

# Migration Specialties International, Inc.

217 West 2<sup>nd</sup> Street, Florence, CO 81226-1403

+1 719-784-9196, Fax: +1 888-854-3417

E-mail: [Info@MigrationSpecialties.com](mailto:Info@MigrationSpecialties.com)

[www.MigrationSpecialties.com](http://www.MigrationSpecialties.com)



## Continuity in Computing

# Virtual Alpha Pricing Guide

October 16, 2010

All prices are quoted in U.S. dollars.

Prices subject to change without notice.

This guide provides pricing and discount information for Migration Specialties Virtual Alpha products and services. Review specific product documentation for detailed feature and service descriptions.

## 1. FREEAXP™

### FreeAXP Software Kit .....Free!

FreeAXP provides a virtual AlphaServer 400 free to download for personal and commercial use from [www.FreeAXP.com](http://www.FreeAXP.com). *FreeAXP is provided without warranty or support.* An optional support contract is available for commercial users.

### FreeAXP Annual Software Support Contract (Single system)..... \$825.00

If FreeAXP will do the job, but you have to have a guaranty of product support, this option is for you. Annual support contract covering 48 hour response, 8 – 5 MT, M – F (U.S. Federal holidays excluded) telephone, fax, and e-mail support services and product updates. Volume discounts apply.

### Each additional system..... \$412.50

## 2. AVANTI™

Avanti provides a commercial virtual AlphaServer 400. The kit includes software, documentation, and a USB license key. The software ships with a 90-day manufacturer warranty. An optional support contract is available.

### Avanti Software Kit ..... \$5,500.00

EV4 CPU, 3GB mem, 1-3 NIC, 1-3 Narrow/Wide SCSI cntrl, 1-45 disks, 2/2 serial ports. 180 Units

### AvantiFlex Software Kit ..... Starting at \$500.00

Base Package: EV4 CPU, 128MB mem, 2 NIC, 1 Narrow SCSI, 1-7 disks, 2 virtual serial ports. 10 Units

AvantiFlex provides al la carte usage of Avanti features via purchase of license units, Units can be purchased in 5 unit increments at \$250.00 per increment. The kit includes software, documentation, and a USB license key. The software ships with a 90-day manufacturer warranty. An optional support contract is available.

Component	Required Units
512MB Memory	10
KZPAA Narrow SCSI Controller (7 disks)	10
KZPCA Wide SCSI Controller (15 disks)	15
Enhanced Performance (JIT)	60
NIC	5
2 x Physical Serial Ports	10

**Avanti Volume Discounts:** Discounts apply to purchases made over a 12-month period.

10 – 19 units .....	10%
20 – 29 units .....	20%
30 – 49 units .....	30%
50 or more units.....	40%

**Avanti Annual Software Support Contract .....** **\$825.00**  
Available for Avanti & AvantiFlex

**Each additional system.....** **\$412.50**  
Annual support contract covering 48 hour response, 8 – 5 MT, M – F (U.S. Federal holidays excluded) telephone, fax, and e-mail support services and product updates. Volume discounts apply.

**Avanti Backup Key .....** **\$500.00**  
Available for Avanti & AvantiFlex. Provides 30 days (720 hours) of runtime support for Avanti installations. Should the primary Avanti key become unavailable for any reason, the backup key can be used to keep an Avanti system running until a replacement key is obtained. See section 3.1 for Avanti license key policies.

## 3. PRICING POLICIES

---

### 3.1. AVANTI KEY REPLACEMENT POLICY

The USB license key supplied with Avanti represents the full value of the Avanti license. Should this key be lost, it will be necessary to purchase a replacement at full license cost. We recommend insuring the key accordingly.

In the unlikely event that a license key should fail, customers with a valid support contract are entitled to have the key replaced at no cost. A replacement key will be shipped by overnight courier upon receipt of the defective key. For customers requiring high availability of their virtual Alpha applications, we recommend purchase of the Avanti Backup Key.

### 3.2. AVANTI BETA WARRANTY

Avanti Beta is now available for purchase. Avanti is stable, but we have not yet achieved our performance goal for the product. The goal is an average of 55 VUPs<sup>1</sup> performance on our MSIO2 performance test bed. Avanti will continue to be listed as a beta product until we hit our performance target. The release of Avanti 2.0 will indicate that our performance goal has been achieved.

Avanti sells with a 90-day product warranty. Avanti Beta purchasers will receive a free warranty extension. Avanti Beta customer warranties will extend for 90 days *past* the release date of Avanti 2.0. Avanti Beta customers that purchase an annual software support contract will see its termination date extended to one year and 90 days past the release of Avanti 2.0.

---

<sup>1</sup> Information on the VUPs procedure used by Migration Specialties can be found at:  
<http://www.migrationspecialties.com/VAXAlphaEmulator.html#Benchmarks>

### **3.3. UPGRADE CREDIT**

Customers using FreeAXP with a current support contract will receive a pro-rated credit if they upgrade to Avanti.

### **3.4. BELATED ANNUAL SUPPORT PURCHASE POLICY**

Customers that decide to purchase an annual support contract after their warranty or existing support contract has expired must pay for coverage from the expiration date forward. For example, if a customer renews a support contract that lapsed 1.5 years ago, they would need to pay for 2 years of coverage to become current.