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New Continia Solution License Program exclusively for customers on Microsoft Dynamics 365 Business Central Cloud

At Directions EMEA in The Hague, Continia announced new license program for companies using Continia solutions on Business Central Cloud. Customers on NAV or Business Central on-premises stay on existing license program.

New license program for customers on Business Central Cloud

With the introduction of the new license program, it is important to state the following:

- Existing license program and pricing is for
 - NAV license customers
 - Business Central on-premises customers
- New license program is for
 - Business Central Cloud customers

Details about the new license program

With the introduction of the Continia License Program for Business Central Cloud, we go to market with a much more flexible and scalable program how to access our unique solutions.

All solutions will still be 100 % supported by Microsoft Cloud Solution Provider partners, in the same way Continia solutions for NAV customers are supported by NAV Partners.

A typical Continia solution app will be separated into an Essential module with a free 30-day trial offer. On top of that, additional Feature Modules will be available.

Pricing related to the new license program will be based on consumption when you use the specific solution. Consumption becomes quantified and divided into intervals, which will be administrated per calendar month. The consumption number is a total of all usage across all companies within the Business Central Cloud license, like there is no price differentiation based on number of Business Central users as you know from our existing license and price model.

Types of quantification is for example number of registered documents within Continia Document Capture 365 and number of sent documents within Continia Document Output 365.

This type of license pricing also means that classic Purchase and Subscription licensing where payment happens before you start to use the solutions – are replaced by payment right after the actual use of the Continia solution.

With the introduction of the new license program, the related pricing model will also be more flexible especially reaching out to smaller companies. For example, Continia Document Capture 365 Essentials starts with 7 Euro for one month.

New Cloud License Program vs. existing on-premises License Program

Existing License Price Model from Continia is not valid for customers on a Business Central Cloud license.

Customers with a Continia License for Microsoft Dynamics NAV or Business Central on-premises:

- Purchase License migrating to Business Central Cloud can keep their Enhancement Plan for up to 4 years on Business Central Cloud. This means if a customer buys a Purchase License in 2018 and converts to Business Central Cloud in 2020, the customer can keep paying the potential low Enhancement Plan fee for furthermore two years on Business Center Cloud, till 2022.
- Subscription License will immediately be terminated and must transfer to our new License Program for 365 Business Central Cloud.

NAV license customers going to Business Central on-premises license

If existing customers with a Continia license is converted from a NAV license to a Business Central on-premises licenses, the number of Full Users might change due to campaign offers from Microsoft. In that case, existing Purchase License will be updated according to current price list. So did the number of Full Users change (Full Users is Essential or Premium Users in Business Central), then if the new user count place them in a new price level in our price lists, then this will happen:

- Purchase License. A price differentiation will be offered 100 % discount.
- Enhancement Plan fee: Price level will be updated according to current pricelist
- Subscription License: Price level will be updated according to current pricelist

Any update on pricing will take immediately effect from the date, the conversion of the NAV license is created at Microsoft. If the customer decides to buy additional users on top of the new converted user license number, any further price level differentiation is not included in the 100 % discount offer above.

Save up to € 3,250 for one company license!

For NAV license customers who converts to a Business Central on-premises license, this also leave customers with an incentive to buy Continia licenses for additional solutions before they convert to the Business Central on-premises license. So, if there is a change in their number of Full Users, this means that there is a potential to save up to € 3,250 for one company license (the difference between a XL and a XXL license for Continia Document Capture).

If you have any questions about the Continia licensing, please contact your Business Central partner.