



# Metaphorix PayAsYouGo

## The flexible way to pay for your Dynamics NAV solution

We offer our customers choice. You can choose from a range of methods for running, supporting and paying for your software products. At the heart of our business model is the ability to 'pay-as-you-go'.

PayAsYouGo offers the ability to 'rent' users for as little as £50 per user per month (Finance, CRM and Distribution solutions), £70 per user per month (Manufacturing) and £100 per user per month (Construction).

This document outlines the options that you can use to get the right solution, at the right price and on the right terms.

### PayAsYouGo

Our solution is offered on a PayAsYouGo basis that offers a number of very important benefits.

- **Preserves working capital**  
PayAsYouGo allows you to preserve working capital and to pay on a subscription basis.
- **Enables hosting option**  
PayAsYouGo allows you to host the entire solution in a third party hosting centre where all aspects of the hardware and system software are managed by the hosting provider.
- **Adjust to suit your needs**  
PayAsYouGo allows you to flex your number of users in line with the demands of your business – only paying for the number of users you need in any month.

We can offer you the best of both worlds – PayAsYouGo, on premise or in the Cloud – whichever you prefer.

### Hosting in the Cloud

In terms of the hosting service itself, we recommend the use of a number of partners that provide all the infrastructure and services required. We are happy to help you get a competitive quote for this aspect of your solution.

### PayAsYouGo: On Premise

This option allows you to use your own hardware and to effectively host the solution yourself.

There is a little work to do around your hardware and how it can be used for on-premise hosting, all of which is covered in our standard PayAsYouGo contract.

### PayAsYouGo Ts&Cs

Our PayAsYouGo option is simple – you just pay monthly for your number of users.

To arrive at the right price, you simply select the options you prefer and we give you a definitive monthly price per user.

There are a number of factors that affect the monthly price per user, including:

- The actual number of users covered by the agreement.
- The length of the agreement you enter into – 1 year (minimum), 3 or 5 years.
- The initial deposit against your contract that you are prepared to commit.

All PayAsYouGo contracts are payable monthly, in advance by direct debit.

A little more explanation is offered below to give you a view of the decisions you would face if considering a PayAsYouGo option.

### The Number of Users

There are a couple of aspects to consider.

#### Concurrent versus Named Users

The number of users covered by a PayAsYouGo option is different from a purchase option.

PayAsYouGo users are named users, whereas the purchase option is a concurrent user model.

Using a concurrent user model, you can purchase fewer users and still manage the solution to allow all users to have the access they need.

Using the PayAsYouGo model, you buy the exact number of users you need to be given access to the system at any time.

This can increase the number of users covered by the agreement.

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## Flexing the Number of Users

Under PayAsYouGo, the number of users you pay for is flexible in either direction – you can add or subtract users as your needs change.

However, whilst you can increase the number of users covered by the agreement at any time, you can only reduce the number of users you have covered after the first 12 months.

## Non-PayAsYouGo Modules

It is worth noting that, in some installations, there may be value-added products that do not offer a PayAsYouGo option and these still need to be bought outright.

These add-ons make up a small part of the overall costs and so this should not have a significant impact.

## Length of Agreement

The standard contract offered is a rolling 12-month agreement that can be cancelled after the initial 12-month period has expired.

If you elect to go with a longer contract, then the price per user is reduced based on the length of the commitment you make.

The options are:

### 1-Year Contract

This offers the basic price per user, but you have the benefit of being able to cancel after just 12 months.

On renewal, after the first 12 months you can opt for the length of contract you feel is right for you at that time – you are not restricted to a 12-month rolling contract.

### 3-Year Contract

The price per user is lower than for a 12-month contract, but you would have to pay for the 3 years in full should you decide to cancel before the end of that period.

### 5-Year Contract

This option offers the lowest price per user, but you would have to pay for the 5 years in full should you decide to cancel before the end of that period.

## Initial Deposit

Depending on the contract term you opt for, the rate per user is discounted if you choose to make an initial deposit against the contract.

You can choose to pay no initial deposit at all, but the more you pay, the better the rate.

The options are:

### 1-Year Contract

**10% Deposit:** Pay 10% in advance and the remaining balance over the 12-month period of the contract – preferential rate.

**25% Deposit:** Pay 25% in advance and the remaining balance over the 12-month period of the contract – optimal rate.

### 3-Year Contract

**10% Deposit:** Pay 10% in advance and the remaining balance over the 36-month period of the contract – preferential rate.

**25% Deposit:** Pay 25% in advance and the remaining balance over the 36-month period of the contract – optimal rate.

### 5-Year Contract

**10% Deposit:** Pay 10% in advance and the remaining balance over the 60-month period of the contract – preferential rate.

**25% Deposit:** Pay 25% in advance and the remaining balance over the 60-month period of the contract – optimal rate.

## Summary

The PayAsYouGo option offers real benefits to your company.

You get the comfort of knowing that your commitment is limited. You can cancel and walk away without penalty.

You can flex the number of users covered up and down to match your needs and only pay for what you use.

You can host the system on-site or in a third party hosting centre – it's your choice.

And finally, PayAsYouGo can mean you pay a third less than if you had purchased the licence to use the system outright.

Call us or email us now for a PayAsYouGo quotation for your next system.

## PayAsYouGo Discount Matrix

CONTRACT TYPE	PERCENTAGE DISCOUNT OFFERED			
	Contract Term	10% Deposit	25% Deposit	Max Available
1-Year	0	5	10	10
3-Year	5	5	10	15
5-Year	10	5	10	20

For more information about our products and services, please call:

01675 432400, email us at: [sales@metaphorix.co.uk](mailto:sales@metaphorix.co.uk) or visit our website: [www.metaphorix.co.uk](http://www.metaphorix.co.uk)

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Metaphorix Limited • 3 Temple Court • Temple Way • Coleshill • Birmingham • B46 1HH