

Software Release Subscription (SRS)

> What is it?

- Subscription-based purchasing alternative to buying individual software upgrades.
- Provides software upgrades only, does not include Partner Installation/Maintenance labor costs.

> Benefits?

- **Customer:** Provides a level, predictable pricing model to facilitate maintaining systems on the most current software release.
- **Partner:** Provides several options to customize/optimize resale and positioning:
 - Sell SRS as a stand-alone value-added service
 - Combine SRS with other of their value-added services offered
 - Bundle SRS with an existing maintenance offer
 - Combine SRS with a hardware related offer to facilitate upgrade sales

Software Release Subscription (SRS) Service



> What is included in SRS?

- Entitles customer to Nortel major and minor s/w releases during the contract term
- Guaranteed like-for-like fixed per user pricing for the term of the contract
- Incremental charge for user additions /Additional features and capabilities sold separately:
 - Additional charge for moving up a software level
 - Additional charge for adding chargeable options

> SRS is sold in 1 year, 2 year, 3 year, 5 year terms

> SRS does not include hardware upgrades, labor or other maintenance services

> Transfers the cost of software upgrades from CAPEX to OPEX