

CRYSTAL VOLUME LICENSING PROGRAM

VOLUME LICENSING FOR CRYSTAL REPORTS® AND XCELSIUS® SOFTWARE

Summary

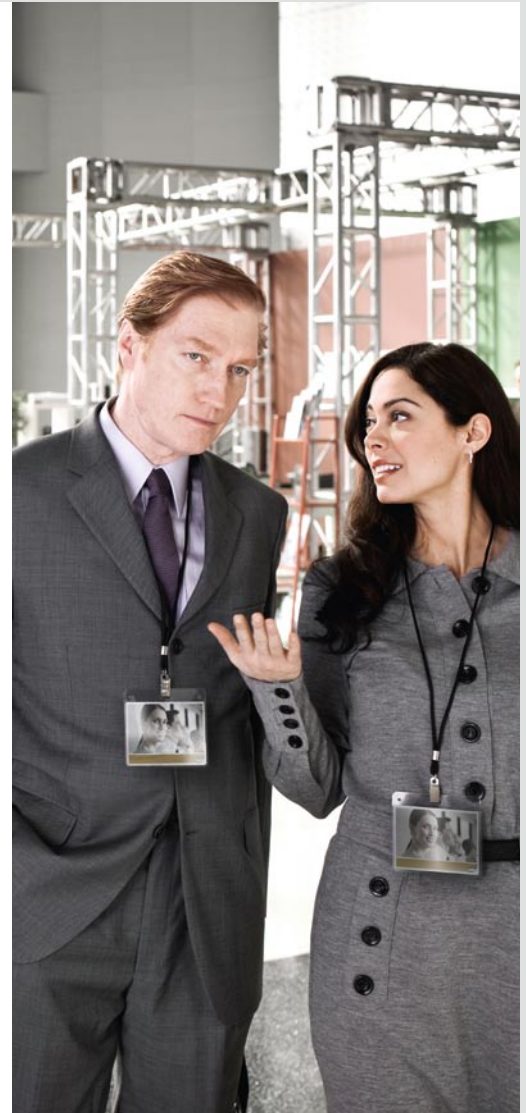
The Crystal Volume Licensing Program¹ (CVLP) is a transaction-based, volume-licensing program for the Crystal Reports® software and Xcelsius® software family of desktop² products. CVLP removes the complexities of traditional licensing programs, while maintaining generous volume discounts. Discounts are given based on the number of units purchased per transaction, and different products can be combined.

Program	Units per Transaction	Discount
Corporate	0-2	0%
Corporate	3-9	10%
Corporate	10-49	15%
Corporate	50+	25%
Government/Not for Profit/Education	Not applicable	15%

Table 1: Crystal Volume Licensing Program Discount Levels by Band

Benefits

- **Simplicity** – Discount bands are determined based on the number of units purchased per transaction; you do not need to deal with a confusing points system or track accumulated purchases over time.
- **Product span** – You can benefit from volume discounts across product lines by combining Xcelsius software and Crystal Reports software products. Full product and upgrade licenses are both eligible for CVLP, and can be combined in a single transaction.
- **Save money** – For corporate customers, discounts begin with a minimum of three units per transaction; discounts may go as high as 25%.
- **Government, education, and not-for-profit pricing** – Discounts are available for qualifying not-for-profit, government, and educational institutions.
- **Accessible** – Registration is not required to qualify for discounts, and there are no obligatory purchase commitments.



¹ Effective April 15, 2009, the transaction-based Crystal Volume Licensing Program replaces our former cumulative program, Dimensions.

² Our server products (Crystal Reports® Server and Xcelsius® Engage Server) incorporate volume discounting into the packaged price, at SKU level, and thus are not eligible for this program.

Eligible Products

All versions and editions of desktop products from the Crystal Reports and Xcelsius product lines are eligible for this program.

- **Crystal Reports** – The de facto standard in enterprise reporting, Crystal Reports helps you connect to virtually any corporate data source to consolidate disparate information into highly formatted, interactive reports. Groupings, drill-downs, and the parameter panel enable one report to suit the requirements of many end users. Xcelsius visualizations can also be embedded to enhance visual appeal and incorporate what-if scenarios for intelligent decision making. **Eligible products: Crystal Reports, Crystal Reports Visual Advantage software**
- **Xcelsius** – The Xcelsius product family includes a series of interactive dashboarding and visualization products designed to provide business users with simplified, at-a-glance views of their data to make strategic business decisions. Users are empowered to create their own actionable view of the business, using a library of stunning data visualization components and what-if scenario building to model potential business outcomes. Xcelsius equips you with the insight you need to transform how you run your business. **Eligible products: Xcelsius Present software, Xcelsius Engage software, Crystal Xcelsius (standard and professional versions)**

For More Information

To learn more about SAP® BusinessObjects™ business intelligence solutions from SAP, visit our Web site at www.sap.com/sapbusinessobjects.

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