



ECS
INTERNATIONAL

Cleo
Move View Act™

1 July 2014

Pricing & Services proposition

CLEO LexiCom Communication Client Software V.2-2

For

**M2M SupplyOn AirSupply
SUPPLIERS**



Created by Ben Rinkel – Sales Manager
ECS International BV

**P.O. box 22
1687 ZG WOGNUM
Netherlands
Phone: +31 229 574331
Email: salesecs@ecs-europe.com
Internet: www.ecs-europe.com**

Index/content

1. ECS & CLEO Product Introduction	3
2. Required Investment.....	8
3. Support descriptions and options	9
4. General Terms and Conditions	12
4.1 Payment terms.....	12
4.2 Delivery terms.....	12
4.3. Delivery products.....	12

1. ECS & CLEO Product Introduction

Electronic Commerce Solutions (ECS) International BV is a Dutch company with offices in the Netherlands.

ECS International BV is appointed by CLEO Communications Inc. (the manufacturer and license holder of the MFT products Harmony, VLTrader, VLProxy and LexiCom) as their main distributor in EMEA.

In our Netherlands office we have a dedicated team on the CLEO support desk that can assist all CLEO LexiCom users when required. This helpdesk team is available during European office hours (see for more details chapter 3 – Support)

Also for all sales questions you can address these to the ECS office in the Netherlands.

Next to our own ECS offices, ECS has appointed business affiliates in several countries in Europe and Africa for local support if and when required.

CLEO Communications Inc. is a USA based company and the manufacturer and license holder of the Manged File ransfer (MFT) products Harmony, VLTrader, VLProxy and LexiCom – you can find all company details about CLEO on www.cleo.com

MFT suite (Versalex)

The Cleo MFT Suite is a complete suite of client and server products for secure Internet-based communications. Proven in over 15,000 installations, companies worldwide rely on Cleo MFT regardless of their level of expertise, size, or relationship as a client or host;

The Cleo MFT Suite is comprised of:

LexiCom: For small to medium-sized suppliers who need to meet customer mandates for secure communications, LexiCom is an easy-to-use client software package. LexiCom offers pre-configured connections (like to SupplyOn AirSupply AS2) to many major trading partners and integration with all the major EDI, XML and A2A translators.

VLTrader: For small to medium-sized enterprises, VLTrader is a powerful, yet easy-to-manage secure communications Server. VLTrader combines industry-leading communications technology and powerful trading partner management tools at a price the budget-conscious can appreciate. VLTrader will allow you to efficiently handle communications with hundreds of trading partners and customers. VLTrader includes the modules VLProxy and VLWebGui (addition priced modules to LexiCom) and VLWebportal. For more information about these additional modules, please visit the CLEO website or contact ECS.

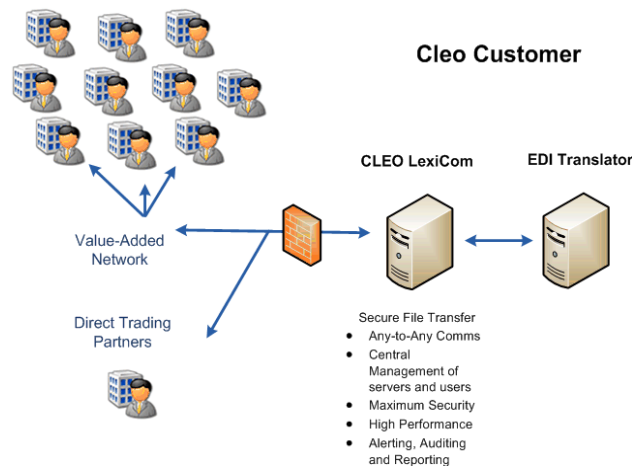
Harmony: For larger enterprises, or companies (like B2B, Van's, Service companies, IT, ..) that have many trading Partner connections, Harmony is a very powerful secure communications Server. Harmony creates a lot of additional value compared to VLTrader like visibility, Track & trace and monitoring.



Without connections in business, who would you do business with?

Connections make your business possible. Secure connections ensure you stay in business. LexiCom secure data transfer software has been proven in more than 100,000 installations worldwide.

With LexiCom, we have done the planning for you based on our expertise as a communications thought-leader. LexiCom is delivered client and partner ready for automated data transfer. Installed in 30 minutes or less, LexiCom's robust stack of [pre-configured connections](#) provides you with the ability to reach all of your trading partners right away!



LexiCom's user-friendly interface is not dependent on your IT experience. We've built in the ability to work with over 30 [EDI translators](#) giving you rapid access to the information you need.

Your need for information doesn't stop when the information is sent. To run your business intelligently, you need visibility to the data throughout the process. With LexiCom's flexible scheduler, optimize when your data is sent and received, meeting every SLA that comes your way. Stop worrying about fines when you have a reliable connection in place.

Certificate Management Made Easy

With impressive reporting and web-based accessibility, we put the information at your fingertips. Take the complexity out of certificate management and begin to realize the automated advantage. LexiCom's certificate manager has been developed to perform all the time consuming, tedious but critical tasks of ensuring you stay up and running. Stop worrying about when your certificates expire. LexiCom will let you know.

Meeting Mandates, Today and Tomorrow

When control is not just an internal issue, rather an external mandate, LexiCom comes through again. Whether **SupplyOn**, Wal-Mart, Makro, Metro, ASDA, AHOLD, DHL or other global companies dictates an [AS2](#) software mandate or HIPAA requires HL7 compliance, LexiCom delivers. Certified [Drummond interoperability](#) ensures you can meet partners' demands both today and tomorrow.

As your communities grow, LexiCom can scale with you. By simply adding more LexiCom connections, your network can grow securely, quickly and easily. Let LexiCom be the foundation for your secure future.

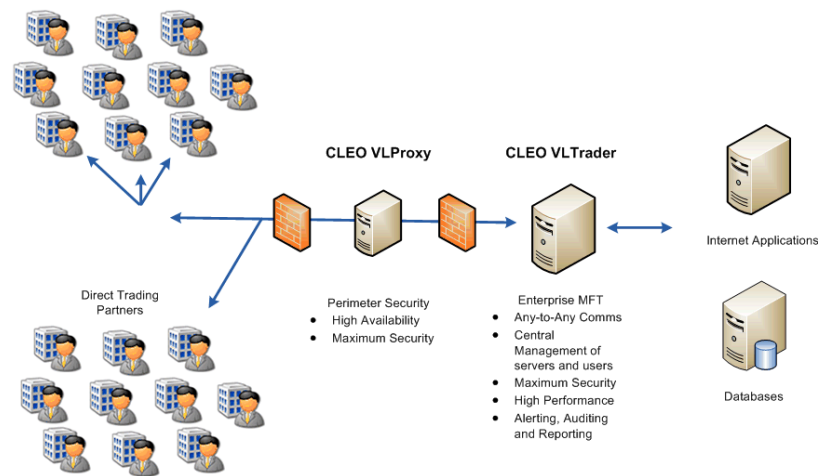
When your implementation will go close or over 10 separate Trading Partner Connections, you seriously might consider migrating or selecting VLTrader as a more cost-effective solution (much more functionality for the same investment)

Secure your future with LexiCom.

VLTrader

Managed File Transfer (MFT) made easy, with all your partners in mind.

In the move toward automating processes and streamlining workflows, VLTrader leads the market with the most flexible architecture, built on an incredibly stable platform. When your partners are sending you customer information, orders and invoices, you need to get that information to the people who need it – from sales to accounting and management on down. VLTrader is designed with the easiest implementation in mind. Secure communications provide the foundation for VLTrader. Combine that with the largest protocol stack on the market, enhanced with over [30 EDI translator integrations](#), application accelerators and 100 percent up-time and you've got a product that can radically alter your business, beginning today.



An integral feature of a managed file transfer product is in the “managed” portion. We designed VLTrader with the speed of business in mind, while addressing user needs in intuitive ways - to help you manage your business through a centralized dashboard. With the real-time data monitoring and management of VLNavigator, via the Internet, your IT staff is notified, informed and ready to take action real-time, not a day, not even an hour after an incident occurs. And, using VLNavigator, role-based accounts are assigned, ensuring the right people have access to the right information. Secure and large e-mails are a reality of business today. VLTrader allows you to manage your system, not allowing your employees to seek out their own solutions. And, with Check-Point restart, you pick up where a transaction left off, not starting over each time. Our products are designed to expedite and improve your processes, not create more work.

Show your customers how much you value their business. VLTrader features web-portals that can be customized and branded for your customers in a matter of minutes. In a global economy, business transactions take place every hour of the day. 100 percent up-time is a must. Guarantee that anytime your customers want to do business with you, you're ready with a system that handles high through-put and is accessible in any way they need to reach you.

Where CLEO goes Above & Beyond:

- Both High Functionality & Easy to Use
- Remarkable Performance. Unexpected Price.
- Invaluable Knowledge. Insightful Applications.

If you want to order a full operating trail version of VLTrader, please let us know and we will forward you the specific download information by email – feel free to request a 30 days trail version at ECS

Cleo File Transfer Feature Comparison Checklist

LexiCom
VLTrader

Ease of Use		
Pre-Configured Hosts Reduce set up time with established connections to popular trading networks or partners.	✓	✓
AS2 Wizards Quickly and easily configure new AS2 trading partners.	✓	✓
TCP/IP Port Usage Report Identify firewall configuration requirements based on trading partners and protocols.	✓	✓
Automated Software Update Realize the benefits of the latest features and protocols with email notification of updates and releases.	✓	✓
Support Bundle Having trouble? Instantly deliver required information to expedite resolution.	✓	✓
VLPortal Provide partners that are small, or have limited transfers, with web portal access for increased visibility through easy tracking and monitoring of activity, as well as flexibility with a manual or back-up transfer option.		✓
Management		
Full-Featured Certificate Manager Create required certificates without specialized skills or knowledge.	✓	✓
Certificate Exchange Facilitate easy certificate exchange, provide notification of expiring certificates and allow for overlapping certificates.	✓	✓
Certificate Activation and Overlapping Certificates Avoid fines, take advantage of 100% up-time and schedule certificates to be activated at specified dates/times. When the new certificates are activated, both the old and new certificates are active/overlapping while trading partners migrate to the new certificates.	✓	✓
Export and Import Trading Partner Information Migrate from LexiCom to VLTrader with ease and streamline your network rollout with the ability to export/import bundled zip files containing trading partner details.	✓	✓
Web-Based Operation – Web GUI Configure and manage secure communications remotely from anywhere in the world.	Add-on	✓
Multi-User – VLNavigator Manage many users, yet keep information secure and lean through role-based accounts. Allow multiple individuals or groups to simultaneously monitor, configure and administer multiple VLTraders.		✓
Reporting & Viewing – VLStat (File Transfer with Status Viewer) Increase visibility to transfer status with easy monitoring, filtering and viewing – all in one place. View, resend and email archived files from the status viewer.		✓
Enhanced Transfer Logging to Include EDI Information Access data for easy reporting when you need it. EDI-X12 or EDIFACT files are parsed and key document information is extracted and logged.		✓
Operator Audit Trail Record user made updates through the UI and filter, view, report and/or export results.		✓
Rule-Based Carbon Copy Automate and streamline information flows by providing a carbon copy to trading partners, based on user-defined rules.		✓
Network Deployment Create customized, simple client rollout for partners. Automate the testing of client connections.		✓
Multiple VLPortals Provide targeted content to various groups of trading partners, customers or employees through customizable pages that can be unique to one group or shared among multiple groups. Each portal can provide users with links to relevant documents or websites upload and download functionality, file transfer reporting and contact information.		✓
Integration		
Robust Command Line API Control and customize processes to fit your business needs based on real-time, unique scenarios.	✓	✓
Translator Integration Seamlessly integrate with any EDI translator. Over 30 popular translator companies have established readily available integrations.	Add-on	✓
Web Services Capabilities Allow internal web services to integrate with VLTrader to process actions.		✓
Automated Routing Automatically route outbound documents to the appropriate trading partner based on established routing rules.		✓
Database Payload Repository (Inbound & Outbound) Integrate with back-end applications, such as a database management system (DBMS), for storing and retrieving inbound and outbound payloads.		✓
Java API (Streaming and File-Based) Tightly integrate secure communications using action commands (stream I/O or file-based).		✓
Windows/Unix Cross-Platform Shares/Authentication Read and write directly from Windows (CIFS) and Unix (SMB) shares from any platform and allow different user credentials to be used on different shares.		✓

Security		
Zip/Unzip Files Deliver information conveniently as a group or as individual files since files can remain compressed or uncompressed and password protected during transit.	✓	✓
Encryption at Rest Allows files to be encrypted or decrypted, based on local preferences, at all stages of the file transfer.	✓	✓
Digital Signing and Encryption RC2 (40, 60, 128), Blowfish, CAST5, DES, TripleDES, AES (128, 192, 256), Twofish, RC4 (40, 60, 128); MD2, MD5, RIPE-MD-160, SHA-1, SHA-2 (256, 384, 512), CRC-32; PGP, SSH, XML, X.509, RSA, DSA, PKCS #7, PKCS #8, PKCS #12	✓	✓
VLProxy Firewall Security – Reverse and Forward Connections Ensure tight security through the entire file transfer process when a DMZ is in place. Verify that only authorized customers and partners can send data into your network.	Add-on	✓
Reliability		
Integrated Scheduler Set transmissions to occur automatically, at any time or interval.	✓	✓
Check-Point Restart Automatically resume aborted file transfer from where it failed.	✓	✓
Email, Execute on Success/Failure Conveniently keep informed of events and operational status to trigger subsequent processes automatically.	✓	✓
Automatic Failover VLProxy will automatically route traffic to a "backup" VLTrader or LexiCom if the "production" connection is lost.	Add-on	✓
Auto-Synchronization Easily support back-up connections during automatic failover and load balancing scenarios.		✓
Load-Balancing Maximize throughput by automatically distributing volume between available servers.		✓
Maximize Throughput Support high volumes of transfers: up to up to 20K messages per hour, per VLTrader. Volume may vary based on message size, hardware, network and trading partner configuration.		✓
Communications		
Multiple Protocol Support AS2, AS3, ebMS (ebXML Messaging Service), FTP, FTPs, SSH FTP, HTTP, HTTPs, IBM WebSphere MQ, MLLP, OFTP, OFTP2, RosettaNet RNIF, SMTP, SMTPs and Web Services.	✓	✓
Drummond Certified for AS2, AS3, ebMS Ensure mandates are met and communicate with any other certified product.	✓	✓
AS2 Restart Full support for sending and receiving large files via AS2 and re-starting the file at the point of failure.	✓	✓
Multiple Attachment Exchange Process multiple payloads within a single message via AS2, ebMS and SMTP.	✓	✓
Robust Server-Side Protocol Support AS3, FTP/S, SSH FTP, HTTP/S, MLLP, OFTP, OFTP2, SMTP Servers Allow trading partners to initiate sending and receiving files.		✓
Cleo Secure Email (Ad Hoc) Secure email communications and improve visibility to ad hoc file transfer methods.		✓
VLPortal (Ad Hoc) Customize VLPortal with your brand and provide visibility for trading partners to view file transfer history. Communicate easily and allow manual upload and download of files – especially useful for infrequent, low-volume or seasonal trading partners.		✓
Web Services Client Seamlessly connect with Web Services server applications.		✓

2. Required Investment

Together with the SupplyOn AirSupply team, ECS has created this pricing proposal for all SupplyOn AirSupply trading partners. ECS, CLEO and SupplyOn already work for many years together to guaranty connectivity for the SupplyOn trading partners to provide a full secure and fast to implement Client to connect safely to the SupplyOn environment.

The Software license is a one-time license fee. When the software is purchased and paid for, you receive a permanent key for the software and this will operate continuously.

The first 12 month OGS (OnGoing Support) is mandatory. ECS will invoice you yearly automatically the new OGS contract fee, until you write to ECS that you do not require any new OGS contract anymore.

When you license the Software, we require you to sign our End User License Agreement (EULA) – a copy can be send to you upfront if erquired – please ask for this at ECS.

Here we have listed the products that we know that will fit your requirement to connect to SupplyOn AirSupply via AS2. The LexiCom software can be directly integrated into your back-end (EDI-XML) system and can work seamlessly together.

As SupplyOn has a separate AS2-PREPD connection and a separate AS2-PROD connection, we **strongly advise** you to purchase; OR a LexiCom with 2 TP connections (One permanent AS2-PROD and one permanent AS2-PREPRD) OR a second LexiCom license 1TP specific for implementation on a PREPRD/TEST/Development machine . This will allow you at any time to have a fixed connection into the AS2-PROD environment for your set of completed messages, and a separate connection to AS2-PREPRD for the messages that are in development, QA or in maintenance. This will allow you to NOT disturb your AS2-PROD connections during testing!

We provide the CLEO LexiCom software for multiple platforms (Windows, Unix. Linux, iSeries) and the VLTrader for the same platforms, except for IBM iSeries.

When you select the Linux or UNIX platform, we **strongly** advise you to purchase the VLWebGui as well for fast and easy set-up access (Windows has his own GUI, but this is not available for LINUX or UNIX)

Always Required for PROD:

CLEO LexiCom Windows 1 TP connection	Euro	“contact ECS”
Yearly Support/Maintenance/Helpline	Euro	“contact ECS”

or

CLEO LexiCom Unix/LINUX 1 TP connection	Euro	“contact ECS”
Yearly Support/Maintenance/Helpline	Euro	“contact ECS”

or

CLEO LexiCom iSeries 1 TP connection	Euro	“contact ECS”
Yearly Support/Maintenance/Helpline	Euro	“contact ECS”

Optional, but STRONGLY advised by SupplyOn and ECS:

Windows 2 nd CLEO LexiCom for AS2 PREPRD	Euro	“contact ECS”
Yearly Support/Maintenance/Helpline	Euro	“contact ECS”

or

Unix/Linux 2 nd CLEO LexiCom for AS2 PREPRD	Euro	“contact ECS”
Yearly Support/Maintenance/Helpline	Euro	“contact ECS”

or

iSeries 2 nd CLEO LexiCom for AS2 PREPRD	Euro	“contact ECS”
Yearly Support/Maintenance/Helpline	Euro	“contact ECS”

Optional 2, when you do NOT want a separate TEST/PREPRD installation as mentioned above:

Windows 2nd TP connection for AS2 PREPRD Euro "contact ECS"
Yearly Support/Maintenance/Helpline Euro "contact ECS"

or

Unix/Linux 2nd TP connection for AS2 PREPRD Euro "contact ECS"
Yearly Support/Maintenance/Helpline Euro "contact ECS"

or

iSeries 2nd TP connection for AS2 PREPRD Euro "contact ECS"
Yearly Support/Maintenance/Helpline Euro "contact ECS"

Optional additional modules and products:

VLProxy Additional Module Euro "contact ECS"
Yearly Support/Maintenance/Helpline Euro "contact ECS"

VLWebGui Additional (**strong advise for Unix/Linux**) Euro "contact ECS"
Yearly Support/Maintenance/Helpline Euro "contact ECS"

VLTrader **Windows** 10 TP connections Euro "contact ECS"
Yearly Support/Maintenance/Helpline Euro "contact ECS"

VLTrader **Unix/LINUX** 10 TP connections Euro "contact ECS"
Yearly Support/Maintenance/Helpline Euro "contact ECS"

Additional TP connections for LexiCom can be licensed per 1, 4, 5, or 10 TP pack.
Additional TP connections for VLTrader can be licensed per 5, 10, 20, 30 or 50 TP pack.

An additional full Test, Back-up and/or High-Availability license can be purchased at a 50% discount per license!

Special Offer for SupplyOn AirSupply partners

- **Fixed price Consultancy (see chapter 3, page 11) at € 350,- for a Windows environment.**
- **When other than Windows, ECS will charge your company extra € 200,- set-up & implementation fee, which we will add to the invoice for the license fee.**

3. Support descriptions and options

In the product description above you see the abbreviation OGS. OGS stands for yearly Ongoing Support. Please see here what is included in a support contract, and what is defined as additional consulting services;

Obtaining the right software is only the beginning of a complete solution. Ensure you stay up and running with our technical support services. Our highly-trained technical support analysts have been helping customers for years.

Annual **Technical Support Subscription / OGS** includes the following:

- Technical Support is reachable via telephone, email or web request.
ECS/CLEO's Technical Support Staff is available for resolving installation, configuration, and operational issues associated with the LexiCom product during support hours (see below) free of charge.
- Web Site access to the Knowledgebase and Documentation of CLEO Client

CLEO's website includes detailed product and compatibility information e.g. Knowledgebase and Technical Bulletin listings. The User's, Programmer, Administrator, Quick Start, Step by Step Installation Guidelines.

The "ECS SupplyOn AirSupply Step-by-Step Set-up documentation CLEO LexiCom Communication Client V2-0.pdf" for the SupplyOn AirSupply supplier is tailored to a connection for the supplier to the SupplyOn AirSupply platform. This document can be downloaded via www.ecs-europe.com – select "Clients" and then "SupplyOn AirSupply".

- ECS/CLEO offers free Software Upgrades to the current LexiCom release and (on request) free access to the TEST servers at ECS or CLEO.
- Monday to Friday support hours are from 8:00am - 5:00pm CET. Outside EU support hours CLEO support in the U.S can be called. USA suppliers can contact CLEO directly for LexiCom support.

The support package does **NOT** include Technical Support and Engineering (*Support for LexiCom installation on unsupported operating systems, Support for new trading partner connections, Script development for CLEO supported hosts, EDI translator integration, Assistance for ordering your SSL certificates, Extended Firewall advice, Java installation, Training, Education*).

The VLTrader and LexiCom Quick Start Guides have been designed such that most technical users with Internet Communication knowledge can install the product without any additional assistance. However, if you do encounter a problem, Technical Support Analysts are available to provide assistance via phone or email.

Technical Support Service operates on a call-back basis. Once your information is verified, you will be contacted with an estimated wait time and verification that you will be available for a call-back in that time frame.

A couple of things will ensure that your support process goes quickly and smoothly:

1. Have your VAN or host account information, such as log-on and password, ready for the host that you will be testing VLTrader or LexiCom against. This account information should be available from your VAN or host.
2. Note which step of the setup or installation process you are currently on, according to the documentation. Also, note any diagnostic measures taken.
3. Make sure that you order/purchase the correct SSL certificates in time, as this might take multiple days to receive this from your SSL certificate provider!

Standard Level Core Support

This level of service provides live pickup to our CLEO Technical Support Team with a quick turnaround time. The CLEO Technical Support Analysts will provide Gold customers with support via e-mail and/or telephone (for EMEA, contact the support desk via techsupport@ecs-europe.com or call our support desk at +31 229 574331)

Platinum Level Support (VLTrader only)

In addition to the Core Support Services, the Platinum Level provides live pickup to our Technical Support Team with a quicker turn around time of 2 hours. Platinum level customers can be provided (next to the standard contact to ECS's support desk as mentioned above) with a CLEO USA phone number to access standard support during normal business hours. Additionally, for 'Production Down' situations, CLEO USA also provide access to after hours support 24 hours a day, 7 days a week. Our CLEO Technical Support Analysts will provide Platinum customers with the highest level of support

Value-Added Services

Some customers may require Firewall support or substantial assistance with the installation process. For these customers, ECS and CLEO have the additional services shown below. Again, most customers do not require these services, but we offer them for those who do.

Firewall Support

This option includes support for your Firewall administrator or consultant to achieve a successful connection. Contact us for details. Note: ECS and CLEO do not provide consulting services on some specific Firewall products.

Consulting Services

ECS Technical Support and Engineering staff is available for consulting services. A minimum of one hour service must be purchased. Contact ECS Sales for a quote.

Examples of situations where ECS can provide additional charged consulting include:

- Support for LexiCom installation on unsupported operating systems
- Support for new trading partner connections
- Script development for CLEO supported hosts
- EDI translator integration
- Extended Firewall advice
- Java installation
- Installation and configuration in a non-GUI environment
- Set-up a Back-up / High-Availability environment
- Assistance for ordering the correct SSL certificate at your Cert. provider
- Training & Education

Special offer ECS - CLEO Consulting Services for SupplyOn AirSupply partners.

Implementation & Testing Service and Pricing:

ECS provides a 'ready to communicate' implementation service solution at a fixed price.

For Windows implementation:

For a fixed price of € 350,-- ECS provides the following Implementation & Testing Service as a default service for each CLEO LexiCom Windows based communication client software purchase:

- ECS will set-up and implement - via a remote connection to your server - all the required settings so that you will be ready to exchange test messages via the AS2 PREPRD connection with SupplyOn via Self-Signed Certificates (created by LexiCom or VLTrader).
- We assist with the import and set-up of your new (purchased by Supplier) Signed / Trusted certificates for PRODUCTION, when these certificates are purchased and delivered by your SSL certificate provider to you company..
- After successful testing, ECS will finalize and test the implementation with all settings for the AS2 PRODUCTION connection with SupplyOn AirSupply– in order to go LIVE!

The € 350,-- implementation and testing service charge is **sponsored** by SupplyOn and handled directly between SupplyOn and ECS.

The supplier can opt-out not to use this service, and implement using own resources.

For Linux, UNIX and iSeries implementation:

All of the above for Windows is available, including the sponsored € 350,- by SupplyOn. However, the work on the platforms Linux, UNIX and iSeries are more time consuming

and complex, so we charge to the End-User **an extra € 200,-** together with your license fee. The supplier can “opt-out” on the order-form not to use this service.

Other:

For additional on-site or off-site consultancy, training and education we can provide these services on request. Our consultancy rate for MFT services is € 131,25 per hour.

For on-site consultancy/training we charge a minimum of 4 hours.

4. General Terms and Conditions

4.1 Payment terms

Nett 14 days after invoice date.

All mentioned rates are excluding any applicable TAX, VAT and/or Travel & expenses.

4.2 Delivery terms

We allow the customer to download the full version of the software for a 30-days trail period. LexiCom can be downloaded directly via our website; VLTrader can be downloaded after sending us a detailed request.

4.3. Delivery products

All the products can be downloaded and updated from the CLEO website and on special requests we can send a CD-ROM with the required software.

The pricing in this proposal is valid till 31 December 2014.

We expect that this proposal is interesting for you and will fit your requirements.

We are looking forward to receive your positive reply to our proposal and ECS will do their ultimate best to provide you with the best services and products to get connected with SupplyOn AirSupply.

Please contact us at any time when you have any questions about this proposal.

With friendly regards,



Electronic Commerce Solutions (ECS) International BV
P.O.Box 22
1687 ZG WOGNUM- The Netherlands

Phone; +31 229 9574331
Email; sales@ecs-europe.nl
Websites; www.ecs-europe.com / www.cleo.com