for the change in approaches for risk and we have reflected this in our pricing through the use of a discount for early adopters. Early Adoption Discounts cannot be combined with other Promotional Discounts.

Promotional Discount

From time to time we may offer special promotional discounts. Promotional Discounts cannot be combined with other Promotional Discounts or the Early Adoption Discount.

Loyalty Rebate

We also recognise that existing customers of our other Freedom products already have a relationship with us. This means that the pre-sales engagement activity will be reduced which reduces our costs and we have reflected this in our pricing through the use of a loyalty rebate.

A loyalty rebate does not apply to customers that purchase an additional feature within Freedom/Plex – e.g. if you initially purchase Freedom/Plex ERD which may have included the loyalty rebate as you may have an existing licence for Freedom/ERwin, and then subsequently decide to purchase Freedom/Plex API you will not receive a loyalty discount for the second and subsequent purchases of Freedom/Plex features. However the feature upgrade rebate does apply in this circumstance.

Feature Upgrade Rebate

Purchasing subsequent enhanced features of Freedom/Plex running on the same IBM System i includes functionality that was already included in the initial purchase of Freedom/Plex for that IBM System i. This means that we have to compensate for the original feature purchased and we have

reflected this in our pricing through the use of a feature upgrade rebate.

The feature upgrade rebate takes into consideration tiered licensing – e.g. if you initially purchase Freedom/Plex ERD and then subsequently decide to purchase Freedom/Plex ACT or DEV for a two or more of CA 2E data models you will only receive the feature upgrade rebate for the Freedom/Plex ERD feature already purchased on the first CA 2E data model. The second and subsequent CA 2E data models will receive the feature upgrade rebate for

the Freedom/Plex API feature as the first CA 2E data model includes Freedom/Plex API.

Maintenance Fees

We recognise the need to maintain the Freedom/Plex product to provide a level of assurance to customers against changes to the CA 2E or CA Plex products, errors or omissions, and prevention of possible future problems. This means that we need to factor in costs associated with maintaining the product on a regular basis and we have reflected this in our pricing through the use of an annual, half-yearly or quarterly maintenance fee paid in advance.

If you decide to take out maintenance after purchasing the product, then you are liable for the full maintenance fee from the original purchase date. In some cases it may be cheaper to purchase a new licence for the product rather than paying for past maintenance fees.

Pricing Sequence

The final price for Freedom/Plex feature is determined as follows:

- ◆ Determine Retail Price based on Tiered Feature and Tiered Licensing
- ◆ Determine the Net Price by applying any Loyalty Rebate or Feature Upgrade Rebate to the Retail Price
- ◆ Determine the Final Price by applying any Early Adoption Discount or other Promotional Discount to the Net Price



Freedom/Plex Pricing Policy

- ◆ Determine the Maintenance Fee by applying Annual, Half-Yearly or Quarterly Maintenance Fee Rate to the current Retail Price

Due to the complexity of this pricing sequence it is advised that you should contact HawkBridge for a quote to ensure you receive the correct Final Price that meets your specific circumstances.

Current Retail Prices

The current retail prices as at 19 March 2011 for Freedom/Plex features are as follows:

- ◆ Freedom/Plex ERD is US\$8,400 per IBM System i server
- ◆ Freedom/Plex API is US\$10,500 per IBM System i server
- ◆ Freedom/Plex ACT is US\$15,750 per CA 2E data model on a specific IBM System i server
- ◆ Freedom/Plex DEV is US\$19,500 per CA 2E data model on a specific IBM System i server

Current Rebates and Discounts

The current rebates and discounts as at 19 March 2011 for Freedom/Plex are as follows:

- ◆ Loyalty Rebate is US\$2,000
- ◆ Feature Upgrade Rebate for existing Freedom/Plex ERD license is US\$6,300
- ◆ Feature Upgrade Rebate for existing Freedom/Plex API license is US\$7,875
- ◆ Feature Upgrade Rebate for existing Freedom/Plex ACT license is US\$11,813
- ◆ Early Adopters Discount is 40% and will be available for all orders until 31st August 2011
- ◆ Annual Maintenance Fee is 17.5% of current retail price at time of invoice
- ◆ Half-Yearly Maintenance Fee is 10% of current retail price at time of invoice
- ◆ Quarterly Maintenance Fee is 6.5% of current retail price at time of invoice

HawkBridge reserves the right to adjust this pricing policy at any time. It is advised that you should seek a formal quote from HawkBridge to suit your specific circumstances that will provide you with some level of guarantee that prices will not change during the quote period. You can request a quote using our online form at the following URL:

<http://www.hawkbridge.com.au/html/products/quote.aspx>

If you need to find out more about the Freedom/Plex product you can access additional information at the following URL:

<http://www.hawkbridge.com.au/html/products/freedomplx.aspx>

If you have any further questions regarding the pricing for Freedom/Plex or you believe your circumstances may warrant specific pricing consideration, then please contact us at the following URL:

<http://www.hawkbridge.com.au/html/contact.aspx>



For more information, visit www.hawkbridge.com.au