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Continuity in Computing

Virtual Alpha Pricing Guide

09-JUN-2011

Prices subject to change without notice.

This guide provides pricing and discount information for Migration Specialties Virtual Alpha products and services. Review specific product documentation for detailed feature and service descriptions. The AvantiFlex feature set is a subset of Avanti, so Avanti terms apply.

FreeAXP™	Euro	UK	US
FreeAXP Software Kit FreeAXP provides a virtual AlphaServer 400 free to download for personal and commercial use from www.FreeAXP.com . FreeAXP is provided without warranty or support. An optional support contract is available for commercial users. 0 License Units	<i>Free!</i>	<i>Free!</i>	<i>Free!</i>
FreeAXP Annual Software Support If FreeAXP will do the job, but you have to have a guaranty of product support, this option is for you. Annual support contract covering 48 hour response, 8 – 5 MT, M – F telephone, fax, and e-mail support services and product updates. U.S. customers, Federal holidays excluded. European customers, Netherlands Federal holidays excluded. Volume discounts apply. Volume discounts apply.	€650.00	£500	\$825.00
Annual Software Support for each additional system	€325.00	£250	\$412.50

Avanti™	Euro	UK	US
Avanti Software Kit EV4 CPU, up to 3GB memory, 1-3 NIC, 1-3 Narrow/Wide SCSI controller, 1-45 disks, 2/2 serial ports. Avanti provides a commercial virtual AlphaServer 400. The kit includes software, documentation, and a USB license key. The software ships with a 90-day manufacturer warranty. An optional support contract is available. 175 License Units	€4,000.00	£3,500	\$5,500.00
Avanti Annual Software Support Contract Annual support contract covering 48 hour response, 8 – 5 MT, M – F telephone, fax, and e-mail support services and product updates. U.S. customers, Federal holidays excluded. European customers, Netherlands Federal holidays excluded. Volume discounts apply.	€650.00	£500	\$825.00
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AvantiFlex™	Euro	UK	US																
<p>AvantiFlex™ Software Kit</p> <p>Base Package: EV4 CPU, 128MB memory, 2 NIC, 1 Narrow SCSI, 1-7 disks, 2 virtual serial ports, 10 license units. AvantiFlex provides al la carte usage of Avanti features via purchase of sufficient license units. The kit includes software, documentation, and a USB license key. The software ships with a 90-day manufacturer warranty. An optional support contract is available.</p> <p style="text-align: right;">10 License Units</p>	€380.00	£350	\$500.00																
<p>AvantiFlex License Units</p> <p>Enable additional AvantiFlex features through the purchase of supplementary license units. See the AvantiFlex License Unit Utilization section for additional details.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 80%;">Component</th> <th style="width: 20%;">Required Units</th> </tr> </thead> <tbody> <tr> <td>512MB Memory</td> <td style="text-align: center;">10</td> </tr> <tr> <td>KZPAA Narrow SCSI Controller (7 disks)</td> <td style="text-align: center;">10</td> </tr> <tr> <td>KZPCA Wide SCSI Controller (15 disks)</td> <td style="text-align: center;">15</td> </tr> <tr> <td>Enhanced Performance (JIT)</td> <td style="text-align: center;">60</td> </tr> <tr> <td>NIC</td> <td style="text-align: center;">5</td> </tr> <tr> <td>2 x Physical Serial Ports</td> <td style="text-align: center;">10</td> </tr> <tr> <td>EV4 CPU</td> <td style="text-align: center;">20</td> </tr> </tbody> </table>	Component	Required Units	512MB Memory	10	KZPAA Narrow SCSI Controller (7 disks)	10	KZPCA Wide SCSI Controller (15 disks)	15	Enhanced Performance (JIT)	60	NIC	5	2 x Physical Serial Ports	10	EV4 CPU	20	€38.00	£35	\$50.00
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Avanti Backup Key	Euro	UK	US
<p>Avanti Backup Key</p> <p>Available for Avanti & AvantiFlex. Provides 30 days (720 hours) of runtime support for Avanti installations. Should the primary Avanti key become unavailable for any reason, the Backup Key can be used to keep an Avanti system running until a replacement key is obtained. The Backup Key can also be used for testing and DR exercises. Customers with an active support contract are entitled to a refresh of the Backup Key to 720 hours once per year. See the Avanti Key Policies section below for details.</p>	€380.00	£350	\$500.00

Avanti Volume Discounts: Discounts apply to purchases made over a 12-month period.			
Discount	Euro	UK	US
10%	€20,000 - €39,999	£15,000 - £29,999	\$25,000 - \$49,999
20%	€40,000 - €79,999	£30,000 - £59,999	\$50,000 - \$99,000
30%	€80,000 - €199,999	£60,000 - £149,999	\$100,000 - \$249,999
50%	€200,000 or more	£150,000 or more	\$250,000 or more

AVANTI WARRANTY

Avanti and AvantiFlex include a 90-day product warranty.

AVANTIFLEX LICENSE UNIT UTILIZATION

An AvantiFlex base package includes 10 license units. Thus, a customer could immediately create one of the following configurations using the base package:

- Virtual Alpha configured with 512MB of memory.
- Virtual Alpha configured with two Narrow SCSI controllers.
- Virtual Alpha configured with 3 NICs.
- Virtual Alpha configured with 2 physical serial ports.

To add additional Avanti features, additional license units are required. Here are two sample AvantiFlex configurations and the *additional* license units required to create them. Remember, AvantiFlex already includes 10 license units in the base package.

Configuration	Additional License Units	Total License Units
Virtual Alpha configured with 1GB of memory	10	20
Virtual Alpha configured with: <ul style="list-style-type: none">• 512MB of memory (10 units)• JIT (60 units)• Physical Serial Ports (10 units)	70	80

VIRTUAL ALPHA LICENSE POLICIES

AVANTI KEY POLICIES

Avanti License Key

The USB license key supplied with Avanti represents the full value of the Avanti license. Should this key be lost, it will be necessary to purchase a replacement at full license cost. We recommend insuring the key accordingly.

In the unlikely event that a license key should fail, customers with a valid support contract are entitled to have the key replaced at no cost. A replacement key will be shipped by overnight courier upon receipt of the defective key. For customers requiring high availability of their virtual Alpha applications, we recommend purchase of the Avanti Backup Key.

AVANTI BACKUP KEY

The Avanti Backup Key provides coverage for a primary key failure and the flexibility to conduct testing on a second system. The Backup Key includes the following benefits:

- Immediate key replacement if a primary key fails.
- 720 hours of operational coverage (30 days). Enough time to obtain a replacement key.
 - Full refresh to 720 hours after a primary key failure with an active support contract.
- Means to test host system O/S and hardware updates without impacting the primary system.
- Means to conduct Disaster Recovery (DR) testing without impacting the host system.
- Annual refresh to 720 hours regardless of usage with an active support contract. Note the refresh is not cumulative. A Backup Key containing 320 remaining hours will be refreshed to 720 hours, not 1040 hours.

UPGRADE CREDIT

Customers using FreeAXP or AvantiFlex with a current support contract will receive a pro-rated credit if they upgrade to Avanti.

BELATED ANNUAL SUPPORT PURCHASE POLICY

Customers that decide to purchase an annual support contract after their warranty or existing support contract has expired must pay for coverage from the expiration date forward. For example, if a customer renews a support contract that lapsed 1.5 years ago, they would need to pay for 2 years of coverage to become current.