



PASTEL PARTNER PRICE LIST | 2017 – 2018

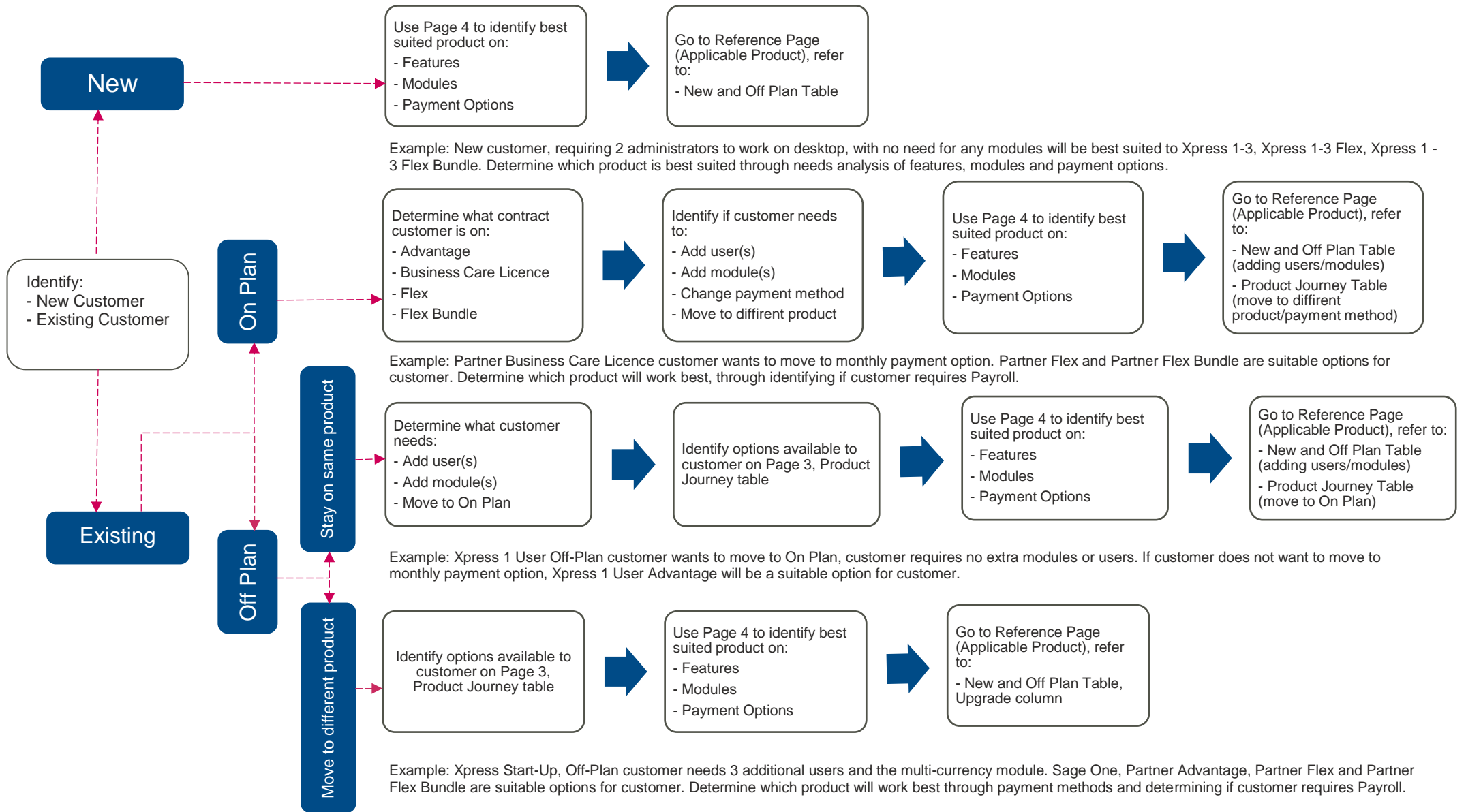


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1. Price List Guide



2. Product Options

2.1 New Product Options

The table indicates which products are available to new customers.

	PRODUCTS								
	Sage One	Xpress Start-Up	Xpress Start-Up BCL	Xpress 1-3 Advantage	Xpress 1-3 Advantage Flex	Xpress 1-3 Advantage Flex Bundle	Partner Advantage	Partner Advantage Flex	Partner Advantage Flex Bundle
New Product Options	✓	✓		✓	✓	✓	✓	✓	✓
Page Reference	5	6	6	7	7	7	8-9	8-9	8-9

2.2 Product Journey

The table below indicates which products existing customers (on or off-plan) can move to.

	Product Journey								
	Sage One	Xpress Start-Up	Xpress Start-Up BCL	Xpress 1-3 Advantage	Xpress 1-3 Advantage Flex	Xpress 1-3 Advantage Flex Bundle	Partner Advantage	Partner Advantage Flex	Partner Advantage Flex Bundle
Sage One				✓	✓	✓	✓	✓	✓
Xpress Start-Up Off plan	✓	✓	✓	✓	✓	✓	✓	✓	✓
Xpress Start-Up BCL	✓	✓	✓	✓	✓	✓	✓	✓	✓
Xpress 1-3 Off plan	✓			✓	✓	✓	✓	✓	✓
Xpress 1-3 BCL	✓			✓	✓	✓	✓	✓	✓
Xpress Advantage 1-3	✓				✓	✓	✓	✓	✓
Xpress Advantage 1-3 Flex	✓					✓	✓	✓	✓
Xpress Advantage 1-3 Bundle	✓						✓	✓	✓
Partner Off plan	✓						✓	✓	✓
Partner BCL	✓						✓	✓	✓
Partner Advantage	✓							✓	✓
Partner Advantage Flex	✓								✓
Partner Advantage Bundle	✓								✓
Reference Page	5	6	6	7	7	7	8-9	8-9	8-9

Example: An existing user on Xpress 1-3 off-plan has the following Product Journey options available.

	Product Journey								
	Sage One	Xpress Start-Up	Xpress Start-Up BCL	Xpress 1-3 Advantage	Xpress 1-3 Advantage Flex	Xpress 1-3 Advantage Flex Bundle	Partner Advantage	Partner Advantage Flex	Partner Advantage Flex Bundle
Xpress 1-3 Off plan	✓			✓	✓	✓	✓	✓	✓
Reference Page	5	6	6	7	7	7	8	8	8-9

2.3 Product Features

The table indicates:

- Features
- Modules
- Payment Options

Available for all products in the SSB product stack.

Product	Sage One Accounting		Xpress Start-Up	Xpress 1-3 Advantage	Xpress 1-3 Advantage Flex	Xpress 1-3 Advantage Flex Bundle	Partner Advantage	Partner Advantage Flex	Partner Advantage Flex Bundle	Sage Pastel Partner for NPO's
	Annual	Monthly	(Annual)	(Annual)	(Per Month)	(Per Month)	(Annual)	(Per Month)	(Per Month)	(Annual)
Monthly Payment from		R 226.97			R 464.04	R 635.53		R 877.63	R 1,018.86	
Annual Payment from	R 2,451.32		R 3,025.31	R 6,254.39			R 13,214.91			R 6,809.21
Platform	Online	Online	Pervasive	Pervasive	Pervasive	Pervasive	Pervasive	Pervasive	Pervasive	Pervasive
Local Installation or Cloud	Cloud	Cloud	Local	Local	Local	Local	Local	Local	Local	Local
Number of Users	Unlimited*	Unlimited*	1	1-3*	1-3*	1-3*	1-20*	1-20*	1-20*	1-20*
Number of Companies	Unlimited*	Unlimited*	1	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited	Unlimited
Number of Financial Years	Unlimited	Unlimited	2	2	2	2	2	2	2	2
Cash Books	Unlimited	Unlimited	30	30	30	30	30	30	30	30
Payroll	Yes*	Yes*				✓		✓		
Modules										
Bank Manager	✓	✓		✓	✓	✓	✓	✓	✓	✓
Bill of Materials							R 4,161.18*	R 242.15*	R 242.15*	
Customer Zone				✓	✓	✓	✓	✓	✓	
Debtors Manager				R 2,219.30*	R 312.72*	R 312.72*	R 4,640.35*	R 312.72*	R 312.72*	
GL Manager							R 7,364.04*	R 383.33*	R 383.33*	
Mobility	✓	✓		✓	✓	✓	✓	✓	✓	✓
Additional Mobile Users	Unlimited	Unlimited		R 706.14*	R 60.53*	R 60.53*	R 706.14*	R 60.53*	R 60.53*	
Multi- Currency	R 980.53*	R 90.79*					R 4,161.18*	R 242.11*	R 242.11*	
Multi-Warehousing							R 4,161.18*	R 242.11*	R 242.11*	
NPO Language File										✓
Point of Sale		R 353.07*		R 5,911.40*	R 363.16*	R 363.16*	R 6,557.02*	R 393.42*	R 393.42*	
Additional PoS Till		Unlimited		R 1,311.40*	R 80.70*	R 80.70*	R 1,412.28*	R 90.79*	R 90.79*	
Offline PoS Functionality				R 1,664.47*	R 100.88*	R 100.88*	R 1,866.28*	R 121.05*	R 121.05*	
Project Tracker							R 4,161.18*	R 242.11*	R 242.11*	✓
Receipting							R 4,161.18*	R 242.11*	R 242.11*	
Sage Intelligence	✓	✓		✓	✓	✓	✓	✓	✓	✓
Adv. Intelligence Reporting							R 4,640.35*	R 342.98*	R 342.98*	
Sage Online Tools	✓	✓		✓	✓	✓	✓	✓	✓	✓
Scheduled Invoicing							✓	✓	✓	
SDK Connector				Free on Request	Free on Request	Free on Request	Free on request	Free on Request	Free on Request	
SDK Toolkit							R 8,877.19*	R 605.26*	R 605.26*	
Serial Number Tracking							R 4,161.18*	R 242.11*	R 242.11*	
Stationery Customisation	✓	✓		✓	✓	✓	✓	✓	✓	✓
Time & Billing	R 980.53*	R 90.79*					R 4,161.18*	R 242.11*	R 242.11*	
Reference Page	5	5	6	7	7	7	8-9	8-9	8-9	12

*Available at an additional cost as an add-on module

3. Products

3.1 Sage One

3.1.1 New Product Options

Product options available for new Sage One customers.

	Monthly Price	Annual Price
2 users, 1 company	R 226.97	R 2,451.32
Per additional company	R 211.84	R 2,287.89
Per additional user	R 35.31	R 381.32
Time Tracking (per company)	R 90.79	R 980.53
Multi – Currency (per company)	R 90.79	R 980.53

3.1.2 Product Journey Options

Product options available for Sage One customers to move to.

	Xpress 1 user Advantage	Xpress 2 user Advantage	Xpress 3 user Advantage	Xpress 1 user Advantage Flex	Xpress 2 user Advantage Flex	Xpress 3 user Advantage Flex	Xpress 1 user Advantage Flex Bundle ¹	Xpress 2 user Advantage Flex Bundle ¹	Xpress 3 user Advantage Flex Bundle ¹	Partner Advantage ²	Partner Advantage Flex ²	Partner Advantage Flex Bundle ³
Sage One	R 6,254.39	R 8,271.93	R 10,289.47	R 464.04	R 605.26	R 756.58	R 635.53	R 776.75	R 917.98	R 13,214.91	R 877.63	R 1,018.86
Additional Pervasive (mandatory once-off) ⁹		R 305.90	R 611.80		R 305.90	R 611.80		R 305.90	R 611.80			
Renewal Subscription Year 2 ⁴	R 3,591.23	R 4,716.01	R 5,855.92	R 464.04	R 605.26	R 756.58	R 635.53	R 776.75	R 917.98	R 5,744.96	R 877.63	R 1,018.86

¹ Includes 1-10 employee Partner Payroll. More employee brackets available. Refer to Pg 9.

² Partner 1 user Advantage. More users available. Refer to Pg 8.

³ Partner 1 user Advantage and 1-10 employee Partner Payroll . More users and employees available. Refer to Pg 9.

⁴ Renewal Subscription pricing is as at current % to RRP, and only an indication of year 2 pricing. Prices are subject to an annual increase on 01st January 2018.

⁹ Pervasive pricing at R 14.00 per \$1 valid between 01.10.2017 – 31.12.2017.

A fully cloud based, all in one business management solution offering new levels of power and flexibility that is functionally advanced, simple to use and cost effective

3.2 Sage Pastel Xpress Start-Up

3.2.1 New and Off Plan Product Options

Product options available for new and off plan Xpress Start-Up customers.

	New/ Upgrade	Renewal ⁴
Xpress Start-Up without BCL	R 3,025.31	N/A
Xpress Start-Up BCL	R 6,050.61	R 3,025.31

An innovative and affordable single-user, single company accounting software package designed for start-up businesses.

3.2.2 Product Journey Options

Product options available for existing Business Care Licence (BCL) Xpress Start-Up customers to move to. Should a customer not have BCL they will need to upgrade the existing product first before the below options would apply.

	Xpress 1 user Advantage	Xpress 2 user Advantage	Xpress 3 user Advantage	Xpress 1 user Advantage Flex (per month)	Xpress 2 user Advantage Flex (per month)	Xpress 3 user Advantage Flex (per month)	Xpress 1 user Advantage Flex Bundle (per month) ¹	Xpress 2 user Advantage Flex Bundle (per month) ¹	Xpress 3 user Advantage Flex Bundle (per month) ¹	Partner Advantage ²	Partner Advantage Flex (per month) ²	Partner Advantage Flex Bundle (per month) ³
Xpress Start-up	R 3,229.08	R 5,246.62	R 7,264.17	R 464.04	R 605.26	R 756.58	R 635.53	R 776.75	R 917.98	R 10,189.61	R 877.63	R 1,018.86
Additional Pervasive (mandatory) ⁹		R 305.90	R 611.80		R 305.90	R 611.80		R 305.90	R 611.80			
Renewal Subscription ⁴	R 3,591.23	R 4,716.01	R 5,855.92	R 464.04	R 605.26	R 756.58	R 635.53	R 776.75	R 917.98	R 5,744.96	R 877.63	R 1,018.86

¹ Includes 1-10 employee Payroll. More employee brackets available. Refer to Pg 9.

² Partner 1 user Advantage. More users available. Refer to Pg 8.

³ Partner 1 user Advantage and 1-10 employee Payroll Advantage. More users and employees available. Refer to Pg 9.

⁴ Renewal Subscription pricing is as at current % to RRP, and only an indication of year 2 pricing. Prices are subject to an annual increase on 01st January 2018.

⁹ Pervasive pricing at R 14.00 per \$1 valid between 01.10.2017 – 31.12.2017.

A smart, cost effective business management solution for small businesses which will revolutionise your business to stay ahead of competitors

3.3 Sage Pastel Xpress Advantage

3.3.1 New Product Options

Product options available for new and off plan Xpress Advantage customers.

	New		Upgrade	Renewal Subscription ⁴ (per annum)	Xpress Advantage Flex ² (per month)	Xpress Advantage Flex Bundle ¹ (per month)
	Software	Pervasive				
Xpress 1 User	R 6,254.39	Included	R 3,631.58	R 3,591.23	R 464.04	R 635.53
Xpress 2 User	R 8,271.93	R 305.90	R 4,741.23	R 4,716.01	R 605.26	R 776.75
Xpress 3 User	R 10,289.47	R 611.80	R 5,951.75	R 5,855.92	R 756.58	R 917.98
Modules						
Additional Mobile Users	R 706.14		R 706.14	R 706.14	R 60.53	R 60.53
Debtors Manager	R 2,219.30		R 2,219.30	R 2,723.68	R 312.72	R 312.72
Point of Sale	R 5,911.40		R 3,984.65	R 2,668.20	R 363.16	R 393.42
Per additional till (available in single user breaks up to 9 users) excl Pervasive	R 1,311.40		R 756.58	R 514.47	R 80.70	R 80.70
Offline PoS Functionality ⁷	R 1,664.47		R 1,260.96	R 691.01	R 100.87	R 100.87
Sage Intelligence Advanced	R 4,640.35		R 3,631.58	R 3,455.04	R 342.98	R 342.98
Site Licence - Base Package	50% of New Pricing			50% of Renewal Pricing		
Site Licence - Modules	50% of New Pricing			50% of Renewal Pricing		
Bank Manager (Perpetual Customers Only)	R 4,161.18		R 2,320.18	R 1,603.95		
Sage Intelligence Standard (Perpetual Customers Only)	R 4,161.18		R 2,320.18	R 1,603.95		

3.3.2 Upgrade Xpress 1-3 Perpetual (On-plan) to Xpress Advantage 1-3

Important:

- Like for like upgrade
- Excludes all customers in their renewal period
- Once-off upgrade fee that is not available as debit order.

Upgrade Admin Fee
R 1,412.28 once-off

3.3.3 Product Journey Options

Product options available for existing Advantage, Business Care Licence (BCL) and Flex Xpress Advantage customers to move to. Should a customer not have BCL they will need to upgrade the existing product first before the below options would apply.

	Xpress 2 user Advantage	Xpress 3 user Advantage	Xpress 1 user Advantage Flex (per month)	Xpress 2 user Advantage Flex (per month)	Xpress 3 user Advantage Flex (per month)	Xpress 1 user Advantage Flex Bundle (per month)	Xpress 2 user Advantage Flex Bundle (per month) ¹	Xpress 3 user Advantage Flex Bundle (per month) ¹	Partner Advantage (single user)	Partner Advantage Flex ² (per month)	**Partner Advantage Flex Bundle ³ (per month)
Xpress 1 user	R 2,017.54	R 4,035.09	R 464.04	R 605.26	R 756.58	R 635.53	R 776.75	R 917.98	R 6,960.53	R 877.63	R 1,018.86
Xpress 2 user		R 2,017.54		R 605.26	R 756.58		R 776.75	R 917.98	R 4,942.98	R 877.63	R 1,018.86
Xpress 3 user					R 756.58			R 917.98	R 2,925.44	R 877.63	R 1,018.86
Additional users (per user)									R 2,320.18	R 877.63	R 141.23
Pervasive ⁹ (per user)	R 305.90	R 305.90		R 305.90	R 305.90		R 305.90	R 305.90	R 305.90	R 305.90	

¹ Includes 1-10 employee Payroll. More employee brackets available. Refer to Pg 9.

² Partner 1 user Advantage. More users available. Refer to Pg 8.

³ Partner 1 user Advantage and 1-10 employee Partner Payroll. More users and employees.

⁴ Renewal Subscription pricing is as at current % to RRP, and only an indication of year 2 price.

⁹ Pervasive pricing at R 14.00 per \$1 valid between 01.03.2018 – 31.03.2018

3.4 Sage Pastel Partner Advantage

A smooth & powerful business management software solution for small and mid-market businesses, that supports the streamlining of internal operations to help sales, marketing, finance, and operations work as a single team to keep customers happy and your business competitive.

3.4.1 New and Off-Plan Product Options

Product options available for new and off plan Partner Advantage customers.

	New	Upgrade	Renewal Subscription (Per Annum) ⁴	Partner Advantage Flex (Per month)	Partner Advantage Flex Bundle ³ (Per month)
Partner 1 user	R 13,214.91	R 7,162.28	R 5,744.96	R 877.63	R 1,018.86
Modules Available:					
Additional Mobility users (per user)	R 706.14	R 706.14	R 706.14	R 60.53	R 60.53
Additional Users (per user) ⁵	R 2,320.18	R 1,513.16	R 938.16	R 141.23	R 141.23
Pervasive (once off, include per extra user) ⁹	R 305.90	R 305.90		R 305.90	R 305.90
Bill of Materials ⁵	R 4,161.18	R 2,320.18	R 1,603.95	R 242.11	R 242.11
Debtors Manager ⁵	R 4,640.35	R 3,732.46	R 2,723.68	R 312.72	R 211.84
GL Manager ⁶	R 7,364.04	R 7,364.04	R 2,582.46		
Multi - Currency ⁵	R 4,161.18	R 2,320.18	R 1,603.95	R 242.11	R 242.11
Multi - Warehousing	R 4,161.18	R 2,320.18	R 1,603.95	R 242.11	R 242.11
Point of Sale ⁵	R 6,557.02	R 3,984.65	R 2,668.20	R 393.42	R 393.42
Per additional till (available in single user breaks up to 9 users)	R 1,412.28	R 756.58	R 514.47	R 90.79	R 90.79
Additional Offline functionality for PoS ⁷	R 1,866.28	R 1,059.21	R 691.01	R 121.05	R 121.05
Project Tracker ⁵	R 4,161.18	R 2,320.18	R 1,603.95	R 242.11	R 242.11
Receipting	R 4,161.18	R 2,320.18	R 1,603.95	R 242.11	R 242.11
Sage Intelligence Advanced	R 4,640.35	R 3,631.58	R 3,455.04	R 342.98	R 342.98
SDK Toolkit	R 8,877.19	R 6,103.07	R 6,577.19		
Serial Number Tracking	R 4,161.18	R 2,320.18	R 1,603.95	R 242.11	R 242.11
Time & Billing	R 4,161.18	R 2,320.18	R 1,603.95	R 242.11	R 242.11
Site Licence - Base Package	50% of New Pricing		50% of Renewal Pricing		
Site Licence - Modules	50% of New Pricing		50% of Renewal Pricing		
Bank Manager (Perpetual Customers Only)	R 4,161.18		R 1,583.77		
Sage Intelligence Standard (Perpetual Customers Only)	R 4,161.18		R 1,583.77		

3.4.2 Upgrade Partner Perpetual (On Plan) to Partner Advantage

¹ Includes 1-10 employee Partner Payroll. More employee brackets available. Refer to Pg 9.

² Partner 1 user Advantage. More users available. Refer to Pg 8.

³ Partner 1 user Advantage and 1-10 employee Partner Payroll. More users and employees available. Refer to Pg 9.

⁴ Renewal Subscription pricing is as at current % to RRP, and only an indication of year 2 pricing. Prices are subject to an annual increase on 01st January 2018.

⁵ Above 9 additional users please refer to the pervasive client server pricing. We strongly recommend that customers with 5 additional users and more move over to client server. Refer to Pg 10.

⁶ The activation of these modules are subject to the receipt of the completed Annual License Fee document.

⁷ A fixed product discount of 20% will be applied to all BP's irrelevant of status. An additional indemnity form needs to be completed prior to purchase.

⁸ Offline PoS requires an additional till to be purchased in a single user environment i.e. 2 till points required prior to purchasing Offline PoS.

⁹ Pervasive pricing at R 14.00 per \$1 valid between 01.01.2018 – 31.03.2018

Important:

- Like for like upgrade
- Excludes all customers in their renewal period
- Once-off upgrade fee that is not available as debit order

Upgrade Admin Fee
R 2,118.42 once-off

3.3.4 Product Journey Options

Product options available for existing Advantage, Business Care Licence (BCL) and Partner Flex Advantage customers to move to.

	Partner Advantage Flex	Partner Advantage Flex Bundle ³
Partner 1 User	R 877.63	R 1,018.86
Additional users (per user) ⁵	R 141.23	R 141.23
Pervasive (once-off per user)	R 305.90	R 305.90

3.5 Sage Pastel Advantage Flex Bundle Pricing

- Includes Partner Advantage and Payroll Advantage.
- All pricing is per month

	Payroll Advantage Employee Brackets											Additional Pervasive Required
	Stand Alone	<10	<20	<30	<40	<50	<60	<70	<80	<90	<100	
Stand Alone		R 220.92	R 524.56	R 621.40	R 717.24	R 814.08	R 883.68	R 966.40	R1,035	R 1,103.60	R1,173.20	
Xpress 1 User	R 464.04	R635.53	R958.33	R1,049.13	R1,139.91	R1,240.79	R1,301.32	R1,371.93	R1,462.72	R1,533.33	R1,603.95	
Xpress 2 User ⁵	R605.26	R776.75	R1,089.47	R1,190.35	R1,281.14	R1,371.93	R1,442.54	R1,513.16	R1,593.86	R1,664.47	R1,735.09	✓
Xpress 3 User ⁵	R756.58	R917.98	R1,230.70	R1,321.49	R1,422.37	R1,513.16	R1,583.77	R1,654.39	R1,735.09	R1,805.70	R1,876.32	✓
Partner 1 User	R877.63	R1,018.86	R1,331.58	R1,422.37	R1,523.25	R1,614.04	R1,684.65	R1,755.26	R1,835.97	R1,906.58	R1,977.19	
Partner 2 User ⁵	R1,008.77	R1,150	R1,462.72	R1,563.60	R1,654.39	R1,745.18	R1,815.79	R1,886.40	R1,967.10	R2,037.72	R2,108.33	✓
Partner 3 User ⁵	R1,150	R1,281.14	R1,603.95	R1,694.74	R1,785.53	R1,886.40	R1,957.02	R2,027.63	R2,108.33	R2,178.95	R2,249.56	✓
Partner 4 User ⁵	R1,281.14	R1,422.37	R1,735.09	R1,825.88	R1,926.75	R2,017.54	R2,088.16	R2,158.77	R2,239.47	R2,310.09	R2,380.70	✓
Partner 5 User ⁵	R1,412.28	R1,553.51	R1,866.23	R1,967.11	R2,057.90	R2,148.68	R2,219.30	R2,289.91	R2,370.61	R2,441.23	R2,511.84	✓
Partner 6 User ⁵	R1,553.51	R1,684.65	R2,007.46	R2,098.25	R2,189.04	R2,289.91	R2,360.53	R2,431.14	R2,511.84	R2,582.46	R2,653.07	✓
Partner 7 User ⁵	R1,684.65	R1,825.88	R2,138.60	R2,229.39	R2,330.26	R2,421.05	R2,491.67	R2,562.28	R2,642.98	R2,713.60	R2,784.21	✓
Partner 8 User ⁵	R1,815.79	R1,957.02	R2,279.83	R2,370.61	R2,461.40	R2,552.19	R2,622.81	R2,693.42	R2,774.12	R2,844.74	R2,915.35	✓
Partner 9 User ⁵	R1,957.01	R2,098.25	R2,410.96	R2,501.75	R2,592.54	R2,693.42	R2,764.04	R2,834.65	R2,915.35	R2,985.96	R3,056.58	✓
Partner 10 User ⁵	R2,088.16	R2,229.39	R2,542.11	R2,632.90	R2,733.77	R2,824.56	R2,895.18	R2,965.79	R3,046.49	R3,117.11	R3,187.72	✓
Partner 11 User ⁵	R2,229.39	R2,360.53	R2,683.33	R2,774.12	R2,864.91	R2,955.70	R3,026.32	R3,096.93	R3,177.63	R3,248.25	R3,318.86	✓
Partner 12 User ⁵	R2,360.53	R2,501.75	R2,814.47	R2,905.26	R2,996.05	R3,096.93	R 3,167.54	R3,238.16	R3,318.86	R3,389.47	R3,460.09	✓
Partner 13 User ⁵	R2,491.67	R2,632.90	R2,945.61	R3,046.49	R3,137.28	R3,228.07	R 3,298.68	R3,369.30	R3,450.00	R3,520.61	R3,591.23	✓
Partner 14 User ⁵	R2,632.89	R2,764.04	R3,086.84	R3,177.63	R3,268.42	R3,359.21	R3,429.83	R3,500.44	R3,591.23	R3,651.75	R3,722.37	✓
Partner 15 User ⁵	R2,764.04	R2,905.26	R3,217.98	R3,308.77	R3,409.65	R3,500.44	R3,571.05	R3,641.67	R3,722.37	R3,792.98	R3,863.60	✓
Partner 16 User ⁵	R2,895.18	R3,036.40	R3,349.12	R3,450.00	R3,540.79	R3,631.58	R3,702.19	R3,772.81	R3,853.51	R3,924.12	R3,994.74	✓
Partner 17 User ⁵	R3,036.40	R 3,167.54	R3,490.35	R3,581.14	R3,671.93	R3,772.81	R3,833.33	R3,903.95	R3,994.74	R4,065.35	R4,135.97	✓
Partner 18 User ⁵	R 3,167.54	R3,308.77	R3,621.49	R3,712.28	R3,813.16	R3,903.95	R3,974.56	R4,045.18	R4,125.88	R4,196.49	R4,267.11	✓
Partner 19 User ⁵	R 3,298.68	R 3,439.91	R3,752.63	R3,853.51	R3,944.30	R4,035.09	R4,105.70	R4,176.62	R4,257.02	R4,327.63	R4,398.25	✓
Partner 20 User ⁵	R 3,439.91	R3,571.05	R3,893.86	R3,984.65	R4,075.44	R4,176.32	R4,246.93	R4,317.54	R4,398.25	R4,468.86	R4,539.47	✓

³ Partner 1 user Advantage and 1-10 employee Partner Payroll. More users and employees available. Refer to Pg 9.

⁵ Above 9 additional users please refer to the pervasive client server pricing. We strongly recommend that customers with 5 additional users and more move over to client server. Refer to Pg 10

3.6 Pervasive Product Range

- All new products are sold with Pervasive Version V10.
- Customers upgrading from older versions of Sage Pastel or adding users have to upgrade to either Pervasive V9 or Pervasive V10.
- Customers increasing their user count will be required to upgrade all users to Pervasive V9 or Pervasive V10.
- Customers with more than 5 concurrent users are strongly recommended to use Pervasive Client Server. If the customer elects not to use Pervasive Client Server in such a case the indemnity form in our Sage Pastel Forms document will be required at the time that the order is placed.
- All Pervasive Client Server registrations can only be processed once we receive the Pervasive Registration Form and the Multi-User serial number has been registered. Once a registration key has been generated it cannot be reversed. Therefore, we recommend that the form is forwarded to us only once the installation is completed.
- Pricing quoted on Pervasive is exclusively for Sage Pastel Accounting and will not be sold as a stand-alone product.
- Pervasive pricing at R 14.00 per \$1 valid between 01.01.2018 – 31.03.2018. ??

3.6.1 Upgrade to Pervasive V10

Upgrade to Pervasive V10	Per Additional User Workgroup	5 User Client Server	10 User Client Server	15 User Client Server	20 User Client Server
New Pricing	R 305.90	R 11,337.08	R 19,239.50	R 30,576.58	R 33,729.50
On Pervasive V10					
Single User	R 305.90	R 11,337.08	R 19,239.50	R 30,576.58	R 33,729.50
1-5 User Workgroup		R 10,666.25	R 18,434.50	R 29,771.58	R 33,729.50
10 User Workgroup			R 18,434.50	R 29,771.58	R 33,729.50
5 User Client Server			R 11,337.08	R 19,239.50	R 30,576.58
10 User Client Server				R 11,337.08	R 19,239.50
15 User Client Server					R 11,337.08
On Pervasive V9					
Single User	R 73.58	R 11,337.08	R 19,239.50	R 30,576.58	R 33,729.50
1-5 User Workgroup		R 11,034.15	R 18,802.40	R 30,273.65	R 38,041.90
10 User Workgroup			R 19,170.30	R 30,507.38	R 38,409.80
5 User Client Server		R 6,641.25	R 17,978.33	R 25,880.75	R 37,217.83
10 User Client Server			R 9,579.50	R 20,916.58	R 28,819.00
15 User Client Server				R 16,220.75	R 27,557.83
20 User Client Server					R 17,629.50
On Pervasive V8					
Single User	R 73.58	R 11,337.08	R 19,239.50	R 30,576.58	R 33,729.50
1-5 User Workgroup		R 11,034.15	R 18,802.40	R 30,273.65	R 38,041.90
10 User Workgroup			R 19,170.30	R 30,507.38	R 38,409.80
5 User Client Server		R 9,726.80	R 21,063.88	R 28,966.30	R 40,303.38
10 User Client Server			R 16,502.50	R 27,839.58	R 35,742.00
15 User Client Server				R 26,229.30	R 37,566.38
20 User Client Server					R 28,577.50
On Pervasive 2000i					
Single User	R 73.58	R 11,337.08	R 19,239.50	R 30,576.58	R 33,729.50
1-5 User Workgroup		R 11,034.15	R 18,802.40	R 30,273.65	R 38,041.90
10 User Workgroup			R 19,170.30	R 30,507.38	R 38,409.80
10 User Client Server			R 17,307.50	R 28,644.58	R 36,547.00
20 User Client Server					R 30,509.50

3.6 Pervasive Product Range Continued

3.6.2 Upgrade to Pervasive V9

Upgrade to Pervasive V9	Per Additional User Workgroup	5 User Client Server	10 User Client Server	15 User Client Server	20 User Client Server
New Pricing	R 305.90	R 11,337.08	R 19,239.50	R 30,576.58	R 33,729.50
On Existing Pervasive V9					
Single User	R 305.90	R 11,337.08	R 19,239.50	R 30,576.58	R 33,729.50
5 User Workgroup		R 10,666.25	R 18,434.50	R 29,771.58	R 33,729.50
10 User Workgroup			R 18,434.50	R 29,771.58	R 33,729.50
5 User Client Server			R 11,337.08	R 19,239.50	R 30,576.58
10 User Client Server				R 11,337.08	R 19,239.50
15 User Client Server					R 11,337.08
On Pervasive V8					
Single User	R 73.58	R 11,337.08	R 19,239.50	R 30,576.58	R 33,729.50
5 User Workgroup		R 11,034.15	R 18,802.40	R 30,273.65	R 38,041.90
10 User Workgroup			R 19,170.30	R 30,507.38	R 38,409.80
5 User Client Server		R 6,641.25	R 17,978.33	R 25,880.75	R 37,217.83
10 User Client Server			R 9,579.50	R 20,916.58	R 28,819.00
15 User Client Server				R 16,220.75	R 27,557.83
20 User Client Server					R 17,629.50
On Pervasive 2000i					
Single User	R 73.58	R 11,337.08	R 19,239.50	R 30,576.58	R 33,729.50
5 User Workgroup		R 11,034.15	R 18,802.40	R 30,273.65	R 38,041.90
10 User Workgroup			R 19,170.30	R 30,507.38	R 38,409.80
10 User Client Server			R 14,409.50	R 25,746.58	R 33,649.00
20 User Client Server					R 25,679.50

3.6.3 Additional Pervasive Charges

Additional Charges	
Changing from 32 bit to 64 bit	R 1,553.51
Changing from Windows to Linux	R 1,553.51

3.7 Sage Pay

- Sage Pay is integrated with Sage Pastel Accounting to enhance your cash flow by offering your clients more ways to pay you.
- Your clients can now offer a range of payment options on their invoices such as Credit card, Bank, EFT and Retail payments.

Fee type	Cost
Monthly fee	R 42.00 p.m.
Credit card commission	3.8% (+ R1.00 transaction fee)
Cash payment commission	3.8% (minimum R 8.00)
Masterpass	3.8% (+ R1.00 transaction fee)
Bank EFT	0.4%
Instant EFT	2%

3.8 Sage Partner Advantage for NPO's

	New	Pervasive Fee	Renewal ⁴
Partner Advantage for NPO's	R 6,809.21		R 6,809.21
Additional User (per user) ⁵	R 1,513.16	R 305.90	R938.16
Additional Mobility users (per user)	R 706.14		R 706.14
Bill of Materials ⁸	R 1,603.95		R 1,603.95
Debtors Manager ⁵	R 2,723.68		R 2,723.68
GL Manager ⁷	R 2,582.46		R 2,582.46
Multi - Currency ⁵	R 1,603.95		R 1,603.95
Multi - Warehousing	R 1,603.95		R 1,603.95
Point of Sale ⁵	R 2,668.20		R 2,668.20
Per additional till (available in single user breaks up to 9 users) excludes Pervasive	R 514.47		R 514.47
Additional Offline functionality for PoS ⁸	R 691.01		R 691.01
Receipting	R 1,603.95		R 1,603.95
Sage Intelligence Advanced	R 3,455.04		R 3,455.04
SDK Toolkit	R 6,577.19		R 6,577.19
Serial Number Tracking	R 1,603.95	R 0.00	R 1,603.95
Time & Billing	R 1,603.95	R 0.00	R 1,603.95
Site Licence - Base Package	50% of New Pricing		50% of Renewal Pricing
Site Licence - Modules	50% of New Pricing		50% of Renewal Pricing

Smart intuitive accounting software tailor made for non-profit organisations.

¹ Includes 1-10 employee Partner Payroll. More employee brackets available. Refer to Pg 9.

² Partner 1 user Advantage. More users available. Refer to Pg 8.

³ Partner 1 user Advantage and 1-10 employee Partner Payroll. More users and employees available. Refer to Pg 9.

⁴ Renewal Subscription pricing is as at current % to RRP, and only an indication of year 2 pricing. Prices are subject to an annual increase on 01st January 2018.

⁵ Above 9 additional users please refer to the pervasive client server pricing. We strongly recommend that customers with 5 additional users and more move over to client server. Refer to Pg 10.

⁶ The activation of these modules are subject to the receipt of the completed Annual License Fee document.

⁷ A fixed product discount of 20% will be applied to all BP's irrelevant of status. An additional indemnity form needs to be completed prior to purchase.

⁸ Offline PoS requires an additional till to be purchased in a single user environment i.e. 2 till points required prior to purchasing Offline PoS.

⁹ Pervasive pricing at R 14.00 per \$1 valid between 01.01.2018 – 31.03.2018

3.9 Sage Pastel Evolution Fixed Assets Standard

- Sage Pastel Evolution Fixed Assets Standard is a subscription product.
- This product is sold as a stand-alone product for use with Sage Pastel Partner or Sage Pastel Xpress and as an add-on module for use with Sage Pastel Evolution.
- The add-on module can only be sold via a registered Evolution Business Partner.

	New	Renewal
Single user	R 7,841.18	R 2,219.30
2 Users	R 11,085.40	R 3,137.28
3-5 Users	R 16,101.01	R 4,554.61
6-10 Users	R 24,155.04	R 6,834.43
10+ Users (Cost per additional user)	R 1,555.53	R 438.82

3.10 Sage Pastel Stationery

- Pastel Stationery is compatible with Xpress Start-up, Xpress Advantage, Pastel Partner Advantage and Sage Evolution.
- If a customer is not on a Business Care Licence and requires assistance installing the Sage Pastel Stationery Utility, they may purchase a single support incident for assistance from our support centre at a cost of R 402.50 once-off.
- If delivery is required a courier cost will be charged to the customer but stationery cannot be couriered outside South Africa.

Description	Code	Quantity	Price
Continuous:			
2 Part Invoices	PG-IN2	1000	R 615.35
3 Part Invoices	PG-IN3	1000	R 917.98
4 Part Invoices	PG-IN4	500	R 635.53
2 Part Statements	PG-ST2	1000	R 605.26
Laser:			
Laser Invoices	PG-INL	1000	R 605.26
Laser Statements	PG-STL	1000	R 605.26

4. Glossary

Terminology	Explanation
Bundle	Software pricing includes Accounting and Payroll.
Business Care License (BCL)	Non-compulsory annual fee for existing users currently on non-compulsory contract.
Cross-grade	An existing user either on-plan or off-plan that requires additional functionality/ users/ modules which requires moving up on product stack.
Licensing	Agreement terms to utilize Sage Pastel intellectual property.
Modules	Independent functionality that can be added onto the base module.
New	Purchasing software for the first time or existing customers on an end of life version of the software.
Off-Plan	An existing user of software, not on any contract and not on the current version.
On-Plan	An existing user of software, on contract and on the current version.
p.a	Per annum pricing.
p.m	Per month pricing.
Pervasive	Database required to run software.
Product Journey	Indicates product options available for existing customers to move to.
Renewal Subscription	Compulsory annual fee for new or existing off-plan users.
Upgrade	a) An existing user of software, not on any contract and not on the current version requiring the latest version of the software like for like b) Compulsory fee for customers who move from Business Care License to Advantage.
Key Product Terminology	Explanation
Partner NPO	Non-profit accounting software subject to an annual Renewal Subscription.
Advantage	Partner and Xpress 1-3 Advantage includes Sage Intelligence and Bank Manager in base module and is subject to an annual Renewal Subscription.
Bundle	a) Includes Partner or Xpress Advantage and Pastel Advantage Payroll Software. b) Compulsory monthly fee for new or existing users. c) Compulsory fee for customers who move from Business Care License to Bundle.
Fixed Assets	Module for record keeping of a company's assets
Flex	a) Includes Partner or Xpress Advantage software. b) Compulsory monthly fee for new or existing users. c) Compulsory fee for customers who move from Business Care License or Advantage to Flex.
Sage One	Online accounting and payroll software.
Sage Online Tools	Website tool which integrates with Sage Products and offers e-Commerce and marketing capabilities.
Sage Pay	Online payment solutions.
Sage Pastel Stationery	Pre-printed invoice paper for your business.
Xpress Start-Up	Single user, single company accounting software with optional Business Care License
Product Add-on modules	Functionality
Debtors Manager	Module to optimize debt collection.
Point of Sale (PoS)	Module which enables check out terminals to be linked to companies accounting system on server/main computer.
Offline PoS functionality	Module which enables access to Point of Sale Modules without connection to company network.
Sage Intelligence	Feature which connects to company's accounting data for real-time reporting.
Sage Intelligence Advanced	Modules which enables Sage Intelligence module to connect to different databases.
Multi-Currency	Module which enables company to process customer and supplier transaction in various currencies.
Bill of Materials	Module which enables company access to build, assemble and manufacture any inventory items using other inventory items as parts or components.
Multi-Warehousing	Module which enables company to work with multiple stores.
Serial Number Tracking	Module which enables company to keep track of items from purchase or manufacture to selling.
Receipting	Module which enables company to enter data once in order to process and print receipts.
Time & Billing	Modules which enables company to complete timesheets for employees and charge customers via activities.
Project Tracker	Module which enables company to keep track of a project's income and expenses.
Mobility	Feature which enables company's workforce to generate quotes and invoices, locate customers and view real-time inventory balances from mobile device.
Customer Zone	Feature which enables company's customers with a portal though which they can view your invoices and statements.
Scheduled Invoicing	Feature which enables company to create invoices you can use to bill customers at set intervals.
Additional Users	Modules which enables additional users to work on software.
GL Manager	Module which enables company to restructure general ledger accounts.
SDK Connector	Feature which enables SDK module to connect to company's software.
Software Developer's Kit (SDK) Toolkit	Module which enables developers to develop additional modules, front-ends and specialist imports and exports for Sage Pastel products.

4. Glossary Continued

Processing requirements (Upgrading a customer):

- In order to upgrade an existing version of Sage Pastel, the customer will need to purchase Sage Pastel Business Care License (Xpress Start-up Only) or upgrade to Xpress or Partner Advantage.
- All upgrade orders will not be processed until the necessary forms are signed by the customer and forwarded together with your order.
- If a customer elects to drop a module when upgrading, the module will be de-registered and should the customer require the module after this, they will need to purchase it at the full new price.
- The customer must sign an indemnity downgrade document to ensure that they understand the terms and conditions relating to de-linking a module.
- This indemnity downgrade form will need to be forwarded together with the request.

Licensing

- Sites requiring Sage Pastel Software to be loaded onto more than one computer without a network will be required to purchase a full single user package per computer.
- Sites requiring Sage Pastel to be loaded onto more than one computer with a network will be required to purchase a full package together with the number of multi users required within the user brackets offered. This offer is restricted to the computers for the same business in the same geographical location.
- If there are two branches and Sage Pastel is required to be installed on both sites, each site will be required to purchase a full package, together with the number of users each branch requires.

Free telephone & e-mail support

Unlimited telephonic and email support is included for:

- Sage Pastel Advantage customers
- Customers who have an active paying Business Care License contract.

Demonstration Products

- Demonstration versions of Sage Pastel Partner and Xpress allow you to access all the features and functionality the software has to offer, for 30 days or 200 transactions, whichever occurs first.
- If a customer owns a licensed product and wishes to trial the Sage Pastel range of add-on modules, they may do so by opening the “demo” company.
- The “demo” company has been created to allow customers to access all modules but expires once the customer has exceeded 200 transactions within the “demo” company.

Sage Pastel Business Intelligence Centre will be available to access for 90 days from the first registration of Sage Pastel Partner and Xpress.

Ordering Processes

To avoid unnecessary delays, we would like to remind you of the process when placing your orders with Sage Pastel:

- * It is company policy not to accept product returns.



- *We do however understand that there may be exceptions to the rule and on this basis requests will be considered on individual merit.
- *Please note that products purchased more than a month back, or products that are registered will not be considered for return.

5. Contact Details

For assistance please contact the branch relevant to your area:

- Eastern and Western Cape:
Phone : 021 522 7400
Fax : 021 522 7401
Email : ctsales.pastel@sage.com
Physical Address: Sage Technology Park, 3 Edison Way, Century Gate, Century City, 7441
- Kwa-Zulu Natal:
Phone : 031 537 7100
Fax : 031 537 7101
Email : dbnsales.pastel@sage.com
Physical Address : Sage Technology Park, 23A Flanders Drive, Mount Edgecombe, Durban, 1401
- Gauteng and all other areas:
Phone : 011 304 3570
Fax : 011 304 3001
Email : partnerorders.pastel@sage.com
Physical Address : Sage Technology Park, 102 Western Service Road, Gallo Manor, Ext 6, Sandton, 2031

6. Company Details

Company Name : Sage South Africa (Pty) Ltd
Postal Address : PO Box 76182 Wendywood, 2144
VAT no : 4400210714
Banking Details : Sage South Africa PTY LTD
Bank : Nedbank
Branch : Sandton City
Branch Code : 197 005
Current Account Number : 1970 572 752

When faxing or emailing proof of payment please ensure that you include your **account number** to ensure payment is allocated to your account.



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