

Alemba PSO Credits

Credit where it's due.

PSO Credits is a simple and competitive method of procuring and paying for Alemba Professional Services in advance of any requirements gathering exercise or where no clear deliverables have been identified or agreed.

This approach to budgeting is very flexible, as *PSO Credits* can be used for any Professional Services engagement. This method also uses a strong governance framework to ensure that you maintain control of how your credits are used.

How do they work?

- Credits can be purchased from your Business Development or Account Manager
- Credits expire one calendar year from the date of purchase
- Speak to your Account Manager if you need to draw down from your credit allowance
 - We will provide an initial estimate for the activity
 - If you wish to proceed, a Statement Of Work (SOW) will be generated outlining the tasks and deliverables alongside a quote stating the number of credits that will be withdrawn from your allowance
 - Upon acceptance (sign-off) of the SOW, the agreed number of credits will be removed from your allowance and a balance report will be provided to you

What are the main benefits?

- **Speed** - Ease of procurement. *PSO Credits* is the ideal solution if your organization has a single annual budget cycle, or if available budget must be purchased and invoiced immediately

- **Control** - The SOW can be matched to your commercial preference (fixed-price or time & materials)
- **Flexible** - You can use *PSO Credits* for any Professional Services delivery
- **Convenience** - Only a single invoice is generated as any expenses are built into the SOW
- **Price** - Value is built-in with volume discounts

What are the volume discounts?

Rewards - Our simple discount structure ensures you're making a valuable investment; the more you spend, the more you save.

| Credits* | Discount |
|----------|----------|
| **80-299 | 0% |
| 300-599 | 10% |
| 600-1199 | 15% |
| 1200+ | 20% |

*For a credit list price, please talk to your Account Manager.

**Minimum purchase of 80 credits.

Terms and Conditions

All Alemba Professional Services engagements are governed by the Alemba Master Services Agreement.

Australia: alemba.com/alemba-msa-australia

USA: alemba.com/alemba-msa-us

UK: alemba.com/alemba-msa-uk

