

Florence ROUSSEAU

De: Boyum IT <boyum@boyum-it.com>
Envoyé: mardi 1 octobre 2024 10:02
À: Florence Rousseau
Objet: Important Partner Update 2025

Indicateur de suivi: Assurer un suivi
État de l'indicateur: Avec indicateur



Bring your products to life

Important Update: Software License and Maintenance Price Adjustments for 2025



Dear Boyum Partner,

Thank you for your continued partnership with Boyum IT.

We deeply value your trust and support, which drives us to continually innovate and enhance our solutions for the Product Value Chain. Our commitment to providing you with exceptional local support remains unwavering.

To sustain the high standards of service and innovation you have come to expect, we must adjust our pricing. This change will enable us to continue delivering the quality and reliability that you rely on. We appreciate your understanding and look forward to our continued collaboration

With this in mind, we would like to inform you that **existing perpetual maintenance renewals will be subject to a 2.5% price increase, effective from 1st January 2025**. This adjustment will be reflected in the next maintenance renewal invoices, due in January 2025. The calculations for the 2025 maintenance renewal invoices

will be available in the Boyum IT portal starting October 1st, 2024. We hope this timely announcement allows you to communicate this change to your customers before issuing their maintenance invoices.

There is one exception to this adjustment: all new perpetual licenses purchased between September 1st, 2024 and December 31st, 2024 **will not** be subject to the maintenance price increase in 2025.

Additionally, there will be an **average license price increase of 2.5% across all products, applicable to both perpetual and subscription pricing**. This increase will take effect from January 1st, 2025. Please note that subscription contracts expiring after this date and subsequently renewed will be subject to the new pricing. Consequently, quarterly invoices for existing subscription contracts will not reflect the price increase until their expiration. All subscription licenses purchased before December 31st, 2024 will lock in the 2024 product license price for the duration of the contract

NB: We will confirm the exact price increase for each product by November 1st, 2024 at the latest. This will provide you with two months to update your price lists and quotation tools for 2025, well before the effective date of January 1st, 2025.

There will also be changes to the calculation of volume discounts effective from January 1st, 2025. For perpetual solutions with volume discount thresholds defined by the total standard list price value, the new thresholds will be as follows:

- €18.5k => 10% volume discount
- €37k => 20% volume discount
- €123k => 30% volume discount
- €370k => 40% volume discount

Please note: These volume discounts do not apply to Subscription Licenses or our SaaS offerings.

Should you have any questions about the price adjustments, please feel free to reach out to your Channel Sales Manager or contact us at sales@boyum-it.com.

Once again, we would like to take this opportunity to thank you for your business. We trust that our ongoing investment in Boyum IT's solutions will continue to add value to your business now and in the future.

Kind regards,
Boyum IT

Portal

Blog

Contact



Copyright 2024 Boyum IT Solutions. All rights reserved.

You are receiving this email because you signed up for our updates at www.boyum-solutions.com.

Sent to: florence.rousseau@opti-one.fr

[Unsubscribe](#)

Boyum IT Solutions A/S, Sintrupvej 71b, 8220 Brabrand, Denmark