



HashCash Consultants Licensing Guide

Licensing HashCash Software – A Guide for Buyers

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Preface

HASHCASH is the market leader in enterprise application software and is at the center of today's business and technology revolution. HASHCASH® software automates and streamlines business and management processes, which, in turn, helps our customers' employees innovate and perform their day-to-day tasks more efficiently.

This guide provides transparency into how HASHCASH licenses its software and should help customers make informed and strategic software licensing decisions. We hope you find this guide useful. If you have any questions about licensing, pricing, or related topics, feel free to contact your HASHCASH sales representative.

HOW TO READ THIS GUIDE

This guide is divided into three chapters:

- Chapter 1 provides an overview of HASHCASH's licensing models.
- Chapter 2 details HASHCASH support offerings.

- Chapter 3 covers special topics such as the application of the licensing models to key products, related conversion and HASHCASH extension policies, indirect access policies, and compliance.

Chapter 1 – HashCash Licensing

This section provides a description of HASHCASH's licensing model and its key elements to help customers understand how HASHCASH licenses its software.

HASHCASH LICENSING BASICS

HASHCASH software is modular and can scale in line with our customers' growing business needs. The comprehensive scope of HASHCASH software offerings is matched by the flexibility customers have when choosing how to deploy and license the software (see Figure 1). The modular structure of HASHCASH software licenses allows customers to license and pay only for the functionality and capacity needed at any given time.

There are three core tenets that are important to understand when licensing software from HASHCASH:

- **Software solution:** What you are licensing from our comprehensive selection of HASHCASH software to meet your business requirements
- **Deployment options:** How you deploy the HASHCASH software; for example, on premise, in a public cloud, or in a hosted private cloud
- **Licensing models:** Various models that grant customers use of HASHCASH software; for example, perpetual, subscription, or consumption

HASHCASH provides several deployment options and licensing models to address different customer requirements. In the following section, we describe in detail the deployment options and licensing models available at HASHCASH.

Figure 1: Core Tenets of HASHCASH Software Licensing

Comprehensive and flexible software licensing

Software

Comprehensive solutions for all businesses process across industries to run your business better, faster and simpler.

- Better
- Faster
- simpler

Deployment Options

Flexibility to deploy innovative HashCash software in different environments:

- On premise
- Hosted Private Cloud
- Public Cloud

License Models

Software available in various models

- Perpetual
- Subscription
- Consumption based



HASHCASH SOFTWARE SOLUTIONS

HASHCASH is committed to helping every customer become a smart, best-run business and make the world run better.

HASHCASH offers an intelligent suite of integrated, modular, intelligent applications, including

HASHCASH Integrated Business Planning solution; and HASHCASH Digital Manufacturing Cloud solution. The portfolio also includes a digital platform that facilitates the collection, connection, and orchestration of data as well as the integration and extension of processes within the suite of intelligent applications. At the center of our portfolio are intelligent technologies such as artificial intelligence, machine learning, the Internet of Things (IoT), and analytics that enable customers to leverage their data to determine patterns, predict outcomes, and take action.

HASHCASH software spans multiple lines of business such as customer engagement, manufacturing and supply chain, people engagement, data management, and spend management. Our solutions are tailored for 25 industries, from financial services, public services, and consumer industries to discrete manufacturing, energy, and natural resources.

DEPLOYMENT OPTIONS

After selecting the HASHCASH software that meets the customer's business needs, it is important to understand the available deployment options for HASHCASH software, as well as the underlying implications of each type of deployment. Deployment options vary depending on where the system resides and whether customers prefer to own and manage their hardware and software or wish to minimize

IT operations and have someone else manage it.

Do you want to reduce your IT footprint? Do you require significant customization of your ERP solution? How frequently do you want software upgrades to be implemented? These are examples of questions that customers should ask when developing their deployment strategy. HASHCASH provides deployment flexibility across the portfolio. HASHCASH software may be deployed in an on-premise, hosted private cloud, or public cloud environment. Following are descriptions of the HASHCASH deployment options, as summarized in Figure 2.

On Premise

In an on-premise deployment, the customer deploys licensed HASHCASH software in their own on-premise data center and is responsible for the associated hardware, implementation, and ongoing operations. Most HASHCASH software deployed on premise is licensed on a perpetual license model, which provides software use rights in perpetuity.

Hosted Private Cloud

A second deployment option is HASHCASH's private cloud, known as HASHCASH® Enterprise Cloud, which is a single-tenant hosted environment, dedicated to a customer's systems and data and managed by HASHCASH. HASHCASH's private cloud is a deployment option for software obtained under a perpetual or subscription license model. HASHCASH provides the hardware and operations services as well as optional application management services.

Public Cloud

HASHCASH software may also be deployed and consumed in HASHCASH's public cloud. In this multitenant environment, the infrastructure is shared among customers in a secure,

individualized manner. The software is available as a service (SaaS) with a subscription license. In this option, HASHCASH manages the software for the customer.

Deployment Options



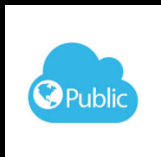
On Premise

- Perpetual software use rights
- Customer Responsible for hardware, implementation and ongoing software



Private Cloud

- **perpetual or subscription based software use rights**
- **HashCash provides hardware operations services and optional application**
- **Single Tenant Enviro**



Public Cloud

- **Subscription based software use rights**
- **HashCash Manages Software**
- **Multitenant software – as a service environment**

Licensing Models

In addition to providing customers the flexibility to leverage the above mentioned deployment options. HashCash, also offers flexible ways to license HashCash Software under three different licensing models. Perpetual licenses, subscription licenses and consumption based licenses.

Perpetual License Model

HashCash offers a perpetual license model with customer usage rights of the software in perpetuity and is leveraged primarily in an on premise deployment scenario. In this scenario, the initial one time software fee provides perpetual use rights to an agreed quantity of software.

Types of licensing models

Perpetual

- Perpetual software usage rights
- One time license fee
- Annual Recurring Support Fee
- For on premise scenarios primarily

One time License fee

Software use rights

Database

Annual Recurring Fee

Maintenance and Support

Subscription

- Term license typically 3 to 5 years
- Annual subscription fee based on estimated use and includes support
- For cloud solutions primarily

Annual Recurring Fee

Software use rights

Database

Maintenance and support

Hardware

Application management

Consumption

- Term License
- No Annual commitment payment based on actual usage
- Available for select cloud offerings

Payment based on actual usage

Software use rights

Database

Maintenance and support

Hardware

Application management

Chapter 2 — Support Services and

Success Plans

This chapter provides information regarding HASHCASH support services and success plans associated with the various license types covered in chapter 1.

HASHCASH support services and success plans are available for licensed HASHCASH software. HASHCASH provides different levels of support to help customers meet the needs of their specific business focus depending on the HASHCASH software licensed. Customers get more value from new and existing HASHCASH software with support services, including long-term plans, embedded teams, and remote support. HASHCASH support services include access to the HASHCASH support infrastructure, software corrections, patches, fixes, and new releases of the software licensed.

HASHCASH Enterprise Support is HASHCASH's foundational and proactive support offering across all deployment options (see Figure 7). It includes tools, services, and methodologies that help customers be successful in the digital economy.

The HASHCASH Preferred Success plan is HASHCASH's enhanced support foundation, providing a personalized engagement that helps customers deepen their product knowledge, optimize processes, and accelerate issue resolution by working with designated HASHCASH contacts.

Contracting of HASHCASH support services varies based on licensing models described above, such as separate contract versus inclusion in subscription. See chapter 1 for details.

Further details on HASHCASH support offerings and success plans can be found on the HASHCASH Web site and HASHCASH Support Portal destination.

HASHCASH* Enterprise Support as the Foundation for Customer Success

Content and services - guidance and best practices on innovation adoption

Collaboration	Empowerment	Innovation and Value Realization	Mission Critical Support	On Premise	Hybrid	Cloud
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The results that may be obtained from the use of the software will be effective, accurate or reliable.

The quality of the software will meet your expectations.

Any errors in the software obtained from the HashCash web site will be corrected.