

License tier for managed service providers



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Whitepaper License tier for Managed Service Providers

In this white paper, we would like to inform you as a partner about our five license tiers. We will give you an insight into the advantages of our pay-per-use licensing model and how the billing between Aagon and your work.

License tier*

	Small Managed Service Suite	Medium Managed Service Suite	Large Managed Service Suite	Extra large Managed Service Suite	Enterprise Managed Service Suite
License size	25-99	100-249	250-499	500-999	1000+
Basic package consisting of CORE, MS, WUM, SEC.	2,00 €	1,76 €	1,60 €	1,40 €	1,20 €
Operational					
Desktop Automation	1,50 €	1,32 €	1,20 €	1,05 €	0,90 €
License management	0,30 €	0,26 €	0,24 €	0,21 €	0,18 €
OS Deployment	0,30 €	0,26 €	0,24 €	0,21 €	0,18 €
Optimization					
Helpdesk	0,50 €	0,44 €	0,40 €	0,35 €	0,30 €
Asset Management	0,50 €	0,44 €	0,40 €	0,35 €	0,30 €
Vulnerability management	0,50 €	0,44 €	0,40 €	0,35 €	0,30 €
Retired Clients	0,23 €	0,20 €	0,18 €	0,16 €	0,14 €
Defender Management	0,39 €	0,35 €	0,32 €	0,28 €	0,24 €
BitLocker Management	0,30 €	0,26 €	0,24 €	0,21 €	0,18 €
Node-Locked BitLocker Management**	0,38 €	0,33 €	0,30 €	0,27 €	0,23 €
Mobile Devices	0,23 €	0,20 €	0,18 €	0,16 €	0,14 €
Intune Connector***	0,43 €	0,38 €	0,34 €	0,30 €	0,26 €

*All prices per client and month

** The ACMP BitLocker Management module can also be used as a node-locked license (A node-locked license recommended if the customer wants to bind the software to specific computers)

***The fully integrated management solution communicates via Aagon's Enterprise Service Bus (AESB), therefore the installation of the AESB may require additional services. The ACMP Intune Connector is licensed based on the Intune devices to be imported. Important note: The purchase of the license does not include a configured and functional Microsoft Intune license

Explanation:

We offer a total of five license tiers, depending on the number of licenses. The basic package always includes ACMP Core, CAWUM, Managed Software and Security Detective. This means that Windows and third-party patch management is always possible in the basic package. Various optional modules can be selected, from desktop automation to mobile device management.

Note:

The Billing is per server. The free SQL Server Express can be used without CAWUM up to a maximum of 500 clients. When using CAWUM, we recommend a maximum number of 300 clients to ensure a trouble-free use and high performance.



Find out more about this topic in the white paper:
"System requirements for managed service providers"

How does billing between Aagon and you work?

The AESB (Aagon Enterprise Service Bus) with the integrated MSP License Counter counts the number of clients daily and calculates an average at the end of the month. This works according to the pay-per-use license model, such as AWS.

Sample calculation:

1st case: You book the "Medium" package with 200 licenses for 1.76 € each and only use 150 licenses at the end of the month. This means that only the license for 150 licenses (i.e. $1.76 \text{ €} * 150 = 264 \text{ €}$) will be billed.

2nd case: You book the "Medium" package with 200 licenses and use 300 licenses until the end of the month. In this case, the number of licenses will automatically be upgraded to the "Large" package and billed at the end of the month (i.e. $1.60 \text{ €} * 300 = 480 \text{ €}$).

Why are managed service providers so important?

System houses are on the lookout for solutions to be able to support as many small customers (target group) as possible in an automated and centralized way.. At the same time, there is a lack of resources at small companies. As a result, many IT services are outsourced.. Managed service providers are IT service providers that take on defined services (managed services) at a defined price. The advantage is that specialist knowledge is bundled through the support of several customers. With a comprehensive UEM solution, "everything can be managed from a single source" and recurring revenues can be secured. In addition, self-service services are to be offered to customers in order to better position them. This includes topics like creating new AD users, being able to roll out computers yourself if necessary, adding your own printers, etc. Managed service providers need a solution that is scalable and can be billed fairly (e.g. per client).

Your advantages at a glance:

- Affordable entry as a Managed Service Partner (MSP)
- Calculable profit margin thanks to our fair and simple billing system (you only pay for what you actually "use")
- High performance thanks to fast start-up with ACMP (immediate deployment and regular)
- Improve productivity and reduce staff workload by automating routine tasks
- Monitoring of all customers
- Marketing concepts and training directly from the manufacturer
- Networking through exchange with other partners
- Increase the number of customers you can support by saving on travel time by reducing the need for regular on-site support



ABOUT AAGON

"Manage any device in a connected world!" – For thirty years, Aagon has been developing client management and automation solutions and is the specialist for the management of end devices and the automation of standard tasks. Due to careful development, more than twenty years in the market and the close collaboration with our customers and partners, our products are perfectly tailored to your requirements and needs.

Therefore, individual advisory services and the best support of customers and partners during installation and initial setup are part of the Aagon standard. A comprehensive understanding of customer needs and continuous contact with our customers and partners enable software development as a partnership of equals.

On-demand webinars, countless white papers and popular user meetings at different locations in Germany are just three examples of how much customer contact really goes into the development of ACMP.

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