

PRICING GUIDELINES 2010

SECOND LINE SUPPORT AND MAINTENANCE FEES

Ericom provides Second Line Support and Maintenance on an annual basis to each End User that purchased annual support and maintenance for the Ericom Software. Second Line Support and Maintenance provides such End User with access to Ericom’s technical support services, in accordance with Ericom’s then current support terms and conditions, and Updates. “Updates” are published revisions and error corrections to the printed documentation and error corrections and new releases of the Ericom Software that are generally made available to Ericom’s supported licenses at no additional cost (other than for media and handling charges). Updates do not include any options or future products that Ericom licenses separately.

1. Fees for Second Line Support and Maintenance are as follows:

- a. PowerTerm WebConnect & Ericom Blaze Software products: 18% of the “**Value of the Ericom Software Licenses;**” and
- b. For all other Software products: 15% of the “**Value of the Ericom Software Licenses.**”

The **Value of the Ericom Software Licenses** is calculated as follows (which will be calculated precisely, i.e. without any rounding):

The then current List Price for the applicable Ericom Software product

Multiplied by

The Number of Software licenses purchased by the applicable End User

The number of Ericom Software licenses purchased shall be recalculated as of the 1st day of each annual renewal support term for each specific End User. Additionally, if an End User that has purchased support and maintenance services purchases additional Ericom Software licenses during such customer’s annual support term, Ericom reserves the right to charge the applicable support and maintenance fee for such additional licenses on a pro-rata basis during the then current annual support period.

2. Lapsed Maintenance:

Should an End User allow its support and maintenance to lapse, such customer can reinstate its support and maintenance under the following conditions:

LAPSED PERIOD	LAPSED FEE
0 – 12 Months	15% of the current List Price for the applicable Ericom Software multiplied by the number of Ericom Software licenses
12 – 24 Months	25% of the current List Price for the applicable Ericom Software multiplied by the number of Ericom Software licenses
24 – 36 Months	35% of the current List Price for the applicable Ericom Software multiplied by the number of Ericom Software licenses
36 + Months	45% of the current List Price for the applicable Ericom Software multiplied by the number of Ericom Software licenses

The reinstated annual support and maintenance term will then commence on the date of reinstatement. Accordingly, in addition to the applicable “Lapsed Fee” as set forth above, such End User must also pay the applicable support and maintenance fee for such reinstated annual support and maintenance term (according Paragraph 1 above “Fees for Second Line Support and Maintenance”).

Updates (as defined above) Sold to End Users That Have Not Purchased Support:

65% of the then current List Price for the applicable Ericom Software product license (or alternatively sell Lapsed Maintenance as per the above)

Upgrades

An “**Upgrade**” is (i) a new version of a Software product that Ericom does not generally makes available to Ericom’s supported End Users at no additional cost, or (ii) a move from one Software product to another (e.g. such as PowerTerm Lite to PowerTerm Interconnect).

Costs as follows:

1. **For those End Uses that have purchased Support and Maintenance:** 50% of the applicable Ericom Software product’s then current List Price.
2. **For those End Uses that have not purchased Support and Maintenance:** 65% of the applicable Ericom Software product’s then current List Price.

Competitive Trade-In

Ericom has a policy that enables an End User to ‘trade-in’ a ‘competitive product’ (as determined by Ericom in its sole discretion) in exchange for a comparable Ericom Software product (as determined by Ericom in its sole discretion) at a 35% discount off the applicable Ericom Software product’s then current List Price, subject to the submission of the Acknowledgement Letter, defined below.

Notwithstanding the foregoing, this discount applies only to an initial Ericom Software license purchase for amounts up to twice the number of competitive product licenses ‘traded in’. All additional Ericom Software licenses purchased by such End User are based on the then current List Price.

The End User must submit to Ericom an acknowledgement letter, in which the End User certifies that it has Surrendered the ‘competitive product’ (the “**Acknowledgement Letter**”). “**SURRENDERED**” means destroyed, returned, or deleted permanent all copies of such competitive product. The Acknowledgement Letter needs to accompany the Purchase Order. No order will be fulfilled without it.

Cumulative Quantity Discounts

Ericom provides quantity discounts based on the total Ericom Software licenses purchased by an End User (in the aggregate); provided, however, at the time of placing an order with Ericom, Distributor provides full details (as reasonably requested by Ericom) of such End User’s existing Ericom Software licenses.

Special Price Lists

Ericom also has List Prices for the following markets:

Education
Government
Charities

PowerTerm Series Products & Price Schedule

All Prices in Euro €

Licenses	PowerTerm Suite		PowerTerm for Unix		PowerTerm for IBM (Mainframe + AS/400 +VT220) For existing customers only*	
	PowerTerm Pro	PowerTerm Pro Enterprise (VBA+SSL)	PowerTerm Pro	PowerTerm Pro Enterprise (VBA+SSL)	PowerTerm Pro	PowerTerm Pro Enterprise (VBA+SSL)
1 – 4	185	213	85	113	163	191
5 – 9	176	203	82	110	155	182
10 – 49	167	192	78	104	147	172
50 – 99	157	182	73	98	139	163
100 – 249	148	170	70	92	130	153
250 – 499	139	160	65	87	123	144
500 – 999	Call your Ericom Sales Manager at: +972 2 591 1700					
**Educational, Govt. & Charities	130	150	61	81	114	134

Licenses	PowerTerm Lite	PowerTerm Plus	PowerTerm InterConnect (All Editions***)
1 – 4	85	109	161
5 – 9	81	103	153
10 – 49	76	97	145
50 – 99	72	92	137
100 – 249	68	87	129
250 – 499	64	81	121
500 – 999	Call your Ericom Sales Manager at: +972 2 591 1700		
**Educational, Govt. & Charities	59	75	112

*** PowerTerm Pro and Pro Enterprise for IBM are for existing customers of these products ONLY, and are not for sale to new customers.**

** Educational Site license - for PowerTerm Pro & Enterprise adjusted to €11,900 & maintenance of €2,400

*** PowerTerm InterConnect available in Windows, Linux, MAC OS X and Solaris Editions

Additional Information

All prices are in Euro.

Maintenance is calculated at 15% of the 'Value' of the PowerTerm Software License.



Ericom Software Suggested End-user Euro Price List	Concurrent User Pricing Model
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Product	Description	Price Model	10-99 licenses	100-499 licenses	500-999 licenses	1000+ licenses
			List price €	List price €	List price €	List price €
PowerTerm WebConnect DeskView	Provides remote access to Terminal Server based applications (alternative to Citrix), Virtual Desktops and Blade PCs - Full Desktops Only	Concurrent User	€ 59	€ 53	€ 48	Contact your Ericom Regional Manager
PowerTerm WebConnect RemoteView	Provides remote access to Terminal Server based applications (alternative to Citrix), Virtual Desktops and Blade PCs - Apps & Desktops	Concurrent User	€ 113	€ 102	€ 93	Contact your Ericom Regional Manager
PowerTerm WebConnect HostView	Provides remote access to legacy based applications (VT, 5250, 3270)	Concurrent User	€ 157	€ 142	€ 129	Contact your Ericom Regional Manager
PowerTerm WebConnect Enterprise	Provides remote access to Terminal Server, Virtual Desktops, Blade PCs and legacy based applications	Concurrent User	€ 218	€ 196	€ 179	Contact your Ericom Regional Manager
Net2Printer	Universal Printing Driver	Concurrent User	€ 16	€ 16	€ 16	Contact your Ericom Regional Manager
Ericom Blaze	RDP acceleration for terminal services	Concurrent User	€ 99	€ 89	€ 81	Contact your Ericom Regional Manager
PowerTerm WebConnect Multiple License Kit (MLK)	Media kit required for new customers	Per site	€ 29			
Options						
	PowerTerm Webconnect Failover server license	10-249 licenses	€ 950			
	PowerTerm Webconnect Failover server license	250+ licenses	€ 2,400			

1. For Educational, Government and Charity pricing, please contact your Ericom Regional Manager
2. For specific pricing information please refer to Ericom's Pricing Guidelines & Support Services Agreement Policies document
3. Competitive trade-in available on new license purchases at 35% discount off list
4. PowerTerm WebConnect technical support and product update contracts are available at 18% of the product's list price above



Ericom Software Suggested End-user Euro Price List

Seat Pricing Model

Product	Description	Price Model	10-99 licenses	100-499 licenses	500-999 licenses	1000+ licenses
			List price €	List price €	List price €	List price €
PowerTerm WebConnect DeskView	Provides remote access to Terminal Server based applications (alternative to Citrix), Virtual Desktops and Blade PCs - Full Desktops Only	Seat	€ 32	€ 29	€ 26	Contact your Ericom Regional Manager
PowerTerm WebConnect RemoteView	Provides remote access to Terminal Server based applications (alternative to Citrix), Virtual Desktops and Blade PCs - Apps & Desktops	Seat	€ 62	€ 56	€ 50	Contact your Ericom Regional Manager
PowerTerm WebConnect HostView	Provides remote access to legacy based applications (VT, 5250, 3270)	Seat	€ 87	€ 78	€ 71	Contact your Ericom Regional Manager
PowerTerm WebConnect Enterprise	Provides remote access to Terminal Server, Virtual Desktops, Blade PCs and legacy based applications	Seat	€ 120	€ 108	€ 98	Contact your Ericom Regional Manager
Net2Printer	Universal Printing Driver	Seat	€ 16	€ 16	€ 16	Contact your Ericom Regional Manager
Ericom Blaze	RDP acceleration for terminal services	Seat	€ 55	€ 50	€ 45	Contact your Ericom Regional Manager
PowerTerm WebConnect Multiple License Kit (MLK)	Media kit required for new customers	Per site	€ 29			
Options						
PowerTerm Webconnect Failover server license		10-249 licenses	€ 950			
PowerTerm Webconnect Failover server license		250+ licenses	€ 2,400			

Seat (Desktop) pricing model means that each DESKTOP connected to the PowerTerm WebConnect server must have a client license

- 1. For Educational, Government and Charity pricing, please contact your Ericom Regional Manager**
- 2. For specific pricing information please refer to Ericom's Pricing Guidelines & Support Services Agreement Policies document**
- 3. Competitive trade-in available on new license purchases at 35% discount off list**
- 4. PowerTerm WebConnect technical support and product update contracts are available at 18% of the product's list price above**

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