

TECHNICAL BULLETIN FROM GLOBAL BUSINESS SYSTEMS

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Revised service pricing for Global 3000

Bulletin GS119, dated 9 October 1995, defined a new pricing policy for Global 3000 users. This policy was that service would be charged at 17.5% of the published list price, applicable at the time of renewal, of all software the user is licensed to use.

Subsequent feedback revealed a general feeling that this new policy would be difficult to sell immediately to existing Global users.

Global Business Systems has therefore made the following adjustments to this policy for users of Global software that have a current service licence registered with Global Business Systems on 1 January 1996 and do not subsequently lapse from service:

- All Global products classed as minor in the version of the Global Reseller Handbook which is current at the time of the renewal will be excluded from the calculation used to determine the list software value of products licensed for use on the site.
- All service renewal falling before 1 January 1999 will be at the current small/standard rate.

This policy will be effective from 1 January 1996.

If you have any queries regarding the policy for Global 3000 sites please contact Richard Andrews at our City Office.