

Business One Summit Special Attendee Pricing



Generative AI for Business

Delivering Process Execution for Small Medium Business



Pricing Principles

- 01** Keep it Simple
- 02** Reward Summit Partners
- 03** Keep the Financial Barriers to Entry Low
- 04** Protect Partners from Financial Risk
- 05** Provide Customer Incentives to help Partner Momentum
- 06** Over-invest (MyWave) in training and expert help early on
- 07** Don't dictate partner pricing and margin – provide a RRP
- 08** Support Partners to make incremental revenue through high-margin services

List Price

MyWave Innovation Hub SMB Partner Fee

A Master License Fee and contract is required for each partner.

Master License Fee

What is included:

Year One

- Innovate, create, extend, sell and deploy multiple times Gen AI Wave Executable Processes on the MyWave Innovation Hub
- Innovation Hub and User Full Service Hosting
- Access to the pre-integrated API Service Layer for SAP Business One and other standard connectors to common solutions including Banking, CRM, Accounting and others
- Access to the initial pre-seeded Wave templates of 10 Wave processes on SAP Business One created by MyWave and SAP for SAP Business One
- Access to initial enablement, training, and documentation for up to 5 Partner employees.
- Expert on-call assistance hours (up to 10 hours) to support development efforts.

Year Two +

- As above, but reduced price due to lower training needs (2 included to cover turnover) and reduced expert on-call assistance (up to 5 hours)

Additional Services

- Additional user training programmes including Wave-Master Certification available at €800/person. Additional expert consulting hours on bespoke projects available at €1,200/day.
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End Customer Pricing

- Each end customer using MyWave attracts a Run-time fee based on the number of active users. This fee is charged to Partners who add their own margin before invoicing customers.
- While we do not set a 'retail' customer price or Partner margin, we do provide Partners with a RRP for guidance. RRP's have been based on yielding a 50% Gross Margin on the applicable MyWave deployment fee.
- Actual pricing and partner margin remains at the discretion of partners and market dynamics. Partners will also normally charge for added value services such as designing and deploying processes to meet customer needs using MyWave. These services rates and design costs are at the sole discretion of partners.
- There are two primary run-time models...

Pre-built 10 Wave Starter Package

- Ten (seven available at launch) pre-built standard SAP Business One Wave processes – ready to deploy. Customers may use one process, or all ten at their discretion.
- Includes up to ten user licenses for the deployed Starter Package Processes
- Additional User Licenses can be purchased in blocks of 10 users at a reduced rate

Custom and Individual Waves

- Additional & Bespoke Wave Processes can be purchased individually from the Partner.
- Includes 10 User licenses for each process.
- Does not include any partner services fees charged directly to the customer for the generation of their bespoke Wave process.
- Additional User Licenses can be purchased in blocks of 10 users at a reduced rate

Non-Summit Partner

Monthly Pricing

Package	MyWave Fee	Partner RRP	Partner Gross Margin
Master License fee – Year One (5 Partner Employee Users)	€840		
Master License Fee – Year Two (5 Partner Employee Users)	€600		
Starter Package – 10 Waves	€75	€149	50%
Additional Starter Pack User Licenses – 10 Units/Purchase	€70	€139	50%
Custom & Additional Waves can be purchased on a unit basis	€50	€99	50%
Additional Custom & Individual Wave User Licenses – 10 Units/Purchase	€45	€89	50%

Business One Summit

Special Recognition Pricing

Summit Partner Special Price

Master License Fee	Monthly Fee	Summit Partner Special Pricing
Year One (5 Partner Employee Users*)	€840	Adjusted price €210 Summit Partners – completing sign-up before 30 April – will be entitled to a 70% discount on the year #1 rate.
Year Two (5 Partner Employee Users*)	€600	Adjusted price €200** Once a Partner has signed up 5 customers and/or 30 deployable processes, the annual master license fee is discounted by 2/3rds

*Additional Users can be added at €20 pm.

**Fixed Three Years

End Customer Starter Package

Package	Includes	MyWave Fee	Starter Pack Partner RRP	Partner Gross Margin
Starter Package	<ul style="list-style-type: none"> Ten (seven available at launch) pre-built standard SAP Business One Wave processes – ready to deploy. Customers may use one process, or all ten at their discretion. Includes up to ten user licenses for the deployed Starter Package Processes 	€75	€149	50%
Additional User Licenses – 10 Units/Purchase	<ul style="list-style-type: none"> Additional users can be added in blocks of 10 at a reduced rate 	€70	€139	50%

Special Customer Offer (Expires 31/5/24 or when sold out)	MyWave Fee	Starter Pack RRP*	Partner Gross Margin
The first 100 Summit Partner customers signing up to the starter package, or acquiring bespoke/adapted processes, before 31/05/24 will receive a 50% discount for year one of their services agreement from MyWave. This discount applies to all process fees should the customer scale in the first twelve months.	€37.50	€74.99*	50%

*Assumes Starter Package Pricing & that the Partner passes on the discount

Get 10 Pre-Built Business One AI Enabled Processes for less than €7.50 per business user per month

End Customer – Custom Generated Waves

Wave	Includes	MyWave Fee	Partner RRP	Partner Gross Margin
Additional (above starter pack) & Custom Waves can be purchased individually	<ul style="list-style-type: none"> • Cost of MyWave certification and deployment. • Includes 10 User licenses • Does not include any partner services fees charged directly to the customer for the generation of their custom Waves. These fees are at the sole discretion of the partner and no revenue share requirement exists. 	€50	€99	50%
Additional User Licenses – 10 Units/Purchase	<ul style="list-style-type: none"> • Additional users can be added in blocks of 10 at a reduced rate 	€45	€89	50%

Special Customer Offer (Expires 31/5/24 or when sold out)	MyWave Fee	Wave RRP	Partner Gross Margin
The first 100 Summit Partner customers signing up to the starter package, or acquiring bespoke/adapted processes, before 31/05/24 will receive a 50% discount for year one of their services agreement from MyWave. This discount applies to all process fees should the customer scale in the first twelve months.	€25	€49.99*	50%

*Assumes Bespoke Wave Pricing & that the Partner passes on the discount

Get a customised AI-powered process to boost your productivity for less than €5 per business user per month