

## **Costs & Maintenance Programme**

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# Chameleon

Business Basic Travel Software

## **Preamble**

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### **Client Machines**

The Chameleon product can be installed on any operating system and on any type of Machine. A small telnet application is required, for example Anzio Lite ([www.anzio.com](http://www.anzio.com)).

### **Server**

Chameleon is installed on a machine running a Linux/Unix operating system and Thoroughbred Business Basic. The cost of Thoroughbred Business Basic is included in our prices. Chameleon is a very thin client based system, so the power of the server is much less than comparable systems. Most of our clients use the Dell PowerEdge range of servers, and we are happy to recommend a server configuration for your needs.

### **Costs**

Chameleon is available for outright purchase as a standalone product, a 3 year Maintenance Contract, or a 5 year rental contract.

## The three ways to Chameleon

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### Outright Purchase

The cost to purchase Chameleon is as follows:

Number of Users	Price	Price per User
1-3 Users	£8,235	£2,745
4-8 Users	£20,000	£2,500
9-16 Users	£36,000	£2,250
17-24 Users	£48,000	£2,000
25-32 Users	£56,000	£1,750
33-46 Users	£69,000	£1,500
47-64 Users	£80,000	£1,250
65-96 Users	£110,400	£1,150
97-128 Users	£128,000	£1,000

Prices are valid as at 30 September 2002. All prices are subject to VAT at 17.5%.

These prices include the Chameleon Travel System and installation onto a recommended server. Also included in the price is 5 days training (3 days on 1-6 Users).

## The three ways to Chameleon

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### Chameleon Maintenance & Support (CMS)

Chameleon comes with a Maintenance & Support Contract, which will cover the following:

- FCS will assist the client in its dealings with the various hardware suppliers of the Client's computer systems, which will include the Operating System Software provided by such suppliers.
- FCS will, if called upon by the Client, provide its advice concerning the general operating and future development of the Client's computer systems.
- FCS will design, develop, install and document such software enhancements (hereafter referred to as SCRs) as are from time to time agreed with the Client as being desirable. The specification and cost of each SCR is to be agreed by both parties before design commences.
- FCS will provide software maintenance and support services to the Client. FCS will maintain the software on the system, and will endeavour to correct any errors which occur in the day to day running of the software. In response to a call for assistance from the Client, FCS will use all reasonable endeavours to ensure that the software error(s) which occasioned the call is (are) fixed within 24 hours of the call.

The cost of CMS is as follows:

Number of Users	CMS over 3 years	CMS per User per Month
1-3 Users	£4,050	£37.50
4-8 Users	£10,080	£35.00
9-16 Users	£19,008	£33.00
17-24 Users	£27,216	£31.50
25-32 Users	£34,560	£30.00
33-46 Users	£45,540	£27.50
47-64 Users	£57,600	£25.00
65-96 Users	£81,216	£23.50
97-128 Users	£101,376	£22.00

Prices are valid as at 30 September 2002. All prices are subject to VAT at 17.5%.

CMS is payable monthly by standing order to FCS. The standard contract for CMS is 2 years. The notice period for the client to cease CMS is set at 6 months. There is also available the option, should it be needed, for the client to pay the total cost of the CMS at the beginning of the contract, which will afford the following advantages:

- The CMS will be set at **3** years and not 2.
- The CMS will remain static throughout the 3 year period, regardless if the client has added on additional users through the first 3 year period.

## The three ways to Chameleon

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### Chameleon Rental Agreement (CRA)

We understand the need to make software more affordable, and to this end there is also a Rental Programme to take advantage of the power of Chameleon. CRA is based on a fixed monthly fee payable over 5 years, at the end of which with a nominal payment the programme is yours. At this time, only CMS, if desired, is payable. If this is not desirable, a new onward CRA contract will be raised.

TRA includes full inclusion of all server and client software, as well as all the benefits of CMS. Note however neither training nor server/client installation is included in CRA. Training is available at a cost of £650 per day (minimum 3 days), and server/client installation is available at a cost of £800 for the server and £60 per workstation.

The schedule of payments for CRA is as follows:

Number of Users	CRA over 5 years	CRA per User per Month	Final Payment
1-3 Users	£20,520	£114.00	£1,025
4-8 Users	£40,400	£84.17	£2,020
8-16 Users	£74,400	£77.50	£3,720
17-24 Users	£102,000	£70.84	£5,100
25-32 Users	£123,200	£64.17	£6,160
33-46 Users	£158,700	£57.50	£7,935
47-64 Users	£195,200	£50.84	£9,760
65-96 Users	£265,920	£46.17	£13,300
97-128 Users	£320,320	£41.71	£16,000

Prices are valid as at 30 September 2002. All prices are subject to VAT at 17.5%.

For further information on Chameleon, contact:

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