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## Vendor Desktop Software Licensing Programs Overview

### Benefits

- Rewards Customer Loyalty
- Consistent Pricing and Discounting
- Licensing Management for Customers
- Reduce Cost of Goods Sold and Cost of Carrying Inventory

### OLP Open License Program

The Nuance Open License Program is designed for Corporate, Academic, and State/Local Government customers who order a minimum point value of 50 points on new orders or 20 points on eligible reorders.

### Key Products

Dragon Naturally Speaking V13  
OmniPage Ultimate Enterprise V19  
Paperport Pro V14

### OLP Pricing Program

Nuance's license program is ideal for customers looking to purchase 50 points or more on a single order or 20 points on re-orders. The customer is entitled to take advantage of the OLP level (pricing tier) for a 2-year period; effective with the date of processing of the first qualifying order.

### Software Point Values

(multiply the qty purchased by the part number point value to achieve volume minimum requirements):

- 16 Dragon licenses
- 16 OmniPage Ultimate licenses
- 8 PaperPort licenses

Maintenance is  $\frac{1}{4}$  the point value of the licenses

Upgrade software point values vary, see price file

Once the 2-year term expires, the customer must once again qualify back into the program with a minimum order volume of 50 points. A more advantageous discount tier can be achieved at any time during the two year period, based on receipt of a single qualifying order, that meets a purchase level as shown below. Points are not cumulative between multiple orders.

**Level Point Range:**

- A 50-399
- B 400-1,999
- C 2,000-3,999
- D 4,000-9,999
- E 10,000+

**VLP Volume License Program**

The Nuance Volume License Program is specific to Nuance PowerPDF purchases and is also designed for Corporate, Academic, and State/Local Government customers. Our customers achieve deeper discounts over time, as purchases accumulate, and retain this entitlement.

**Key Product**

POWER PDF ADVANCED V1.0

**VLP Pricing Program**

The VLP Program, counts licenses/# users, and is a cumulative purchase program offering volume discounts based on total purchase history. A new customer can achieve volume license discount pricing with a 1-time minimum purchase of quantity 5 ea., after which, orders for quantity 1 ea. are accepted. Accumulation of licenses, over time, will entitle the customer to the below discount tiers when stated volume/total # of license purchase is met:

VLP Level	Min/User
A	5 to 24
B	25 to 99
C	100 to 249
D	250 to 499
E	500 to 999
F	1000 to 2499
G	2500 to 4999
H	5000 to 9999
I	10000 to 19999
J	20000 to 29999
K	30000 and Above

**Maintenance/Support**

Maintenance/support is available as an optional add-on to each license purchase for 1-year of coverage, for both programs, and can be renewed on a yearly basis.

**Authorization Requirements**

Dragon Medical is the only Nuance product that requires authorization. Please contact the EVA team at [EVA-licensing@ingrammicro.com](mailto:EVA-licensing@ingrammicro.com) for all Dragon Medical Licensing requests.

## **Order Requirements**

Order must meet the program specific minimum volume requirements:

- OLP new customer 50 points, re-order for existing customer with active 2-year pricing term 20 points per order
- VLP new customer license quantity 5 ea., existing customer re-orders quantity 1 ea. minimum

Order must use the correct product part numbers reflecting accurate program pricing tier entitlement (OLP or VLP discount levels) and customer type.

To assure prompt processing of your purchase, please be sure to include the following information when placing your order with us:

1. Reseller Name & Account Number
2. PO number
3. End-user agency/organization name
4. End-user shipping street address, city, state and zip code
5. End-user contact name - first and last name required
6. End-user contact phone number
7. End-user contact email address (email domain must match business name)
8. Ship to end user (for all volume licensing orders) or to reseller (for retail boxed product orders only).
9. FOB terms: Origin

## **Product Delivery**

Nuance's normal processing time on orders is 5-7 business days. Licenses confirmations are delivered via email (for all volume license orders) and software is accessed for electronic download. A copy of the license will be shipped in a box with the media (for Dragon Medical purchases).

## **Returns Overview**

There is a no returns policy for the Nuance desk.

Please contact our licensing desk with any questions.

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