

Item '95
Strategic Corporate Alliance
Strictly Private and Confidential
Proposal for Object Client Server Licenses Valid
until 23rd June 1995

---- XXXX ----

The following prices and associated terms and conditions are to be made available to ABC providing XYZ receive a reference number for invoice purposes by the 23rd February 1994 and the associated cost justification for proceeding prior omission of free maintenance on February 28th 1994.

60 user Object client server Gold Disk

No. of licenses	Discount	Per User	Total Invoice Value
60	32.5%	402	£45435

In addition to the above I would like to offer Item 95 two days consultancy/training FOC a further saving of:

£1900 (excluding expenses)

Additionally, as agreed this morning, I would like to offer ABC the opportunity to purchase the System Monitor Tool at a reduced cost and with additionally flexible conditions as follows:

Additionally XYZ will provide , free of charge, one days installation/consultancy for the Monitor Toll. I have secured the services of the author of the Objects Fred Smith for this consultancy. This is worth **£1000**.

In order to take advantage of this offer, XYZ require that the £3000 is invoiced with the £28,178 for the 60 users of Objects today. However, XYZ will not expect payment for the Monitor Tool until 30 days after the installation at Item 95 offices. Furthermore, a time limit of 3 months will be allowed for this installation to take place.

Thus, the total cost and savings are as detailed below: