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## NEWSLETTER

JANUARY 6, 2021

Happy New Year  
2021

### NEWS & INSIGHTS

## Let's Start 2021 with Some Good News!

**OnPoint announces a new pricing model -- designed to maximize your annual budget!**

Tired of paying for software licenses year after year? Let's shake things up. Who says we need to follow the SaaS models institutionalized by the big cloud vendors to drive "recurring revenue" every year. We propose a different approach:

### **OWN YOUR LEARNING PLATFORM IN TWO YEARS!**

That's right. Own the most feature-rich and flexible LMS/LXP, in just two years!

We're going to take OnPoint's current pricing model, where you buy licenses at full price Year 1 (at your quantity purchasing level), then at half price Year 2, and STOP RIGHT THERE. Once



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Just pay for annual maintenance, any requested value-added services, and all applicable hosting charges after that. No recurring software license fees will be charged for the level you have purchased. You'll only pay for new software purchased.

For example: January 2020 you bought 5K licenses at \$8/user/year. January 2021, you paid to renew those licenses at \$4/user/year. In 2022, you'll pay ZERO in license fees for the renewal of those licenses. Only annual maintenance fees will apply (18% to 23% depending on Standard or 24x7x365 support coverage) as well as all hosting fees and any requested value-added services. The only software license fees charged will be for any new licenses or add-on modules ordered.

All new customers will start this 2-year "ownership" plan in 2021. All existing customers will be considered to be in their 'Year 2' in 2021, so that 2022 will result in ZERO software renewal costs for eligible licenses. Only newly purchased User and Record licenses will be subject to the 2-year ownership cycle. Add-on module purchases as well as Admin/Author and Performance Manager software licenses will continue to be sold at one-time-only fees. "Ownership" refers to perpetual software licenses only; source code is not included.

Please contact your OnPoint Engagement Manager for more information on your estimated savings for 2022.

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## AWS Hosting



OnPoint is now offering select customers a migration path from our standard "private cloud" hosting services to an updated "public cloud" offering that leverages the Amazon Web Services ("AWS") cloud architecture. These new AWS-based implementations are proving to be highly secure and scalable to address all of the IT/Risk and security needs of our largest enterprise customers. Monthly pricing for many customers for an AWS-based implementation are comparable to OnPoint's "private cloud" offerings though a migration effort should be expected and thus budgeted for.

The key criteria for customers interested in migrating from Contegix to AWS include:

- Customer enterprises that make security a top priority

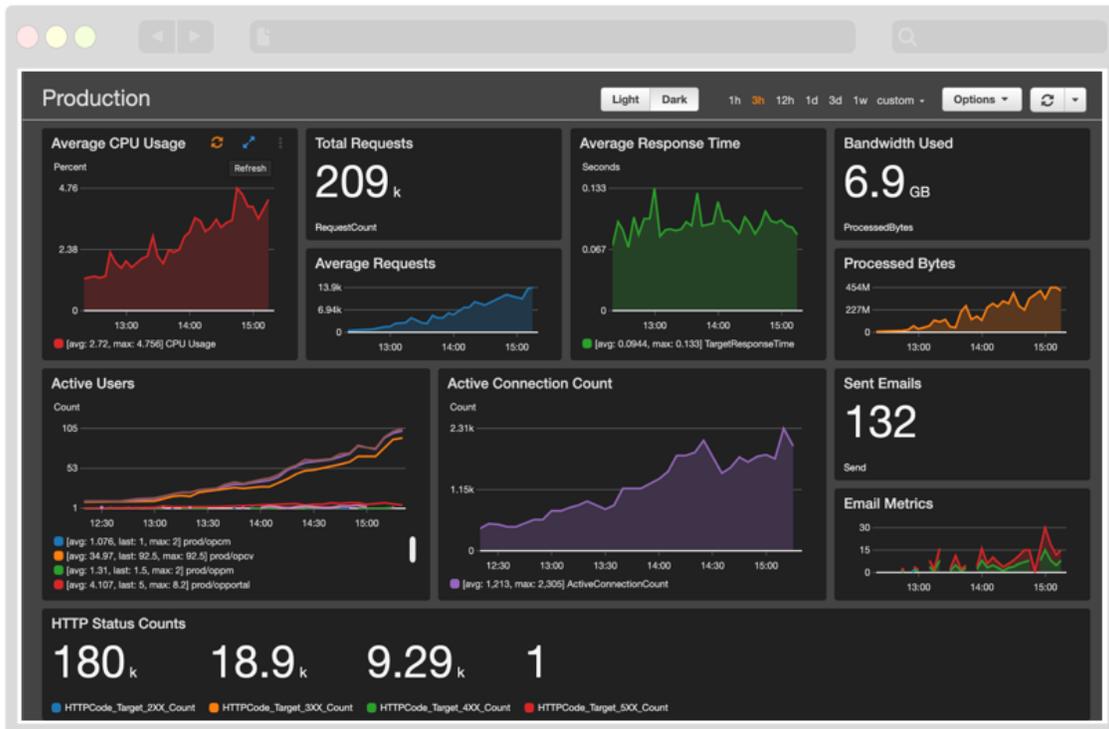
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- Customers with large numbers of simultaneous users/access events
- Customers with large international audiences
- Customers who restrict organizational data from being hosted in the United States
- Customers requiring dynamic, real-time Disaster Recovery (“DR”) services
- Customers who want better dashboards and analytics detailing their site usage
- Customers who already host their own applications on Amazon AWS

We believe most customers will elect to move to AWS at some point in the coming twelve to eighteen months and we firmly support that transition thus allowing every customer to take advantage of improved scalability, security and support features now available via the AWS platform. Finally, here’s an example of the type of system dashboards that every customer has access to in the AWS environment as well.



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