

FlashPoint ZIP/ZIPX for Windows
(Effective January 1, 1992)

Fees and Charges¹

| | <u>U.S.</u> | <u>Canada</u> | <u>International</u> |
|-------------------------------|------------------------------|----------------------|-----------------------------|
| Registration Fee | 49.50 | 49.50 | 49.50 |
| Disk (5.25" 1.2m) | 9.00 | 9.00 | 16.00 |
| Disk (3.50" 1.4m) | 10.00 | 10.00 | 17.00 |
| Non-US Bank Charge | 15.00 | 15.00 | 25.00 |
| Purchase Order Processing Fee | 5% of Total (\$20.00 min) | No P.O. Accepted | No P.O. Accepted |
| Sales Tax - Texas Residents | 8.25% of Total Order | N/A | N/A |

**Multiple Copy Discounts²
and Required Purchase Order Deposits**

| <u>Quantity</u> | <u>Discount²</u> | <u>Deposit on P.O.</u> |
|------------------------|------------------------------------|-------------------------------|
| 1 to 9 | -0-% | -0-% |
| 10 to 49 | 5% | 10% |
| 50 to 99 | 10% | 10% |
| 100 to 499 | 15% | 10% |
| 500 to 999 | 20% | 10% |
| 1000 to 1499 | 30% | 10% |
| 1500 to 1999 | 40% | 10% |
| 2000 or more | 50% | 10% |

Site Licenses (Single Site) ³

| <u>Users</u> | <u>License Fees</u> |
|---------------------|----------------------------|
| First 100 | \$2,000 |
| 101 to 200 | Add \$1500 |
| 201 to 400 | Add \$3000 |
| 401 to 600 | Add \$2500 |
| 601 to 800 | Add \$2000 |
| 801 to 1000 | Add \$1500 |

Add \$1500 for each 200 copy increase beyond 1000 copies

¹ Fees, charges and discounts are effective January 1, 1992, but are subject to change without notice. Disk prices include an actual media charge, plus shipping and handling fees.

² Applied to registration fees only.

³ Includes a single master disk copy, containing applications and documentation, and free upgrades for first year. Additional charges may apply to multiple site licenses agreements.