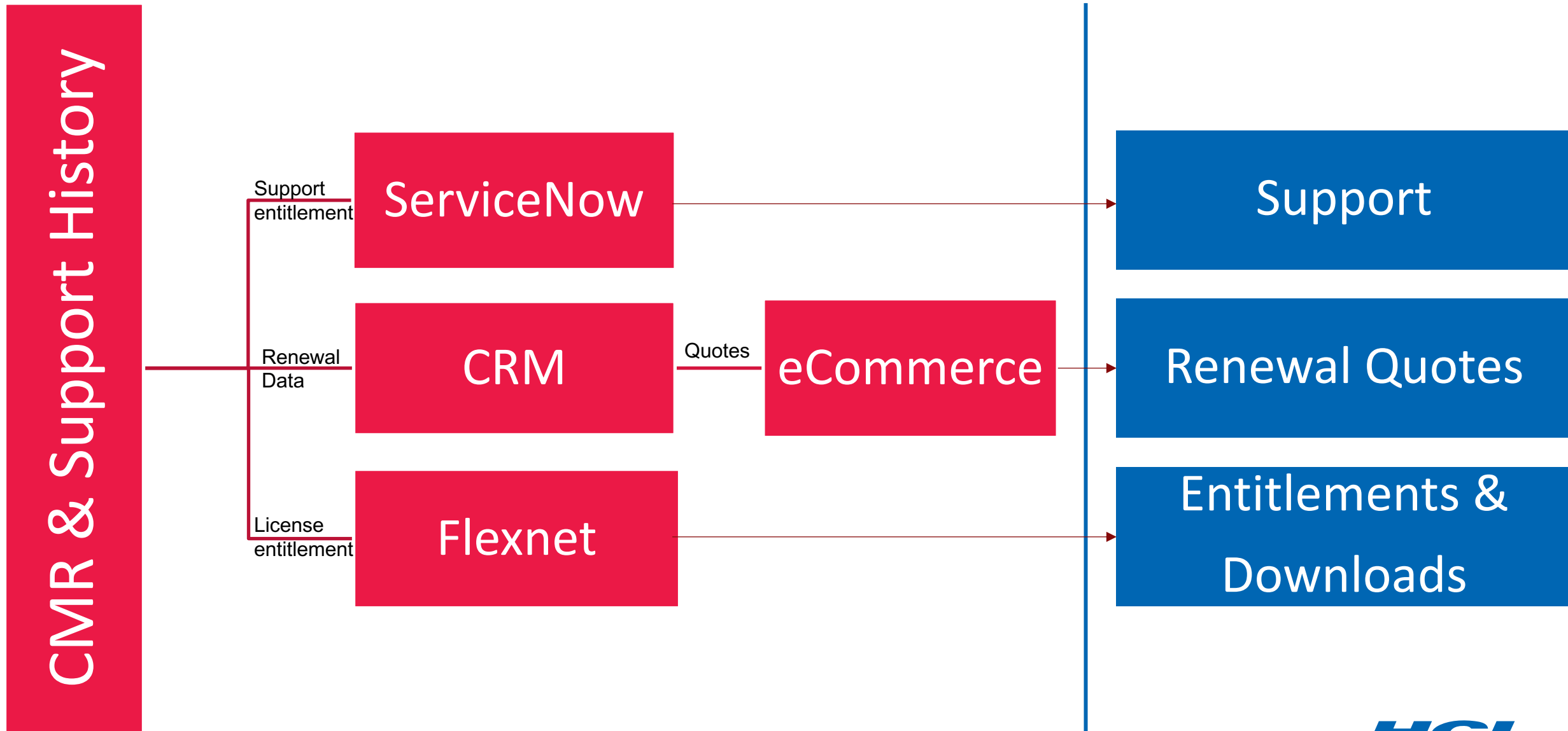




YOUR BUSINESS - *LICENSING, PRICING, CONTRACTING, SUPPORT LIFECYCLE*

FRANCOIS NASSER & UFFE SORENSEN

The Data Ingestion Process



Access to Systems

1. Visit www.hcltechsw.com/welcome
2. Register (partners and customers)
3. Receive ID and credentials
4. Access individual systems
5. Setup additional users

ServiceNow

Flexnet

eCommerce



CURRENT PRICING AND LICENSING

Licensing Terms

Passport Advantage (Assigned)

1. All customers transition and continue to be licensed under their current PPA terms.
2. Once renewal is due, customer will enter into new Master License Agreement (MLA) with HCL
3. MLA is referenced in order schedule (both direct from HCL and via Partner)
4. Any additional licenses prior to renewal expiration must be acquired directly from HCL under HCL

ELA/ESA (Retained)

1. All customers transition and continue to be licensed under their current ELA terms.
2. Customer may renew via IBM through ELA expiration date
3. Once ELA expires, customer must renew under HCL MLA terms
4. Any additional licenses prior to ELA expiration must be acquired directly from HCL under HCL MLA

MLA: <https://www.hcltechsw.com/wps/portal/resources/master-agreements>

Pricing

Renewals

1. All pricing will be based on prior year renewal by customer
2. For same quantities and parts, pricing will be the same plus standard annual increase
3. Additional quantities will be priced at 5x S&S per unit price (exceptions)
4. Reduction in quantities will result in change in per unit price.

New/Incremental Licenses

1. SRP pricing will be based on IBM price table (December 2018)
2. Standard SVP entitlements do not apply at HCL
3. Discounting available based on HCL order schedule

Inflight IBM quotes will need to be requoted by HCL. Quotes not executed and accepted by IBM prior to June 30 will need to be re-quoted by HCL.



THE CURIOUS CASE OF DUAL ENTITLEMENT

Where did DE come from ?

- Introduced by IBM 2015. The purpose:
 - Substitute perpetual license S&S (E-part numbers/stream) with Dual Entitlement (annuity/SaaS) at similar payment
 - Entitled customer to same cloud services as on-prem – and term license per user/per month with unlimited server
 - Did include mail, applications and social collaboration, but applications solely on premises
- HCL will no longer offer customers dual entitlement licensing
 - HCL’s license policy focus on transparency and entitling customers for what they actually use
 - HCL’s finance policy requires us to properly account for our revenue, so we will correctly renew customers on what they are actually using, cloud versus on-prem, and our revenue will be recognized accordingly
 - We’re mapping cloud offerings “back” to on-premises identical entitlements



Currently Deployed IBM Dual Entitlement Offerings

Connections Cloud	Apps				
	Docs				
	Social Collab				
	Meetings				
	Chat/Files/Profiles				
	Verse Mobile				
	Verse				
<i>Dual Entitlement</i>		DE Mail+Soc'l	DE+Apps+S1	DE+Apps	DE
<i>P/N</i>		D1HYBLL	D1HY8LL	D1HY5LL	D1HY2LL
On-Premises	Mail				
	Mobile Mail				
	Chat/Files/Profiles				
	Apps				
	Meetings				
	Social Collab				
	Docs				

Domino Apps on Cloud always separate offering

Each user count towards the CEO User requirement for any on-prem CEO Communications licensing

Never included in any DE

HCL Dual Entitlement to On-Prem Mapping

Connections Cloud	Apps				
	Docs				
	Social Collab				
	Meetings				
	Chat/Files/Profiles				
	Verse Mobile				
	Verse				
<i>Dual Entitlement</i>		DE Mail+Soc'l	DE+Apps+S1	DE+Apps	DE
<i>P/N</i>		D1HYBLL	D1HY8LL	D1HY5LL	D1HY2LL
On-Premises	Mail	HCL On-Prem Collab Bundle		ND Complete Collaboration	Dom Msg Express
	Mobile Mail				
	Chat/Files/Profiles				
	Apps				
	Meetings				
	Social Collab				
	Docs				

On-Premises Monthly License – what you renew if you're on-prem or intending to move to the cloud

- D18JVLL - HCL Domino Messaging Express A/U
- D1VC7LL - HCL Notes Domino Complete Collaboration A/U
- TN100231 – HCL Bundle:
 - + D1VC7LL - CCB
 - + D0NQBALL - Connections
 - + D1D3ILL - ST Complete
 - + D18KCLL – Connection DOCS

If you're deployed in cloud you can renew DE for max 12 months



FUTURE LICENSING STRATEGY ...

New times, new metric ...

SIMPLICITY, TRANSPARENCY, MARKET PRICE, RELEVANCE

Per User Per Month Per Function

- Discounted for contract period and total volume
- DS base user price per month covering license and S&S
- Add functions priced per component: eMail, applications, file sync & share, persistent/group chat, social, ICEC, meetings ...
- Includes unlimited server support

Instance Per Month

- Server instances / containers
- Includes unlimited user support

HCL

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