



## ThinPATH Product & Price Changes

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### **Introduction**

NCD will release its December price list on December 16<sup>th</sup>, 2002. This Product Management Notice will describe the changes to this price list. Products affected by these changes are listed below.

- *New Annual Subscription Plus*
- ThinPATH PC
- ThinPATH Management Portal
- *New ThinPATH Executive*
- ThinPATH Professional

*Note that all prices listed in this document are in USD.*

### **New Annual Subscription Plus**

As of December 16, 2002, NCD will offer a new Annual Subscription Plus product that will provide annual software maintenance coverage for ThinPATH PC, ThinPATH Portal and the new ThinPATH Executive product, which is discussed later in this notice. Listed below are the new product code, description and list price for the new Annual Subscription Plus product.

<b>Product Code</b>	<b>Description</b>	<b>List Price</b>
TP-PASP-F1	ThinPATH Portal Annual Subscription Plus	\$21

Customers should purchase one TP-PASP-F1 each for the largest number of licenses purchased of the three products: ThinPATH PC, ThinPATH Portal or ThinPATH Executive. For example, suppose a customer has 20 ThinPATH PC licenses and 5 ThinPATH Executive licenses. The customer in this case should purchase 20 TP-PASP-F1 in order to have Annual Subscription Plus coverage for all 20 Portal licenses and all 5 ThinPATH Executive licenses.

### **ThinPATH PC**

Effective immediately, the list price for ThinPATH PC will be reduced from \$119 to \$89.

<b>Product Code</b>	<b>Description</b>	<b>List Price</b>
TP-PC-F1	ThinPATH PC License	\$89



Also, with the introduction of the new Annual Subscription Plus product, the current product codes for ThinPATH PC Subscription Plus products will be discontinued as of December 16<sup>th</sup>, 2002. These discontinued product codes include:

- TP-PC-SP-F1
- TP-PC-SP-SA-F1.

**ThinPATH Management Portal Changes**

Starting with the December price release, ThinPATH Mangement Portal will be referred to as ThinPATH Portal. All product descriptions on the price list will reflect this change.

Effective immediately, the ThinPATH Portal Access license price will be reduced from \$59 to \$44.

As mentioned earlier in this notice, there is a new Annual Subscription Plus product for ThinPATH Portal that has a product code TP-PASP-F1. Below is a summary of the Portal and Annual Subscription Plus product codes and pricing.

Product Code	Description	New List Price
TP-PAL-F1	ThinPATH Portal Access License	\$44
TP-PASP-F1	ThinPATH Portal Annual Subscription Plus	\$21

The following ThinPATH Portal Annual Subscription Plus product codes will be discontinued as of December 16, 2002:

- TP-PAL-SP-F1
- TP-PAL-SP-SA-F1

**ThinPATH Executive**

On December 16, 2002, NCD will introduce a new bundled software suite called ThinPATH Executive. This bundled software suite will include the following current NCD products:

- ThinPATH Plus
- ThinPATH Mirror

Below are the product code, description and list price for the ThinPATH Executive.

Product Code	Description	List Price
TP-EPU-F1	ThinPATH Executive Portal Upgrade, includes: ThinPATH Plus & ThinPATH Mirror	\$30



ThinPATH Executive is sold on a per seat basis. For example, if a customer has 30 ThinSTAR terminals, he should purchase 30 TP-EPU-F1.

Note that the ThinPATH Portal is the delivery mechanism for downloading the client portion of these software packages to the either a PC running ThinPATH PC or a ThinSTAR terminal.

**ThinPATH Professional**

The new ThinPATH Executive, along with the ThinPATH Portal Access license products, replaces the need for ThinPATH Professional. Hence, ThinPATH Professional is now on Limited Supply and will be removed from the price list on February 1, 2003. The following product codes affected by this change are listed below:

- TP-PRO-F1
- TP-PRO-F2
- TP-PRO-F3
- TP-PRO-F4

**Sales Opportunity Example**

A customer plans to purchase 50 ThinPATH PC licenses and 50 Portal access licenses. He also wants software maintenance and ThinPATH Mirror for all 50 seats. The following products should be purchased.

<b>Product Code</b>	<b>Count</b>	<b>List Price</b>	<b>Total List Price</b>
TP-PC-F1	50	\$89	\$4,450
TP-PAL-F1	50	\$44	\$2,200
TP-PASP-F1	50	\$21	\$1,050
TP-EPU-F1	50	\$30	\$1,500
Grand Total List Price			\$9,200

These 50 Annual Subscription Plus licenses will allow the customer to receive the latest software updates for ThinPATH PC, ThinPATH Portal and ThinPATH Executive during the upcoming year.

**Schedule**

Product Management Notice distributed	November 26, 2002
ThinPATH PC price reduction takes effect	November 26, 2002
ThinPATH Portal Access License price reduction takes effect	November 26, 2002
New ThinPATH Portal Annual Subscription Plus available	December 16, 2002
New ThinPATH Executive available	December 16, 2002
ThinPATH Professional discontinued	February 1, 2003