

# Migration Specialties International, Inc.

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*Continuity in Computing*

## Virtual Alpha Pricing Guide

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*All prices are quoted in U.S. dollars.*

*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.

### FREEAXP™

**FreeAXP Software Kit .....Free!**

FreeAXP provides a virtual AlphaServer 400 free to download for personal and commercial use from [www.FreeAXP.com](http://www.FreeAXP.com). **FreeAXP is provided without warranty or support.** An optional support contract is available for commercial users.

**FreeAXP Annual Software Support Contract (Single system)..... \$1,800.00**

**Each additional system..... \$900.00**

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 8 – 5 MT, M – F (U.S. Federal holidays excluded) telephone, fax, and e-mail support services and product updates.

### AVANTI™

**Avanti Software Kit ..... \$5,500.00**

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.

**Volume Discounts:** Discounts apply to purchases made over a 12-month period.

**10 – 19 units ..... 10%**

**20 – 29 units ..... 20%**

**30 – 49 units ..... 30%**

**50 or more units ..... 40%**

**Avanti Annual Software Support Contract ..... \$825.00**

Annual support contract covering 8 – 5 MT, M – F (U.S. Federal holidays excluded) telephone, fax, and e-mail support services and product updates. Volume discounts apply.

## PRICING POLICIES

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### 1.1 AVANTI BETA WARRANTY

Avanti Beta is now available for purchase. While Avanti product quality is good, we have not yet achieved our performance goal for the product. The goal is an average of 55 VUPs<sup>1</sup> performance on our performance test bed. Avanti will continue to be listed as a beta product until we hit our performance target. The release of Avanti 2.0 will indicate that our performance goal has been achieved.

Avanti sells with a 90-day product warranty. Avanti Beta purchasers will receive a free warranty extension. Avanti Beta customer warranties will extend for 90 days *past* the release date of Avanti 2.0. Avanti Beta customers that purchase an annual software support contract will see its termination date extended to one year and 90 days past the release of Avanti 2.0.

### 1.2 UPGRADE CREDIT

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

### 1.3 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.

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<sup>1</sup> Information on the VUPs procedure used by Migration Specialties can be found at: <http://www.migrationspecialties.com/VAXAlphaEmulator.html#Benchmarks>