

Partner licencing options

Flexible licencing tailored to suit your needs

| | SUBSCRIPTION LICENCES | MSP LICENCES | OUTRIGHT LICENCES |
|---|---|--|--|
| Licence duration | Valid for the period of subscription: 1, 2 or 3 years. | Valid until deactivation. Flexible subscription periods, from 1 month onwards. | Perpetual licence. |
| Is maintenance included? (Updates / Upgrades & Technical support) | Included during the licence subscription duration. | Included while the licence is active. | 1 year maintenance included with the licence. Must be renewed for continued access to updates, upgrades and technical support after maintenance expires. |
| Are Updates to new build and Upgrades to new versions included? | Included during the licence subscription duration. | Included while the licence is active. | With valid maintenance. |
| Is technical support included? | | | |
| Licence ownership | The end-user owns the licence for the subscription period. | The end-user gets the licence provided by his IT Service Provider after signature of an agreed Service Agreement. The IT Service Provider rents the MSP licence from NetJapan and can deactivate it at any time. | The end-user owns the licence. |
| Volume discount | Available for AIP Server & AIP Desktop for the same end-user. | Available for the IT Service Provider. Each MSP licence of any NetJapan solution count towards volume discounts. | Available for AIP Server & AIP Desktop for the same end-user. |
| Hardware change | Simply deactivate the licence and activate it on new hardware. | | |
| Upsell | End-user can change AIP licence at the expiration of the subscription. | IT Service Provider simply deactivate the licence and rent / activate new AIP licence. | On demand. |
| PARTNER BENEFIT SUMMARY | <ul style="list-style-type: none"> • Low entry price • Recurring yearly business model • More flexibility than perpetual licence when changing system • Tech support & updates included | <ul style="list-style-type: none"> • Full flexibility • Activate/deactivate licences yourself • Never pay for what you did not use • Cumulate all customers and all licence • Tech support & updates included | <ul style="list-style-type: none"> • Traditional business model |



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