



KONICA MINOLTA



Dispatcher *Phoenix*

Subscription/Term Pilot Program Licensing Guide

September 10, 2020



Introducing Subscription/Term Licensing!

We are happy to introduce a new subscription/term licensing model for Dispatcher Phoenix as a Pilot Program in BUS.

Dispatcher Phoenix can now be leased (for a minimum of 12 months) instead of purchased outright.

Benefits include:

- **Cost Effective.** Organizations can now receive the benefits of on-premise deployment with the cost-control advantages that are associated with subscription/term pricing.
- **Ease.** The new flat-rate, monthly subscription/term licenses include all maintenance, upgrades and technical support in the price, delivering the ease and simplicity that our customers require for software solutions.
- **Flexible.** Aligning with industry best practices, this new licensing model delivers the flexibility necessary to achieve success in today's challenging landscape.



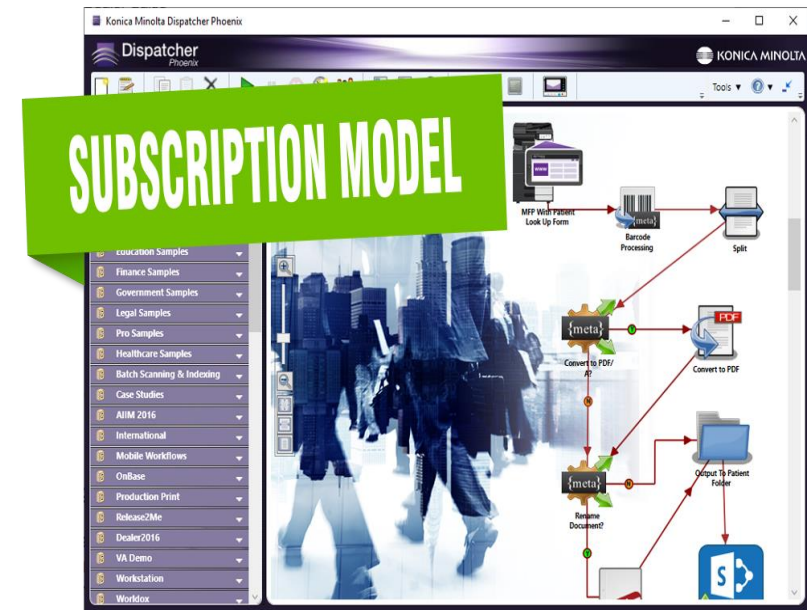
Licensing Model Comparison

- Dispatcher Phoenix subscription/term licenses offer the **same functionality** as standard Dispatcher Phoenix perpetual licenses.
- Maintenance and support is included as part of the subscription/term license.
- The cost of a 12-month subscription/term license must be paid upfront.
- With Dispatcher Phoenix subscription/term licenses, customers can invest in the functionality that they need now and also continue to expand their capabilities as their organization grows.

DP Perpetual Licenses	DP Subscription/Term Licenses
Software is installed on server / local computer.	Software is installed on server / local computer.
Maintenance sold separately.	Maintenance included as part of subscription/term license.
Customer owns the software.	Customer does not own their license(s).
One-time fee paid up-front.	12-month subscription paid up-front.
Software remains available even if maintenance is not renewed.	Software no longer works if subscription/term is not renewed.
Priced higher than subscription plan due to continuous license.	Lower cost than perpetual license.

Ordering Subscription/Term Licenses

- Dispatcher Phoenix subscription/term licenses are available on the Price Sheets on MyKonicaMinolta.com.
- When ordering, please note the following:
 - ALL Dispatcher Phoenix monthly subscription/term licenses must be ordered in **12-month increments**.
 - Multiple base licenses must be ordered as **separate line items**.
 - A note should be included on the order that the software will be installed on a new system.
 - All items should be ordered with the same kind of maintenance (Regular maintenance or Gold SLA).



Example

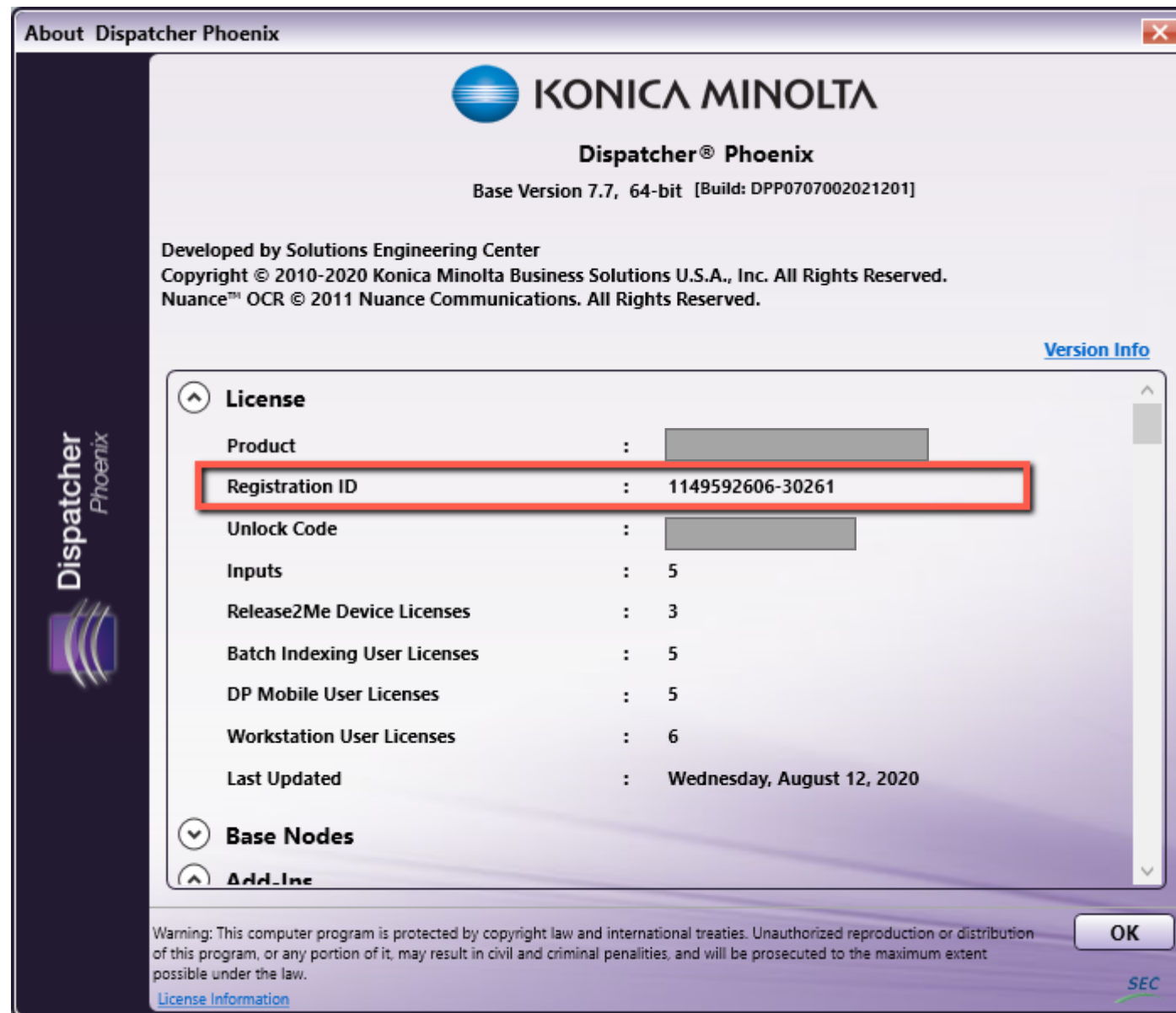
For a customer needing Dispatcher Phoenix with the Dispatcher Phoenix Office package on 5 active inputs for 1 year, the order should contain:

	Item	Quantity
7640021661	Dispatcher Phoenix (1-9 Active Inputs) with Maintenance, 1 month	12
7640021661	Dispatcher Phoenix (1-9 Active Inputs) with Maintenance, 1 month	12
7640021661	Dispatcher Phoenix (1-9 Active Inputs) with Maintenance, 1 month	12
7640021661	Dispatcher Phoenix (1-9 Active Inputs) with Maintenance, 1 month	12
7640021661	Dispatcher Phoenix (1-9 Active Inputs) with Maintenance, 1 month	12
7640021665	Dispatcher Phoenix Office Package (with Maintenance), 1 month	12

Upgrading an Order

When adding functionality to a current subscription/term installation or renewing an expiring subscription/term license, please do the following:

- Include the **Registration ID** of the existing install in the order.
- Order add-on modules in **12-month increments**.
- Order the same maintenance plan (Regular maintenance or Gold SLA) for all items.



Example

For a customer looking to add **2** additional devices and the **Convert to PDF** feature to their existing Dispatcher Phoenix installation, the order should contain:

	Item	Quantity
7640021661	Dispatcher Phoenix (1-9 Active Inputs) with Maintenance, 1 month	12
7640021661	Dispatcher Phoenix (1-9 Active Inputs) with Maintenance, 1 month	12
7640021673	Dispatcher Phoenix Convert to PDF (with Maintenance), 1 month	12

Don't forget to include the **Registration ID** of the existing installation on the order!

Frequently Asked Questions

1. What will happen to my workflows if the subscription/term license expires?

If a base subscription/term license expires, all workflows will stop entirely. If an add-in module subscription/term license expires, only the workflows with that add-in will stop. If a workflow stops, your configurations will be saved.

2. Will stopped workflows restart when a subscription/term is renewed?

Yes, they can be restarted when the subscription/term is renewed.

3. How can I renew my subscription/term license?

At this point, customers would need to order additional licenses in 12-month increments. Phase 2 of the Pilot Program will introduce additional features to support subscription/term renewal.

4. Where can I find the Dispatcher Phoenix subscription/term licensing & pricing information?

Dispatcher Phoenix subscription/term pricing can be found in the Konica Minolta Solutions Direct and Dealer Price Books.

5. Can subscription/term licenses be combined with perpetual licenses?

At this time, subscription/term licenses cannot be combined with the Dispatcher Phoenix perpetual licenses.

In Summary

With subscription/term licenses, Dispatcher Phoenix can be leased instead of purchased outright, providing our customers with a **cost-effective means of investing in an intelligent and advanced workflow automation solution.**

Please note the following:

- The subscription/term licenses offer the **same functionality** as the perpetual licenses!
- A subscription/term order must reflect **12-month increments.**
- Order for an upgrade must include the **Registration ID** of the existing installation in the order.

If you have any questions, please contact sec@kmbs.konicaminolta.us.





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