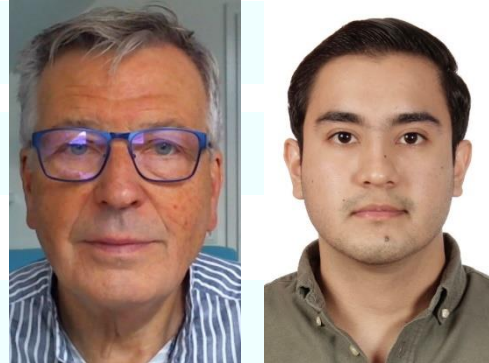


Speaker: Guido Lange

Facilitator: Manuel Ruiz



**The recording gets started
as soon as the presentation begins**

Agenda

Intro

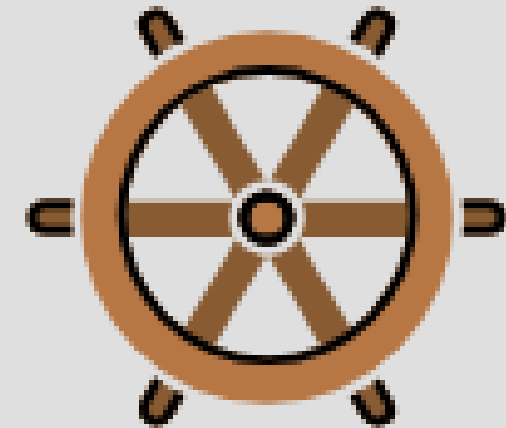
Live Demo

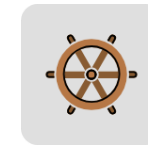
- Follow incoming and outgoing WorkItem links
- Take advantage of previewing linked WorkItems
- Customize the Intelligent Navigator UI to your personal preferences
- Customize the Intelligent Navigator UI to your Polarion configuration

License model and fees

Q&A

Special offer: Save money – decide fast





IN Intelligent Navigator

LM License Monitor

LS Links Synchronizer

WH WorkItem Hider



Use case

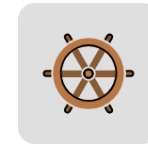
Problem, Problem, ...

Solution!



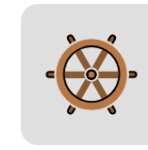
Lifetime Warranty
Pay the license fee once - receive free updates for life

Once installed on a Polarion server,
all UPPS! extension services are available in every Polarion project



- Follow incoming and outgoing WorkItem links
- Take advantage of previewing linked WorkItems
- Customize the Intelligent Navigator UI to your personal preferences
- Customize the Intelligent Navigator UI to your Polarion configuration





UPPS! Extension **evaluation** licenses are free of charge for a period of 100 days

UPPS! Extension **production** licenses require a one-time fee and include lifetime updating

License factor

= (number of Polarion ALM+REQ+QA+PRO named licenses)
+ 2 * (number of Polarion ALM+REQ+QA+PRO concurrent licenses)
= minimum 50 and maximum 250

License index

= 60 € for the Intelligent Navigator

License fee

= license factor * license index * 0.5 for recognized educational institutions
= license factor * license index for every other licensee
plus statutory VAT for licensees in Germany

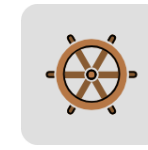
Example

Polarion assumption: 5 named ALM, 30 concurrent REQ, 10 concurrent QA

License fee for the Intelligent Navigator

= $(5 + 2 * (30 + 10)) * 60 \text{ €} = 5.100 \text{ €}$ for non-educational institutions
plus statutory VAT for licensees in Germany





Assumptions for the example calculation

- Polarion licenses:** 5 named ALM, 30 concurrent REQ, 10 concurrent QA
- Capacity utilization:** Two thirds of the licenses are used in parallel on average, i.e. 30 licenses
- Employee availability:** Employees work an average of 220 days per year
- Employee costs (gross plus non-wage labor costs):** 80.000 €/year = 0,10 €/second
- Gain in working time:** Using the Intelligent Navigator saves each employee 10 seconds of inefficient clicking / day

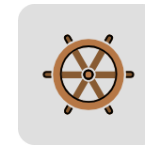
Profitability

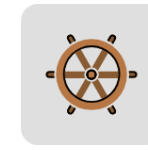
- Seconds per year:** $30 * 220 * 10 = 66.000$
- Euros per year:** $66.000 * 0,10 \text{ €} = \mathbf{6.600 \text{ €}}$

ROI Return on Investment

- Payback period:** $5.100 \text{ €} / 6.600 \text{ €/year} < \mathbf{10 \text{ months}}$
- Significant boost to employees' emotional relief**







Reduced one-time fee for a **production license** of the UPPS! Extension **Intelligent Navigator**

Precondition

We will receive a binding order
no later than Xmas, i.e. 24th December 2024

License fee

50% off

But not less than 3.000 € plus VAT if applicable





Thank you!