



Zyntax' License Renewal Services

Service programs offered by Zyntax for the review and renewal of IBM Rational Licenses

Standard Renewal

- Provide offer for renewals
- A discount is included whenever possible
- No cost⁽¹⁾ for this service

Expert Renewal

- **Standard Renewal, Plus**
- Review current licenses
- Understand upcoming license requirements and plans
- Advise on product roadmaps
- Identify potential cost-saving changes
 - Examples
 - Promotions for new products can mean that for the same budget, a new product can be obtained for no additional cost
 - Adding an additional product license can sometimes reduce the total cost because many promotions have a minimum threshold
 - Trade ups
 - Product or Maintenance bundles
 - Zyntax sales promotions
 - IBM sales promotions
 - IBM Global Financing promotions
 - Alignment of licenses into a single term; easier for budgeting and financing
- Review training requirements
 - Testing Plans
 - Classes – get more productive with under-utilized licenses
 - Mentoring – get more out of licenses
 - Consulting – put licenses to good use
 - Discounts on IBM training registered via us

⁽¹⁾ Zyntax reserves the right to require a signed letter of intent. It should not be the intention of the customer to use the research and advice provided by Zyntax for the purpose of providing it to another party for license renewal.

All efforts are made on a best-effort basis. Prices provided on unofficial documents are subject to change. Official quotes are provided for official prices.