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FGM Proposal COVID-19 Stimulus Offering

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Table of Contents

1	COVID-19 Stimulus Package	3
1.1	Terms and Conditions	3
1.2	Pre-requisites.....	3
1.2.1	Existing D365 and Azure instances	3
1.2.2	New D365 and Azure instances.....	4
1.3	Pricing Models	4
1.4	Configure and connect the FGM	5
1.5	Inclusions.....	5
1.5.1	FGM Documentation.....	5
1.5.2	FGM Training.....	5
1.5.3	FGM Support.....	5
1.6	Customer Supplied Items	6

1 COVID-19 Stimulus Package

To support the deployment and management of the COVID-19 Stimulus packages, the Fujitsu Grants Manager (FGM) solution is now being offered at a special rate for clients who are managing COVID-19 related Grants and Rebates.

1.1 Terms and Conditions

The following minimum terms and conditions apply:

- This offer is available to be taken up until the 30th September 2020.
- The rights to use the FGM under this offer will expire 6 months from the date of purchase (the expiry date).
- Only COVID-19 related Grants and Rebates can be used on the FGM under this special pricing. Additional programs can be on-boarded, however additional costs will be charged.
- For FGM deployments to an existing instance:
 - If the FGM is **still in use** after the expiry date:
 - The Pricing Model selected, as outlined in section 1.3, will become activated with the first payment due on the month of the expiry date.
 - Note: The D365 instance must still be available to the FGM.
 - If the FGM is **not in use** after the expiry date:
 - Clients can request a backup of the database from Microsoft, or Fujitsu can request this on their behalf.
 - Fujitsu will disable the FGM so that the FGM no longer functions, however the data remains read-only in the environment.
- For FGM deployments to a new trial instance:
 - If the FGM is **still in use** after the expiry date:
 - The Pricing Model selected, as outlined in section 1.3, will become activated with the first payment due on the month of the expiry date
 - If not already in the Client's tenant, the instance will be transferred to the clients tenant for ongoing support and maintenance by the client.
 - If the FGM is **not in use** after the expiry date:
 - Clients can request a backup of the database from Microsoft, or Fujitsu can request this on their behalf.
 - Fujitsu or Microsoft will delete the instance and all data associated with it.

1.2 Pre-requisites

1.2.1 Existing D365 and Azure instances

Clients who already have Microsoft Azure and Dynamics 365 instances will need to provide Fujitsu with a user account to perform the deployment, install and configure in the nominated environment. Any customisations to the Account and Contact entities in the instance may require additional configuration of the FGM that will be charged at a discounted time and materials rate.

1.2.2 New D365 and Azure instances

New D365 Clients, or Clients who wish to use a separate Dynamics 365 instance for this offer, may also be eligible to take advantage of Microsoft COVID-19 offer. See the [Resources and support for our global customers impacted by COVID-19](#) Blog for information on Microsoft's offering.

1.3 Pricing Models

The FGM is licenced on a tiered basis either under a perpetual or application-as-a-service model based on Funds Under Management (FUM).

The software pricing will start from the 1st October 2020 and is based upon the following:

- The selected pricing model of either:
 - **Perpetual:** the software is licensed on an annual subscription basis; or
 - **Monthly Subscription:** the software is licensed on a monthly subscription basis with an initial minimum period of 12 months, starting from the 1st October 2020, upon the expiry of the offer.
- Pricing is fixed during the initial term. On the renewal date, Fujitsu will increase the pricing (including subscription fees, hourly rates and other service pricing) at the rate of CPI.
- This offer is based on time and materials, all estimated costs and consulting rates detailed does not include GST. Fujitsu's standard payment terms are to bill monthly with payment expected within 30 days.
- The **FGM Software** purchase pricing has been waived for this offer and is provided free of charge.
- Charges for the **installation and configuration** of the solution have been discounted for this offer and capped at two weeks' effort (time and materials).
- The following table is the FUM pricing applicable after the offer expires for Clients who continue to use the FGM.

Funds Under Management (AUD)	Perpetual (AUD)	Monthly Subscription (AUD)
■ <i>Less than \$100,000</i>	\$10,000	\$1,000
■ <i>\$100,000 to \$500,000</i>	\$15,000	\$1,500
■ <i>\$500,000 to \$1 million</i>	\$20,000	\$2,000
■ <i>\$1 million to \$10 million</i>	\$30,000	\$3,000
■ <i>\$10 million to \$100 million</i>	\$40,000	\$4,000
■ <i>\$100 million to \$500 million</i>	\$50,000	\$5,000
■ <i>Above \$500 million</i>	<i>By negotiation</i>	<i>By negotiation</i>

1.4 Configure and connect the FGM

Up to 10 days of effort will be charged, at a discounted rate, as time and materials, to perform the following activities within the D365 instance:

- Deployment and setup of the FGM, 3rd Party Products (Crow Horwath, Experian) and underlying base data.
- Connectivity to core D365 Account and Contact entities assuming no modifications have been made to these entities.
- Deployment and configuration of the Web Portal to an available Azure subscription.
- No connectivity or automation to existing systems other than those required to get FGM deployed as an out-of-the-box solution, such as Azure, D365 and SharePoint Online.

1.5 Inclusions

1.5.1 FGM Documentation

This offer includes the following FGM documentation:

- Configuration Guide – used to learn how to configure the Grant and Rebate programs.
- Standard Operating Procedures (SOP's) – used as training material for processing Applications.
- FGM Solution Design – outlines the overall Architecture high level design.

1.5.2 FGM Training

An allowance of 5 days has been include for remote Training. This training will be the presentation and guiding of the business users through the FGM Standard Operating Procedures (SOP's) and Configuration Guide. Should additional training be required, Fujitsu can supply additional pricing upon request.

The training does not cover how to administer the Microsoft Dynamics 365 system.

1.5.3 FGM Support

Fujitsu will provide up to **5 days** of ad-hoc support, to be used on FGM related queries, as part of the offer discounted for the COVID-19. Additional support can be purchased at a discounted rate to be used within the offer period.

1.6 Customer Supplied Items

The following are required for the solution and are to be purchased directly from the vendor by the department, or supplied by Fujitsu. These costs are additional to the above Fujitsu special pricing.

Crowe Horwath EditAble Grid – User licenses are required for all enabled users in the Dynamics 365 system, including admin and read-only users.

Experian – Address lookup and validation services are provided by Experian.

Microsoft Software and Services - The following software and services are for part of the FGM Solution:

- Azure – used of Azure services required to support the FGM Portal.
- Dynamics 365 – the underlying platform that the FGM solution is deployed to.
- SharePoint Online –The FGM does not require all users to have access to SharePoint Online, it only requires that the FGM Service Account used to connect D365 and SharePoint have access.