

A New Era In Flexibility And Autonomy

Offering complete flexibility in how you purchase, design and optimise your industrial software

The Transition to Subscription



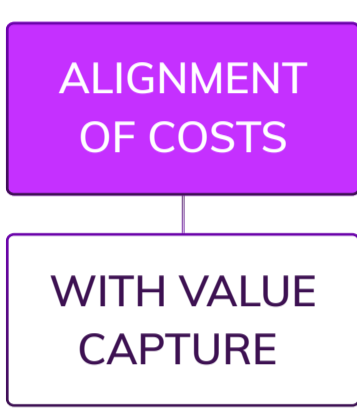
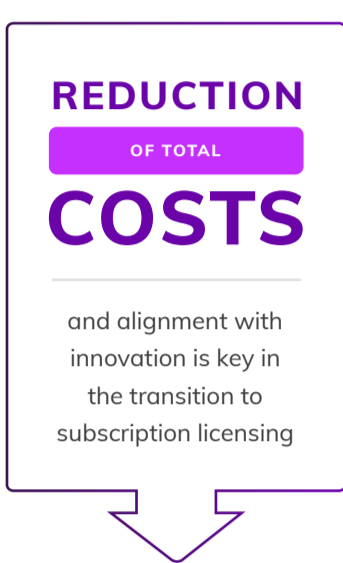
FLEXIBILITY AND BUSINESS AGILITY

are driving the demand for subscription licensing over traditional perpetual licenses



MINIMISING UP-FRONT INVESTMENT

is a major driver in the shift to subscription licensing



was cited as one of the major drivers in the shift to subscription licensing

Source: McKinsey & Company B2B Software Purchase Decision-Maker Survey 2015

Rationale of Subscription Licensing



Reduce the rigidity of integration for your industrial control system



Remove the upfront costs and cashflow burdens for your industrial software



Reduce the complexity of managing multiple vendor software licenses



Reduce the complexity of system design to help accelerate your digital transformations



Remove the boundaries of system architecture variations to accommodate expansion

Value of AVEVA Subscription

AVEVA Flex Subscription options, give you access to our comprehensive software portfolio and transformative technologies – as and when you need it.

Helping drive serious business agility and digital transformation with a host of benefits including:

Commercial Flexibility

- Significant reduction in upfront costs and capital expenditure
- Realise business, tax & financial value in moving dynamic costs from your Balance Sheet (CapEx) to your Profit & Loss (OpEx)
- Leaner balance sheet and enhanced cash flow with capacity to reallocate funds to other areas of strategic importance
- Ability to build projects to realise business value & benefits – not to align with capital budgets



Technical Flexibility

- Access a variety of our leading software solutions, from edge to enterprise
- Automatically benefit from the latest advances in software and communication technologies
- Flexibility to monitor and operate your system from a variety of platforms - web, mobile, cloud, desktop
- Various "sized to fit," scalable options with capacity to adjust usage and data points as needs evolve
- Easily manage the distribution and compliance of all license entitlements



Architectural Flexibility

- Flexibility to enable a variety of common architectures and combinations - on-premise, cloud and hybrid
- Superior integration capabilities with an array of open, seamless, hardware-agnostic solutions
- Migration from the rigidity of a tag-based model to an unlimited Supervisory Server
- Capacity and flexibility to implement solutions and architectures across a variety of industrial applications
- Flexibility to adapt the solution architecture at all points in the project lifecycle – including prototyping, design, commissioning & expansion

Support Flexibility

- Automatically benefit from our range of leading Customer Support options
- Seamlessly access the latest software version upgrades and enhancements
- Leverage a range of exclusive training and onsite software monitoring services
- Gain access to dedicated Customer Success Managers



for more visit: aveva.com/subscription