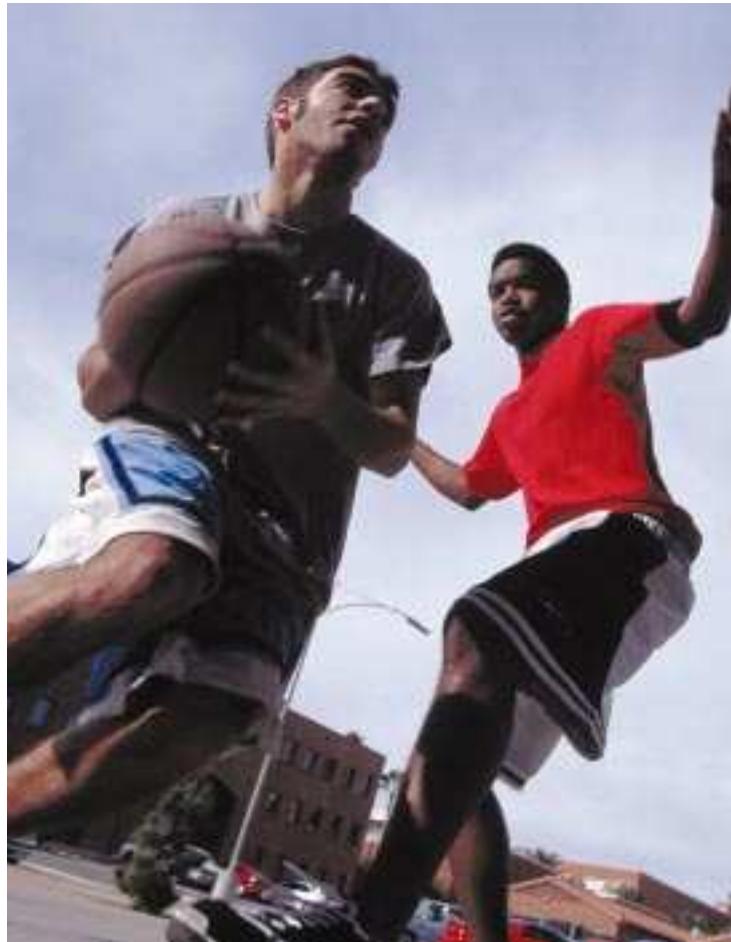




## Fast Break Promotion

Sagavista™  
Introductory  
Product Promotion

Sagavista Sales  
Incentive Promotion



## Promotion Guidelines



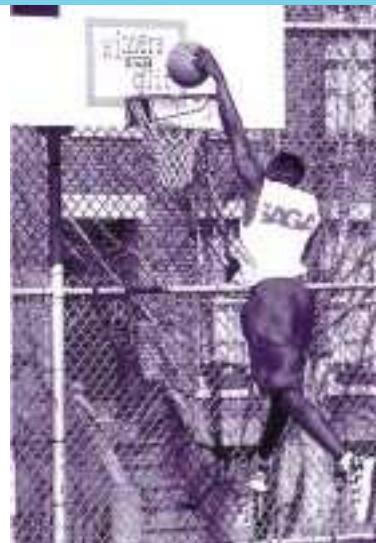
# Take The **Fast Break!**

## **Customer Promotion**

In addition to a stadium full of awareness and lead generation programs surrounding the launch of Sagavista, we're making it easier than ever to "Take the Fast Break" on Sagavista sales with this incredible promotional offer on software licenses and adapters.

The roll-out of this multi-part promotion gives you a powerful sales closing tool that adjusts to meet the needs of your customer's implementation time. And as usual, the faster you can get your customer to commit to integrating their enterprise with Sagavista, the greater the savings. Here's how it works:

1. Understand your customer's needs and qualifications for Sagavista
2. Establish the date by which the customer will agree to a Pilot and/or License Agreement
3. Using the matrix below, find the column where the Deadline Dates are either less than or equal to the agreed customer Pilot and/or License Agreement
4. Use the discount levels from the column that matches your Deadline Dates to establish your customers Introductory Price Discount
5. Execute the respective customer agreements



As an added bonus, any customer already using EntireX™ 4.x or older, will receive a FREE upgrade.

### **EXECUTION DEADLINES**

Execute Pilot Agreement on or before:

Execute License Agreement on or before:

### **PROMOTION DISCOUNTS**

Initial Component License Discount

Additional Software Licenses Discount

Credit Towards Adapter(s) Purchase

<b>Q4 1999</b>	<b>Q1 2000</b>	<b>Q2 2000</b>
Dec 31, 1999 Mar 31, 2000	April 1, 2000 Jun 30, 2000	July 1, 2000 Sep 30, 2000
30% 20% \$40,000	20% 10% \$25,000	10% 5% \$15,000
<b>EntireX Upgrade to v5.1</b>	<b>Free</b>	<b>Free</b>

### **Customer Promotion Terms and Conditions:**

1. All discounts are only applicable for agreements completed within the specified EXECUTION DEADLINES in the above matrix.
2. Discount levels will not be extended beyond specified deadlines.
3. Promotion discounts DO NOT apply to Sagaservices offerings.
4. This incentive program may be cancelled or withdrawn at any time at the sole discretion of SAGA™.
5. Discount pricing will be reflected on License Agreement.
6. This promotion discount cannot be combined with any other SAGA discounts or promotions.

## ***Tools That Make Selling Easier!***

# Make The **Fast Bucks!**

## **SAGA Sales Incentive**

**What's in it for a SAGA Sales Executive?** It's simple...a whopping \$12,000. And all you have to do is sell Sagavista. With product discounts as high as 30%, it won't be long before you're bringing home the big bucks.

**Here's how you can start making the Fast Break for Fast Bucks today.  
Follow the 3-step process below:**

	Bonus	Deadline	Rules
<b>1 Execute Letter of Intent (LOI)</b>	\$2,000	Mar 31, 2000	Pilot or License Agreement must be signed within 90 days of LOI
<b>2 Execute Pilot Agreement</b>	\$2,000	Jun 30, 2000	N/A
<b>2 Execute License Agreement</b>	\$4,000		
<b>3 Execute Customer Reference Agreement</b>	\$6,000	Sep 30, 2000	Customer Reference Agreement must be signed within 90 days of License Agreement

## **Total Bonus Potential**



### **Sales Incentive Terms and Conditions:**

1. Sales incentive available to all SAGA Sales Enterprise Executives and Account Managers.
2. One bonus per unique qualified customer.
3. Incentive available October 1, 1999 through June 30, 2000.
4. This incentive program may be cancelled or withdrawn at any time at the sole discretion of SAGA.
5. The minimum Sagavista license component must be greater than \$100K to qualify for bonus.
6. Each step above (including execution of a License Agreement) must be met to qualify for the total bonus potential.
7. Customer must abide by all conditions of the Customer Reference Agreement for bonus pay-out.
8. If customer executes a Pilot Agreement **AND** License Agreement, the maximum payout for Step 2 will be \$4,000.
9. Payout for bonus levels is as follows:
  - Steps 1 & 2: 30 days after approved execution of Pilot Agreement or License Agreement.
  - Step 3: 30 days after approved execution of Customer Reference Agreement.

For more information call: **1-888-KWIK-HELP** or [kwik.help@sagasoftware.com](mailto:kwik.help@sagasoftware.com)

#### **About SAGA SOFTWARE, Inc.**

SAGA, based in Reston, Virginia, provides enterprise systems software and a full suite of enterprise integration solutions that support billions of mainframe transactions daily for some of the world's largest organizations. SAGA's suite of mission critical products and associated professional services take customers from the heart of the enterprise to the desktop, freeing their information and leveraging their IT investment. SAGA's parent company is traded on the New York Stock Exchange under the symbol AGS. For further information, please visit the company's Web site at [www.sagasoftware.com](http://www.sagasoftware.com).

**For more information about SAGA sales programs and tools, as always,  
please call 1 888 KWIK HELP.**



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## LETTER OF INTENT

To: SAGA SOFTWARE, Inc  
11190 Sunrise Valley Drive  
Reston, Virginia 20191  
Attn: \_\_\_\_\_



The Buyer named below intends to license the Sagavista™ software and service components checked below:

Hardware Platform Specifications	System Type	OS Version	
<input type="checkbox"/> Mainframe			
<input type="checkbox"/> Unix®			
<input type="checkbox"/> Windows NT®			
Sagavista™ Software Specifications	Quantity	Unit Price	Extended Price
<input type="checkbox"/> Base License			
<input type="checkbox"/> Technology Adapter			
<input type="checkbox"/> Other			
Sagavista™ Related Services Fees			
<input type="checkbox"/> EI Solution Strategy & Assessment			
<input type="checkbox"/> Sagavista Pilot			
<input type="checkbox"/> Sagavista Custom Adapter Service			
<input type="checkbox"/> Other			
Technical Support Maintenance Fees			
<input type="checkbox"/> Extended Custom			
<input type="checkbox"/> Premium			
<input type="checkbox"/> Custom			

Total Estimated Fees	
Installation Date	
Installation Address	

### Expectations

- Buyer intends to execute SAGA SOFTWARE™ Standard End-User License Agreement and/or Enterprise License Agreement or Sagavista Services Pilot Agreement, as mutually agreed to by both parties within 90 days of the date set forth on this letter
- Buyer acknowledges that (I) product installation must commence on or before the installation date above to receive the pricing discounts as described in the materials attached to this Letter of Intent; and (II) this Letter of Intent is nonbinding and intended to precede a Pilot Agreement or License Agreement between Buyer and SAGA™

Company		
Authorized Buyer's Name		
Authorized Buyer's Title		
Authorized Buyer's Telephone Number	/	Facsimile Number
Authorized Buyer's Electronic Mail Address		
Authorized Buyer's Signature	/	Date

SAGA USE ONLY

## Sagavista™ PILOT APPLICATION



To: SAGA SOFTWARE, Inc.  
11190 Sunrise Valley Drive  
Reston, Virginia 20191  
Attn: \_\_\_\_\_  
(SAGA Enterprise Sales Executive)

This application must be completed in full to enable SAGA to begin the qualification process for implementation of the Sagavista Pilot with your company.

Company

Address

Address

City, State, Zip

Phone

Fax

E-mail

Representative Name

Representative Title

WAITING ON SAGAVISTA PILOT QUALIFICATION FORM (SAME PURPOSE)  
- Lee Boswel and Jim Burn, Due Friday September 17

**For more information about SAGA sales programs and tools, as  
always, please call 1 888 KWIK HELP.**

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## CUSTOMER REFERENCE AGREEMENT

To: SAGA™ SOFTWARE, Inc.  
11190 Sunrise Valley Drive  
Reston, Virginia 20191  
Attn: \_\_\_\_\_



With full corporate authority and under penalty of perjury, I hereby make this letter of intent to purchase the below listed software and service components with the following terms and conditions:

