

ICPT BOA ANSYS





- To issue an ICPT BOA w/ accepted SLA's
- To have the flexibility in sampling exceptionally priced products for our researchers across the Labs
- To establish product pricing schedules
- To introduce Ansys in a production environment so the Laboratory may better understand how Ansys can assist in a variety of engineering simulation disciplines
 - Provide engineers and researchers unlimited access to software licenses and HPC to get more work done and produce better results in less time.





Paid Up- License Paid up Front. (no lease) - can also be applied when you lease to buy (paid up) w/ a pro rate

```
if (hasCoffee) {  
  code() ;  
} else {  
  goToSleep( ) ;  
}
```

TEC-Technical Enhancement Customer Support

Lease - a software lease allows extended software rentals without investments for a fixed time.

GSA- General Services Administration- Pricing from the GSA Schedule

Commercial Pricing - Ansys commercial price list of items not found on the GSA Schedule



Three types of pricing advantages:

1. GSA Pricing Schedule - discounted
2. Ansys Commercial Pricing list - non discounted pricing
3. Technology Pool- This is where the discounts and savings are going to be coming from.





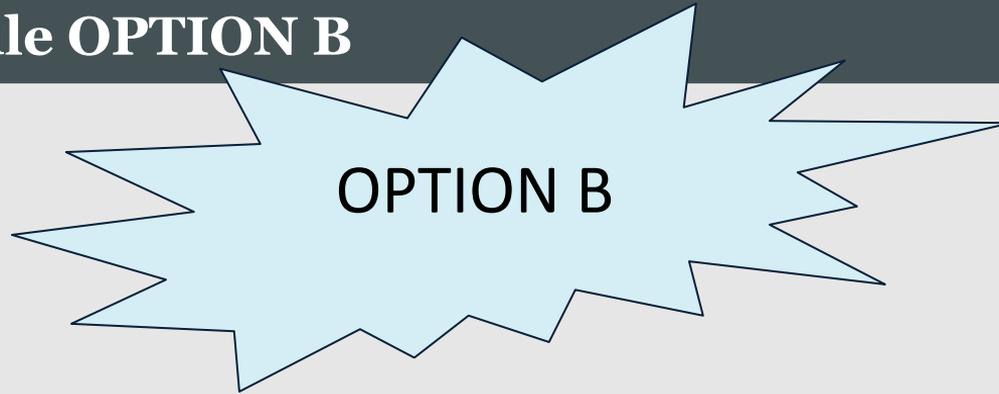
OPTION A

Purchase products from Ansys' Commercial or GSA price lists

If a lab only requires to purchase just a few licenses:

1. Purchases from the GSA price list or
2. Purchase a non-discounted license from the Commercial Price list.

Note: option A- does not provide any further discounted pricing.



Technology Adoption License Pool Option

Unlimited access to Ansys solutions at a significant savings

Technology Adoption License Pool Option is Ansys method of introducing their products in a production environment so the Laboratory may better understand how Ansys can assist in a variety of engineering simulation disciplines. For a more significant investment, the Lab will benefit when using "Technology Adoption License Pool Option."



The Combination of Enterprise Pool and Technology Adoption Pool provides:

- ★ Stable pricing over course of Base Year and Two Option Years for unlimited software and HPC access
- ★ Ability to try any software in Ansys's portfolio with zero financial risk
- ★ Ability to operate in a “non-denial” environment for any volume of software and HPC

Enterprise Pool

- ★ Single orderable pool comprised of the individual products selected by the site
- ★ Software included in Enterprise Pool is custom-tailored for each site to provide software tools by product and quantity





OPTION B

HOW IT WORKS

The Technology Adoption Pool becomes “**unlocked**” if the contractor orders in accordance with the Table on the Scenario Page:





Activating Technology Adoption Pool Access

Ansys currently envisions each interested sites Job Order with a three-year period of performance comprised of a single Base Year plus two one-year options.

Access to the Technology Adoption Pool is gained – if, in the first year (Base Year) of a site increases its previous calendar year's spend by the amounts listed in the Scenario page provided. The amount or percentage increase will depend upon how much a site spent with Ansys in the calendar year prior to the new contract's start (as indicated in the Table).

For the Option Years, the required spending increase for each Option Year is in accordance with Table in the Scenario page provided and is fixed as part of the initial ICPT BOA contract award and is not subject to further adjustment.



Scenario 1:

Current spend is \$205K which falls under the \$0-\$1.25M, adding the \$250K required growth, Ansys will unlock up to \$5M worth of licenses and HPC with an unlimited quantity. The total estimated spend for this scenario is \$455K. In this particular scenario, a laboratory decided to access \$2.4M worth of all the software and HPC they desire.

- A \$1.9M or 81% strategic savings which can be reported.
- This is access to any other Ansys solution in unlimited quantities for more additional savings.

Contract Year

Previous Year's Total Spend (\$M)	Contract Year Required Growth (\$K/%)
\$0-\$1.25M	\$250K
>\$1.25M	20%

Option Years

Previous Year's Total Spend (\$M)	Option Years Required Growth (\$K/%)
\$0-\$1.25M	\$250K
\$1.25M-\$2M	20%
>\$2M and <\$2.5M	19%
>\$2.5M and <\$3.0M	18%
>\$3.0M and <\$3.5M	17%
<\$3.5M and <\$4.0M	16%



Scenario 2:

Option year spend is \$1.3M which is greater than \$1.25M, adding 20% to the current spend which is \$260K required growth, Ansys will unlock up to \$5M worth of licenses and HPC with an unlimited quantity. The total estimated spend for this scenario is \$1.56M. In this particular scenario, a laboratory decided to access \$1.5M worth of all the software and HPC they desire.

- A \$1.24M or 79% strategic savings which can be reported.
- This is access to any other Ansys solution in unlimited quantities for more additional savings.

Contract Year

Previous Year's Total Spend (\$M)	Contract Year Required Growth (\$K/%)
\$0-\$1.25M	\$250K
>\$1.25M	20%

Option Years

Previous Year's Total Spend (\$M)	Option Years Required Growth (\$K/%)
\$0-\$1.25M	\$250K
\$1.25M-\$2M	20%
> \$2M and <\$2.5M	19%
>\$2.5M and <\$3.0M	18%
>\$3.0M and <\$3.5M	17%
<\$3.5M and <\$4.0M	16%



Technology Adoption Pool

- ❖ Contains any Ansys software and HPC products (12-month leases), including those products a site includes within its selected Enterprise Pool
- ❖ Each product is orderable in small “Lots” (typically quantities of 5 or 10 for each product)
- ❖ Unlike the Enterprise Pool, each Technology Adoption Pool product Lot is separately orderable
- ❖ All Technology Adoption Pool Lot 12-month leases are orderable during the Base Year and Option Years for \$0
- ❖ Additional Technology Adoption Pool Lots may be added at any time by placing a \$0 order



Technology Pool Advantages:

- ★ Creates “non-denial” environment - if a site needs more licenses of a product it already uses, it can order as much as the site needs at \$0 additional dollars without having to go through new procurement process. Ordering additional licenses is a simple process of requesting additional licenses from Ansys; a site never needs to worry about whether they have “bought enough” or will “run out”
- ★ License Management: ANSYS will monitor license usage and provide at least quarterly reports. ANSYS will actively monitor the quantity of licenses checked out and challenge and then log and individual out after a certain user selectable period of inactivity
- ★ Allows sites to explore the utility of additional products at no financial risk for the life of the contract and experiment with how using other Ansys products can help achieve site program and project objectives



Base Year Plus Option Year Price Stability

Enterprise Pool pricing is stable across the Base and Option Years, with well-defined price growth preset between Base and Option Year 1 and Option Year 1 and Option Year 2

Technology Adoption Pool pricing does not change throughout the contract life (i.e., \$0)

