Microsoft Partner
Silver Application Development

kwiktag ® by **Imagetag**

2013 Commercial Pricing Companion for Partners

KwikTag for Microsoft Dynamics NAV and Anywhere in the Enterprise

KwikTag delivers powerful, feature-rich Transactional Content Management with practicality: fast implementation, speed to value, ease of use and maintenance, and low cost of ownership.

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Overview

Providing unprecedented productivity for Microsoft ERP users, KwikTag for Microsoft Dynamics enables document capture, storage, search and retrieval and automated routing and approval workflow.

The following versions are supported:

- MS Dynamics NAV (5.0 SP1 capture only – no workflow, 2009 SP1 and R2, Classic and RTC, 2013 (August 2013))

Pricing Highlights

For 2013, we have some changes to our pricing methodology:

1. The base platform includes the KwikTag server software delivered as a virtual appliance for either Hyper-V or VMware. If installed on customer-provided hardware (i.e. virtual option purchased), a Windows Server 2008 R2 license is required (successfully tested with retail, volume and OEM license types).

2. Server hardware is available in two models, Tier 1 and Tier 2, depending on the customer's needs for sizing and/or additional hosted applications. These servers are delivered pre-installed and licensed with Windows Server 2008 R2 and the Hyper-V host. Hardware support is a flat $500 per year for Tier 1 and $800 per year for Tier 2 hardware, so the cost of hardware is not included in the Support Agreement percentage-based calculation, but the flat amount of hardware support is added to it after the calculation of software support and maintenance.

3. For Dynamics NAV customers, the Dynamics NAV Connector and embedded client are included in the base platform charge.

4. Pre-configured business process applications ("KwikApps™") have been introduced. These are in addition to the software platform and are pre-configured, templated solutions addressing specific business processes, for example KwikPayables for NAV. Configuration services to "personalize" the business rules to fulfill the customer requirements are fixed and value priced. KwikApps often have both Standard and Enterprise editions, both fixed fee software and services. When the customer has additional requirements, such as complex business rules or

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custom reports, customizations are priced as additional services to the Standard or Enterprise KwikApps.

5. While not a change, it is worth mentioning that *all* customers receive KwikTag Anywhere with KwikSilver™ – a Microsoft Silverlight browser-based user client that can be used by any licensed KwikTag user across the enterprise.

KwikTag for Microsoft Dynamics

KwikTag includes the base KwikTag System with the Microsoft Dynamics NAV Connector already mapped for all core accounting modules (see table below). Also included are KwikTag's application-specific drawers that provide the repository for transaction-related documents and available browser-based clients for view-only users or management tasks.

Solution Accounting Area	KwikTag for Microsoft Dynamics NAV
General Ledger	General Ledger
Receivables	Sales & Receivables
Payables	Purchases & Payables

KwikTag Anywhere for the Enterprise

KwikTag Anywhere, the stand-alone/Web-browser version of KwikTag, includes the following components to handle the broader needs of enterprises with other ERP systems, or non-Dynamics users within Dynamics NAV companies. KwikTag for NAV is not limited to just the business processes outlined above. KwikTag Anywhere includes:

1. **Silverlight Web-based Client** for access to all KwikTag functionality including approvals and reports;

2. **Full Drawer Management** –leverage KwikTag's unique file and retrieve capabilities by providing the ability to create and customize your own *drawers*;

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3. **Full Connection Management** – embed KwikTag's tagging method into new modules or applications via a *mapping-aware* Connector. Maps establish the *connection* between KwikTag drawer(s) and a business process or additional forms in Dynamics NAV;

4. **SDK Runtime** – provides ImageTag's ISV partners the ability to add new integrated solutions without distribution fees when the KwikTag Connector is not appropriate or available.

KwikTag License Components

A KwikTag System License includes the following components: Base Platform, User Client Access Licenses, KwikTag NAV Connector Packs, KwikApps, Optional Components, Optional Services, and Annual Support and Maintenance Agreement. Each is described in detail in this section.

Base Platform

All KwikTag Systems include a Base Platform. The Base Platform provides the Application Server, eGate™ image processing engine and Repository necessary for any KwikTag Solution. The Base Platform fee of $3,000 for KwikTag for NAV also includes the Appliance, a Windows-based virtual server. Hardware is available for an additional charge. For KwikTag for Dynamics NAV, the base platform also includes the Dynamics Connector described above.

Client Access Licenses

Every KwikTag user requires a Client Access License (CAL). Each KwikTag CAL is priced at $300, and allows users to add, access, and approve documents using the KwikTag Web Client, Email, Workflow, or 3rd Party Applications (filtered through KwikTag security and access control).

KwikTag NAV Connector Packs

KwikTag NAV Connector Licenses allow users to add and access documents within Microsoft Dynamics NAV. Each NAV Connector Pack includes 5 users, and is priced at $1,750.

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KwikApps™

KwikApps are packaged applications to meet specific business process requirements and include a software component, as well as a fixed-fee services component to personalize the application for the customer's requirements. KwikApps may include workflow business rule and routing tier templates, reports, and case management. Specific KwikApps, for example, KwikPayables, are described in an addendum to the Statement of Work and describe the scope in terms of document and process types (for example PO- and non-PO-invoices), business rules, approval tiers, delegation rules, and escalation rules, and the services to personalize the configuration for the customer. Some KwikApps may have an Advanced edition, packaged to support a more complex configuration while establishing pricing tiers and flexibility in options that fall within the parameters. If the scope of a project is beyond the Advanced tier, additional services can be added to achieve the customer's desired configuration.

KwikPayables is priced at $4,995 in software and $8,625 in personalization services. KwikPayables Advanced is priced at $6,995 in software with personalization services based on project scope.

Optional Components

KwikTag includes features that meet the requirements for most customers. When the needs are greater, KwikTag's optional components provide advanced capabilities for both imaging and integration.

Optional Services

All KwikTag proposals will include professional services in order to deploy a basic system, users and any options. Because of KwikTag's simplicity, the required services are often straightforward. However, a wide range of custom configurations are possible and will be priced during the sales cycle, or added to the quote and scope for packaged KwikApps services. The standard rate for professional services is $1,500 per day.

Annual Support Agreement

Annual Support Agreements provide unlimited technical support, software maintenance and server support for the Appliance hardware, subject to the hardware warranty period. The percentage calculation below applies to software costs only. Hardware support is a flat $500 per year for Tier 1 and $800 per year for Tier 2 hardware, in addition to the software Support Agreement calculation.

SDK Support provides access to an online SDK Forum and Development Sandbox.

Platform	SDK	Standard	Advanced
Support Agreement includes technical support, software maintenance and access to customer support portal. Standard Configurations are single Appliance (server) deployments. Advanced are multi-server deployments.	$500	20%	22%

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Pricing a KwikTag System

Using the appropriate 2013 Commercial Price List, it is easy to price a new KwikTag System:

1. Select the appropriate Appliance (i.e. hardware or virtual only – assume virtual)

2. Determine the necessary number of Client Access Licenses (CALs)

3. Determine the necessary number of KwikTag NAV Connector Packs

4. Add any KwikApps software components with a scaled discount for multiple KwikApps

5. Add any Optional Components

6. Subtotal the steps 1-5

7. Multiply by the Annual Support Agreement percentage

8. Add Professional Services Fees ($1,500 per day):

    a. Appliance-based deployment – typically 2.5 days

    b. Add the KwikApps services component

    c. Optional Components – add ½ day or more depending upon the number of options

9. Add KwikStuff Starter Kit – common examples below:

    a. Starter Kit A - $243

        o 1 - KwikTag 200-Count Rolls (20) with 10 Dispensers, 1 – KwikBaskets (10), 1 – KwikPaper (25)

    b. Starter Kit B - $486

        o 2 - KwikTag 500-Count Rolls (10) with 5 Dispensers, 2 – KwikBaskets (10), 2 – KwikPaper (25)

    c. Starter Kit C - custom kits are available at www.kwikstuff.com

10. Total steps 6-9

See the example on the next page.

Pricing Example

Step	Item	Price
1	Virtual Base KwikTag Anywhere Platform Appliance	$3,000
2	10 KwikTag CALs - $300 each	$3,000
3	1 KwikTag NAV Connector Pack	$1,750
4	KwikPayables	$4,995
5	Optional Components	$0
6	**Subtotal for Software**	**$12,745**
7	Multiply by 20% for Software Support and Maintenance	$2,549
8	Professional Services	$12,375
	Platform Installation - $3,750	
	KwikPayables Personalization - $8,625	
9	KwikStuff Starter Kit "A"	$243
10	**Total Solution**	**$27,912**