

Cost Structure 4Hire for MYOB Exo





Introduction

4Hire is a rental, lease and hire product that is tightly integrated with MYOB Exo's stock, fixed assets, debtors and job costing systems.

This document defines all of the costs involved with a purchase of 4Hire.

4Hire is the result of a joint venture between KKL and Horizon Business Systems. The IP of the product is shared between these two entities and each company has the rights to sell and support the product independently. However, KKL is the partner with the expertise to develop and modify the base product.

A fully-functional 30 day trial license key is available for evaluation purposes.

Core License

4Hire comes in two flavours: Basic and Pro. The difference between the two is that the Pro version adds support for Job Costing and Serviceable Units. Both versions include a single user license.

You will require one core license for each Exo database to which you want 4Hire connected.

User Licenses

If you want two or more people to use 4Hire simultaneously you will require additional user licenses.

User licences are required for each concurrent seat, and are not tied to a particular individual.

Annual License Fee

The annual license fee is payable in the first year and all subsequent years during which you wish to keep using 4Hire. You will require an annual license for each 4Hire-connected Exo database. This license fee includes:

- Fee-free upgrades for all new versions of 4Hire that are released during the period
- Support during Exo upgrades
- Free upgrades of 4Hire in the case where a bug is found
- Free bug fixes in general

Note that a bug is defined as an existing feature of 4Hire that is not behaving correctly; or otherwise at KKL's discretion. This support does not cover the work required to support any Exo customisations you may have.



Common Setup Fees

Most commonly, your Exo reseller will partner with KKL or Horizon Business Systems to install, configure and manage your 4Hire installation.

However, if you are a direct client of KKL, then here are the common setup costs. These are all charged at our regular hourly rate. It is by no means exhaustive, but should give you an idea of what we often need to do to setup 4Hire on your system.

- General consulting
 - Deciding on configuration parameters
 - Site visits
- Setup and installation on your workstations, eg:
 - Downloading and installing the Microsoft .Net framework
 - Installing 4Hire
 - Configuring 4Hire (see the 4Hire User Guide for details)
 - Dealing with, or working around, any problems that arise due to existing Exo customisations
- Data
 - Migration from an existing rental system
 - Data manipulation, import, export, modification
- Training
 - Sessions for each 4Hire role: rental contracts, goods in/out, invoicing and jobs/servicing.

Data Migration & Import

Often when setting up 4Hire, data needs to be extracted from an existing rental solution such as an Access database, or Excel spreadsheet, another rental product or even just some of the stock in your existing Exo database.

We offer a full migration and import service, charged at our regular hourly rate, to reduce or eliminate the manual data entry required to move to 4Hire.

Customisation

4Hire's default configuration is sufficient for most companies, and many things about 4Hire can be changed through its general configuration system. If there is something which 4Hire doesn't provide and you can't live without, then we can extend 4Hire's functionality to suit your specific requirements. If others would benefit from your requested changes then we'll incorporate them into the next release.

We do not maintain customisations specific to one client, unless by special agreement.



KKL charges by the hour at our regular consulting rate for all customisation work, even though it will be included in the 4Hire product. Why do we charge for it if it's going to improve our product? What you are paying for is the opportunity to have the feature now, and the way that you want it.

It's important to understand that if you pay for enhancements to 4Hire, all other users of 4Hire will get access to those features once a new version is released. Similarly, you enjoy the benefits of custom development work paid for by other companies.

Fee Summary

Item	Fee
4Hire Basic (includes 1 user license)	\$2,995
4Hire Pro (includes 1 user license)	\$4,995
Upgrade from Basic to Pro (doesn't include labour)	\$2,000
Additional User Licenses	\$995
Annual License	20% of purchase price (including core and user licenses)
Standard Consulting Hourly Rate	\$150 p/h



Worked Example

Motopartz has decided to purchase a rental solution that integrates well with MYOB Exo. Their clients are not the general public, but instead they lease equipment more to heavy industry on an invoicing basis. They use Job Costing and Serviceable Units for doing priming and repair jobs.

They spend some time evaluating the demo installed by their reseller and decide that it suits their needs. They have 5 staff that will be using it, but only 4 of them will use it at the same time. They require some extra fields to be added, and changes to the standard reports to include the new fields. They decide that they want their reseller to visit them for training, rather than relying on the free 4Hire User Guide. Here's the resellers quote:

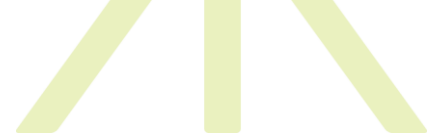
Item	Quantity	Unit Price	Subtotal
4Hire Pro	1	\$4,995	\$4,995
Additional User Licenses	3	\$995	\$2,985
Annual License	1	\$1,596	\$1,596
Training	3.5	\$150	\$525
Total ex GST:			\$10,101

A week later, Motopartz decides they want to extend 4Hire so that it can accept deposits, which is not currently part of 4Hire. KKL treats this as a development project with a proper scoping and quotation process. The scope takes two hours to prepare and the resulting estimate is for 16 hours of development. Hence the total quote for customisation is \$2,700.

Their new quote looks like this:

Item	Quantity	Unit Price	Subtotal
4Hire Pro	1	\$4,995	\$4,995
Additional User Licenses	3	\$995	\$2,985
Annual License	1	\$1,596	\$1,596
Training	3.5	\$150	\$525
Customisation	18	\$150	\$2,700
Total ex GST:			\$12,801

This new quote represents only a small additional amount and Motopartz believes that it's worth it, based on strong demand from their customers. They decide to proceed with the quote, the work is completed, and 4Hire is installed. Soon afterwards a new version of 4Hire is released and it includes all of the Motopartz-sponsored features.



Conclusion

4Hire is a cost-effective rental solution for Exo-based businesses.

Whilst 4Hire is an excellent product straight out of the box, KKL can tailor it to suit your requirements precisely should your business require any changes.

KKL is available for data migration and import services from your legacy rental system.

If you have any questions regarding 4Hire or its cost structure, please contact KKL or your local Exo reseller.