

# Atos Unify Academy

Market Introduction SSL V3R0 for Service, Consulting und Pre-Sales

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**Course code** OSSSL30MVX

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**Target Group** Service  
Consulting  
Pre-Sales

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Course language	Delivery type	Duration
English	Classroom	1.5 hr

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## Course description

This launch course is for service engineers and consultants to learn about the new Opex-based Software Subscription Fixed rate (SSL V3R0) model .

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## Learning Target

The participant knows the Unify Opex offering "Software Subscription Fixed Rate" as an option for the Capex price items.

He will learn the benefits and details of Software Subscription (SSL) V3, for which products can SSL be used, what are the differences selling our "Capex" software, which contract terms can be offered, how the contract scope can be changed, what are the benefits for a customer ordering Opex licenses.

The new Software Subscription Model (SSL) can be used for all OpenScope Enterprise software products.

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## Prerequisites

This launch course is for service engineers and consultants to learn about the new Opex-based Software Subscription Fixed rate (SSL V3R0) model.

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## Contents

Presentation of Software Subscription (SSL)

Specifics of SSL Fixed Rate contract (contract term, order items, minor/major updates, change of original order quantity)

Available SSL licenses

SSL specific services

Comparison of SSL Fixed rate versus SSL High Watermark

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### Further information:

Please contact us for further information or bookings:

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