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Revision 15 NetLink pricing

With revision 15, SouthWare has integrated dynamic web pages not only in the core product, but expanded these enhanced features to the external web pages as well.

This has produced a Web integrated product with so many new features, that SouthWare realized they had to modify their licensing and pricing model to more accurately reflect the new features and direction of their NetLink interface.

SouthWare has traditionally run under the client server model. In this model, the system software resides on a server and clients communicate through special thin client software with the server. This requires high-speed connections, and typically is only practical within the confines of a single office network. Access to the system outside the network typically required a terminal server interface to overcome the lower speeds encountered with Web access.

Recently, SaaS, or Software as a Service, has become popular due to the improvement in Web programming languages, particularly JAVA, AJAX and other dynamic Web screen products. Typically, a client had to choose between the client server or the Web based software model. **The new NetLink now gives a hybrid solution for those clients wishing to use both connection methods.**

SouthWare has now integrated AJAX and dynamic tools into their web portal, NetLink. Their ultimate goal is to increase the software capabilities over the next few revisions so that at least 80% of daily work can be accomplished using the simpler Web interface. With revision 15, they have been able to provide the typical outside user, (i.e. branch office sales or service) with full functionality via NetLink.

This means that there can be fewer full internal SouthWare licenses, since many functions in a company can now be achieved using the NetLink interface. The following is a brief summary of the changes that are effective with revision 15.

- Internal NetLink is now included with the standard license at no additional cost.

- External NetLink is no longer licensed on an active connection basis, thus allowing unlimited capacity for customers, vendors and other outside connections.

- The base price of external NetLink has been reduced and a new remote user license has been created. This license is far cheaper than the full internal license, and some rules apply.

  Clients can add remote users to their systems, but the number of remote users cannot exceed the number of full internal licenses.

  Remote users can connect using the capacity of the remote user license plus any currently unused internal licenses. For example, if you license eight internal users and six external users, you have a total of 14 users. The six external licenses are limited exclusively to external users only. If however, only four internal licenses are currently logged in to the system, then 10 licenses would be available to remote users.

- **There is a new shopping cart only version of NetLink**. This is a very low-cost option allowing existing clients to open their order entry system to clients via the new, extremely attractive shopping cart. The new shopping cart screens use the dynamic web pages to provide a very professional look for a minimal investment.

Two of SouthWare's modules, TaskWise and ExecuMate, will really add considerable information and value to the NetLink user interface experience. For the rest of this year, SouthWare has a slowly declining promotion to encourage users who upgrade to revision 15 to add these modules at a reduced price.

We will be contacting all of our clients within the next few weeks to show some of the new features and provide specific proposals for your upgrade.

Revision 15 makes the system easier to learn and more intuitive to use.