



 **TetraLink** | EDUCATION SERIES

Software Subscription Transition

Core Integration, ATM Network, ActiveTeller
and NBS Software

Today's Agenda

- Welcome Alli VanDenakker!
 - Customer Service & Sales Support
 - Order tracking, parts research, parts order placement, etc.
- Discuss Hyosung software subscription transition timeline
- New information and pricing for MoniPlus 2 NBS software for ATMs
- New Tiered ActiveTeller discount tiers for larger integration projects

Why Software Subscription?

Financial Institution Benefit & Impact

- Lower upfront cost
- Consistent cost structure & simplified invoicing
- Aligns with general software industry
- Higher cost over lifetime

Dealer Benefit

- Simplifies software license/maintenance
- Higher and more consistent recurring revenue over time

NCR subscription-only model | Diebold is supporting both models

Perpetual Licensing vs Subscription Pricing

Perpetual License + Maintenance (Current)

- Upfront License Fee
 - Entitles customer to use forever
 - Maintenance paid separately
- Software Maintenance Fee
 - Entitles customer to software support, bug fixes and minor releases of software
 - Technically not required and can be cancelled at any time

Annual Subscription (New)

- Combined License + Maintenance
 - Entitles customer license for one year
 - Entitles customer to software support, bug fixes and minor or major releases of software
 - If not renewed, customer not entitled to continue running software
- Canceling
 - Must inform in writing
 - Must uninstall the software

Perpetual and Subscription Timeline

	Today	July 1
Core, ATM & Active Teller	<p>New Customers: Order <u>either</u> Perpetual or Subscription</p> <p>Existing Customers: Order <u>either</u> Perpetual or Subscription</p>	<p>New Integration Customers: Order <u>Subscription</u></p> <p>Existing Integration Customers: Order <u>either</u> Perpetual or Subscription</p>
Terminal Software	<p>New terminal orders with MoniPlus 2s NBS and CCIM are under <u>Perpetual</u> software licenses and maintenance</p>	<p>New terminal orders with MoniPlus 2s NBS and Enhanced Deposit software must be <u>Subscription model</u>. NBS now includes MoniGuard</p> <p>MoniGuard Standalone Subscription licenses available for existing NBS software perpetual licenses.</p>

Peer to Peer and MoniGuard are only available under the subscription model

Perpetual License – Core & ATM Integration + ActiveTeller

- Existing customers with core integration and ActiveTeller are grandfathered in and the following applies:
 - Can continue to order **new copies of currently licensed** integration perpetual licenses, meaning no per terminal core integration or per terminal Active Teller licenses are needed.
 - No end date communicated
 - Terminal SW (NBS and imaging) will need to be subscription
 - ActiveTeller Workstation and Tablet software will need to be subscription
- New products purchased before July 1st can be perpetual or subscription
 - Except peer to peer Active Teller video – must be subscription
 - Except MoniGuard standalone (the new version of MoniGuard included with subscription) must be subscription
- Those new products that are licensed before July 1st as perpetual are also grandfathered



NBS Subscription for ATM only

- All ATM orders beginning July 1 will be subscription – no grandfathering
- NBS includes stand-alone MoniGuard
- MoniGuard subscription includes Whitelisting and Hard Drive Encryption.
 - Other security options available under a Professional Services agreement
 - Stand alone MoniGuard Subscription is available for existing terminals
 - MoniGuard requires a TPM chip and supports TPM 1.2 or TPM 2.0.

- MoniPlus 2s NBS Subscription \$1,725
- MoniPlus 2s Enhanced Deposit Subscription \$590
- MoniGuard Standalone Subscription \$205

New Customer purchase of 6 Terminals

Items	Quantity	Unit Price	Total
ATM with CCIM (<i>estimate</i>)	6	\$40,000	\$240,000
MoniPlus 2s NBS Subscription	6	\$1,725	\$10,350
MoniPlus 2s Enhanced Deposit Subscription	6	\$590	\$3,540
Project Total			\$253,890
		One Time Fees	\$240,000
		Reoccurring Subscription Fees	\$13,890

Core & ATM Integration + Active Teller and NBS Subscription

- Hardware and PS proposals built separately
- Bundled PS fee includes all PS items previously itemized under the perpetual licensing model
- PS services are one-time fees
- Software licenses are annual subscriptions that include maintenance

New Customer purchase of 8 Terminals

Items	Quantity	Unit Price	Total
Core + ATM + Active Teller (One Time Fee)	1	\$117,000	\$117,000
MoniPlus 2s NBS Subscription	8	\$1,725	\$13,800
MoniPlus 2s Enhanced Deposit Subscription	8	\$590	\$4,720
Core Integration Subscription (per ATM)	8	\$1,400	\$11,200
Active Teller Terminal Subscription (1-10)	8	\$3,600	\$28,800
Active Teller Workstation Subscription	1	\$775	\$775
Active Teller Tablet Subscription	1	\$450	\$450
Project Total			\$176,745
One Time Fees			\$117,000
Reoccurring Subscription Fees			\$59,745

* Does not include hardware

ActiveTeller Subscription Discount Structure

- Available to new customers - not conversion customers
- No discount on Core Integration, workstations or tablets
- Orders can be spread out over years
- Tiered ActiveTeller terminal fees:
 - 1-10 \$3,600
 - 11-20 \$1,800
 - Over 20 \$900

New Customer purchase for 33 Terminals

Items	Quantity	Unit Price	Total
Core + ATM + Active Teller (One Time Fee)	1	\$117,000	\$117,000
Core Integration Subscription (per ATM)	33	\$1,400	\$46,200
Active Teller Terminal Subscription (1-10)	10	\$3,600	\$36,000
Active Teller Terminal Subscription (11-20)	10	\$1,800	\$18,000
Active Teller Terminal Subscription (over 20)	13	\$900	\$11,700
Active Teller Workstation Subscription	2	\$775	\$1,550
Active Teller Tablet Subscription	1	\$450	\$450
Project Total			\$230,900
One Time Fees			\$117,000
Reoccurring Subscription Fees			\$113,900

* Does not include hardware or NBS and Cash and Check Imaging Software

Important Notes

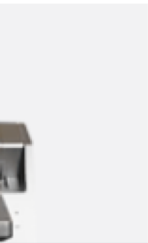
- Starting July 1st, Global to NBS software upgrades will all be at the normal subscription prices.
- All existing proposals will need to be modified to subscription if being ordered after July 1st.
- Please get with our team for unique situations: Skype to Peer to Peer conversions, adding Core integration to an existing ATM Network Integration, etc. We're happy to help!
- Great opportunity to close some business prior to July 1st.
 - Existing integration customers are an important consideration.



Estimate Builder

Branch Transformation ATMs

Integration & Professional Services



le
al
ual


E



8200QTN NBS

Brochure
Installation Guide
Operators Manual
Spare Parts Manual

[CREATE ESTIMATE](#)



7800i NBS

Brochure
Installation Guide
Operators Manual
Spare Parts Manual

[CREATE ESTIMATE](#)



Integration & PS

ATM Network + Active Teller

ATMs run on the ATM processor, but also incorporates Active Teller teller-assist functionality.

[CREATE ESTIMATE](#)




Integration & PS

Core Integration + ATM Network + Active Teller

ATMs are integrated with both the core and ATM network with Active Teller teller-assist functionality.

[CREATE ESTIMATE](#)



Integrat

Core Integ
Net

ATMs are in
both the co
network but n
teller-assist
avail

[CREATE](#)

Website and Support

Equipment Resources



- Configure Machines
- Equipment Pricing
- Place Orders
- Brochures
- Installation Guides
- Operator Manuals

[VIEW EQUIPMENT RESOURCES](#)

Technical Resources



- Warranty / Software Maint. Registration
- Warranty Request
- Software Request
- Technical Bulletins
- Core Network Certifications
- MoniPlus 2 Network Certifications
- NBS ATM Network Certifications

Sales & Marketing

- Product Lead Times
- Certified Pre-Owned ATMs
- Marketing Videos
- Demo Equipment Request
- Hyosung Visit Form

Parts Center

- Order Parts
- Order Win 10 Upgrade Kits

Training Materials

- Hyosung Training Schedule
- Hyosung Product Presentations
- Training Webinars

Account

- View Estimates
- View/Track Orders
- Change Password

Questions?

(3) \$50 - Amazon Gift Cards

What is the transition date to Hyosung software subscription?

July 1, 2021

What additional software is included with MoniPlus 2 NBS software subscription license?

MoniGuard (Whitelisting and Hard Drive Encryption)

If 15 NBS ATMs are purchased with Active Teller, how many units receive the new tiered discount?

5 (1-10 are regular price, 11-20 are discounted)



Thank You!

