



ATKINS

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FY15/16 Licensing Revisions

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Plan Design Enable



Emerging FY15/16 Licensing Model

Why change?

Current Structure offers ...

- Licence & maintenance agreement implemented in 1984
 - Unlimited users, unlimited sites within each country
- Campus-based maintenance structure introduced during 2008
 - Uses # of campus sites as a proxy for # of users

... but no longer appropriate

- More equitable charging structure
 - Direct link between # of users and sales/maintenance costs
- Required for new products (e.g. SATVIEW)

FY15/16 Licensing

– Revisions to Existing Structure

Revisions to the Campus Structure

- Existing tiered structure

Number of Campus Sites (within 15km radius or M25)	Maintenance Charge as % of Prevailing Purchase Price
1	15%
2	23%
3	26%
4	28%
Unlimited (4+)	30%

- Revised structure
 - Based on Registered Offices
 - # of offices for 'Unlimited' category increased
 - Revised % of prevailing purchase price

FY15/16 Licensing

- New Licence Structure for SATVIEW Adopters

- Separate licence structure for SATVIEW adopters
 - Introduced post Beta-Release
- Requirement for 3rd party applications
 - Deployment costs
 - Ongoing annual maintenance charges
- Provide more equitable charging structure
- Further preparation work required
 - New licence and maintenance agreements
 - User registration

FY15/16 Licensing – Basic Structure

ATKINS

Two licensed components:

SATURN Modules

Core 'Runtime'
Engine

Analysis Tools

Control

Per Site

Per User

Mechanism

Licence
Key

FY15/16 Licensing

– Control Mechanism for SATVIEW Adopters

Licence Management System

- Web-based deployment
- Scalable
- Configurable
- Ability to check-in / check-out licences for **remote** working
- Single set of release files for **all** levels
 - Licence key unlocks levels & features
- 3rd Party Hosting system
 - For downloader & licences
 - In discussions
- Further details next year

