

BIOWIN & BW CONTROLLER - PRICING AND PURCHASE OPTIONS

Purchase & Upgrade Options

This document summarizes BioWin & BW Controller pricing and purchase options:

Option A - Renewable Lease

Support

Option B - Outright Purchase

Training

Option C – Upgrade Purchase License

BioWin and BW Controller pricing

Product	Licensing Option		
	Renewable Lease	Outright Purchase	Upgrade Purchases License
BioWin	US \$1,500	US \$6,000	US \$2,500
BW Controller	US \$500	US \$2,000	US \$850

Note: All prices are per copy plus applicable shipping costs.

Note: BW Controller links to BioWin and requires BioWin 3.0.1 or higher. Each BW Controller license will be tied to a specific BioWin license (serial number).

Option A: Renewable Lease:

The software license is leased for one year. The basis of the lease scheme is as follows:

1. Renewable one-year license;
2. Telephone and email software support (but not free process engineering consulting);
3. All software upgrades free - users pay a nominal shipping and handling fee;
4. Manual (including tutorials) in electronic form. Users can print their own.

Option B: Outright Purchase:

The basis for the purchase scheme is as follows:

1. Permanent license;
2. One year of telephone and email software support (but not free process engineering consulting);
3. Future software upgrades will be offered for purchase;
4. Manual (including tutorials) in electronic form. Users can print their own.

Option C: Upgrade Purchased License:

Users who previously exercised the Outright Purchase Option (Option B) may upgrade to the latest version.

Terms and Conditions

The terms of the purchase or lease shall be governed by and construed in accordance with the laws in force in the Province of Ontario, Canada.

Support

Software Support

A user may ask the question: "How do I save a file in BioWin?". This is a software support question, and we would respond: "Click on Save in the File menu, type in a name, and then click OK.". This type of support is provided with no charge. We get very few software support questions due to the intuitive user interface.

Process Consulting Support

A user may ask the question: "I am running a simulation and the effluent nitrate is 7 mg/L, but it must be less than 5 mg/L. What must I do?". We regard this as a process consulting question rather than a software support question. In many instances we are involved with BioWin users addressing these questions, but not as free software support.

Training

BioWin is very easy to learn. With the online tutorials and resources in the on-line help, an engineer only needs a few hours of familiarization. However, the most efficient way to get users up to speed is through an intensive training course that covers BioWin as well as touching on various process engineering aspects. We have run many BioWin training courses, and suggest the following format:

- (a) Two day (16 hour) Introductory BioWin training course.
- (b) The course is hands-on and consists of a series of case studies designed to demonstrate BioWin features.
- (c) The orientation of the case studies leans towards nutrient removal systems, but many of the topics are quite general. An associated focus is wastewater characterization and estimation/ measurement of these characteristics as well as nitrification rates.
- (d) We supply course manuals and a number of spreadsheets used as "tools".
- (e) We find the optimum size group of attendees to be in the range of 5 to 10.
- (f) You provide the venue, the necessary number of PCs, a screen (or wall) and a projection device to connect to the trainer's PC (e.g. InFocus-type rather than panel on overhead projector).
- (g) In many cases we offer the course over a Friday/Saturday so that there is less impact on "billable time" for the consultant, and usually airfares for out-of-towners are reduced.

The cost for the course is US\$4,500 plus direct expenses (airfare, two nights hotel). In the case of clients outside North America we generally can combine several visits in one trip, thereby reducing the air travel cost to each client.

EnviroSim also offers an Advanced BioWin training course, Calibration of Simulators workshops as well as Specialty and Customized training courses and workshops. Please see www.envirosim.com/courses/ or email info@envirosim.com for details.