

Snow Software License Metrics

Snow Platform for Technology Intelligence	
Product or Solution	License Metric
Spend Optimizer – SAM on Snow Atlas	<p>Per Device.</p> <p>“Device” means any device reporting to Snow Spend Optimizer - SAM which utilizes an operating system designed for datacenter or end user activities. Examples of Datacenter Device operating systems include any operating system name that contains: "server", "linux as", "linux es", "linux advanced platform", "aix", "sun", "hp", "esx", "vsphere", "solaris", "oracle enterprise linux", "oracle linux", "suse linux", "linux suse", "sles", "centos", "debian" or "amazon linux". Examples of Datacenter Devices include servers, virtual servers, and cloud instances. End User Device operating systems include all operating systems not specified as a Datacenter Device operating system. Examples of End User Devices include desktops, virtual desktops, laptops, and mobile devices.</p> <p>Device count is calculated as the sum of A) Devices as defined above and B) the high-water mark count of concurrent containers with recognized applications per month ("Recognized Containers"). 10 Recognized Containers will count as 1 Device for purposes of this computation.</p>
Spend Optimizer – SaaS on Snow Atlas	<p>Per Device.</p> <p>“Device” means any device reporting to Snow Spend Optimizer - SAM which utilizes an operating system designed for datacenter or end user activities. Examples of Datacenter Device operating systems include any operating system name that contains: "server", "linux as", "linux es", "linux advanced platform", "aix", "sun", "hp", "esx", "vsphere", "solaris", "oracle enterprise linux", "oracle linux", "suse linux", "linux suse", "sles", "centos", "debian" or "amazon linux". Examples of Datacenter Devices include servers, virtual servers, and cloud instances. End User Device operating systems include all operating systems not specified as a Datacenter Device operating system. Examples of End User Devices include desktops, virtual desktops, laptops, and mobile devices.</p>
Spend Optimizer – SAM	<p>Per Device.</p>
Snow SaaS Management Spend Optimizer – SaaS	<p>Per Qualified User</p> <p>“Qualified User” means a person (e.g., employee, consultant, contingent staff) who:</p> <ol style="list-style-type: none"> (1) is a user of a SaaS Software or Service that is measured by Customer, and (2) Is a user that has been classified as a user that requires monitoring.

Productivity Optimizer Risk Monitor ITSM Enhancer Data Intelligence Service	Per Device.
Snow Optimizer for SAP® Software	<p>Per Named SAP® User.</p> <p>"Named SAP® User" means a non-expired user account (including any test and technical users) being managed by Snow Optimizer for SAP® Software, consolidated by the user account ID.</p> <p>There are 2 editions of Snow Optimizer for SAP® Software available – "Standard" and "Premium". "Standard" is limited to one "SAP® Master" system. "Premium" allows multiple "SAP® Master" systems.</p> <p>"SAP® Master" means each Snow Optimizer for SAP® Software system implemented on a central SAP® system that reads and maintains data of all connected subsystems.</p> <p>Each "SAP® Master" has its own individual license key and the sum of the "Named SAP® Users" licensed by the individual license keys must be lower or equal to the number of licensed users purchased.</p>
License Intelligence Snow Optimizer for SAP® Software - AddOn	<p>Per Named SAP® User</p> <p>"Named SAP® User" means a non-expired user account (including any test and technical users) being managed by Snow Optimizer for SAP® Software, consolidated by the user account ID.</p>
Snow Commander – Virtual Machine (VM)	<p>Per Virtual Machine.</p> <p>"Virtual Machine" means any virtual machine operating in a public or private cloud (including on-premises Virtual Machines) that is managed by Snow Commander. Examples of a Virtual Machine include a VMware vSphere Virtual Machine, Amazon Elastic Compute Cloud (Amazon EC2) instance, Microsoft Azure "Virtual Machine" and Google Cloud Platform "Compute Engine".</p>

Snow Cloud Cost	Per Annual Cloud Spend. The “Annual Cloud Spend” shall be calculated based on the Net Amortized Cost (as defined below) excluding any taxes. “Net Amortized Costs” represent Customer’s account usage costs, treating any up-front fees as distributed evenly across the reservation period, and after deducting any AWS EDP (Enterprise Discount Program), SPP (Solution Provider Program) and private pricing discounts. For clarification (a) purchases by Customer’s account through the AWS Market Place will not be considered part of the Annual Cloud Spend; (b) payments made by ‘cloud provider credit’ will be considered cloud spend (and not discount) and as such, part of the Annual Cloud Spend.
Snow for Engineering	Per User
SPE (Multi-Tenant) Technology Intelligence Products	
Product	License Metric
Platform: Technology Intelligence Platform: Data Intelligence Service	A platform fee is assessed for every 100,000 Devices. “Device” means any device reporting to Snow Spend Optimizer - SAM which utilizes an operating system designed for datacenter or end user activities. Examples of Datacenter Device operating systems include any operating system name that contains: "server", "linux as", "linux es", "linux advanced platform", "aix", "sun", "hp", "esx", "vsphere", "solaris", "oracle enterprise linux", "oracle linux", "suse linux", "linux suse", "sles", "centos", "debian" or "amazon linux". Examples of Datacenter Devices include servers, virtual servers, and cloud instances. End User Device operating systems include all operating systems not specified as a Datacenter Device operating system. Examples of End User Devices include desktops, virtual desktops, laptops, and mobile devices.
Snow Spend Optimizer – SAM: Service Provider Edition	Per Device “Device” means any device reporting to Snow Spend Optimizer - SAM which utilizes an operating system designed for datacenter or end user activities. Examples of Datacenter Device operating systems include any operating system name that contains: "server", "linux as", "linux es", "linux advanced platform", "aix", "sun", "hp", "esx", "vsphere", "solaris", "oracle enterprise linux", "oracle linux", "suse linux", "linux suse", "sles", "centos", "debian" or "amazon linux". Examples of Datacenter Devices include servers, virtual servers, and cloud instances. End User Device operating systems include all operating systems not specified as a Datacenter Device operating system. Examples of End User Devices include desktops, virtual desktops, laptops, and mobile devices.

Snow Spend Optimizer – SaaS: Service Provider Edition	Per Qualified User <p>“Qualified User” means a person (e.g., employee, consultant, contingent staff) who:</p> <p>(1) is a user of a SaaS Software or Service that is measured by Customer, and</p> <p>(2) Is a user that has been classified as a user that requires monitoring.</p>
ITSM Enhancer: Service Provider Edition	Per Device

Legacy Snow Products	
Product	License Metric
Adoption Tracker – EUC Spend Optimizer – EUC Adoption Tracker – SaaS	Per End User Device. <p>“End User Device” means any device reporting to Snow’s technology which utilizes an operating system designed for an end user. End User Device operating systems include all operating systems not specified as a Datacenter Device operating system. Examples of End User Devices include desktops, virtual desktops, laptops, and mobile devices.</p>
Spend Optimizer – Datacenter on Snow Atlas	Per Datacenter Device. <p>“Datacenter Device” means any device reporting to Snow’s technology which utilizes an operating system designed for datacenter activities. Examples of Datacenter Device operating systems include any operating system name that contains: "server", "linux as", "linux es", "linux advanced platform", "aix", "sun", "hp", "esx", "vsphere", "solaris", "oracle enterprise linux", "oracle linux", "suse linux", "linux suse", "sles", "centos", "debian" or "amazon linux". Examples of Datacenter Devices include servers, virtual servers, and cloud instances.</p> <p>Device count is calculated as the sum of A) Devices as defined above and B) the high-water mark count of concurrent containers with recognized applications per month ("Recognized Containers"). 10 Recognized Containers will count as 1 Device for purposes of this computation.</p>

Adoption Tracker – Datacenter Spend Optimizer – Datacenter	Per Datacenter Device. “Datacenter Device” means any device reporting to Snow’s technology which utilizes an operating system designed for datacenter activities. Examples of Datacenter Device operating systems include any operating system name that contains: "server", "linux as", "linux es", "linux advanced platform", "aix", "sun", "hp", "esx", "vsphere", "solaris", "oracle enterprise linux", "oracle linux", "suse linux", "linux suse", "sles", "centos", "debian" or "amazon linux". Examples of Datacenter Devices include servers, virtual servers, and cloud instances.
Snow Base Technology Package <ul style="list-style-type: none"> • Snow License Manager • Snow Inventory • Snow Integration Connector • Virtual Management Option Software Recognition Service Snow for ITSM Snow Automation Platform	Per End User Device and Datacenter Device.
Oracle® Management Option	Per Oracle Database Instance. “Oracle Database Instance” means a set of memory structures that manage database files. The Oracle Database Instance manages its associated data and serves the users of the Oracle database. An Oracle Database Instance is associated with one Oracle database. One Oracle database can have multiple Oracle Database Instances. Duplicate database instances are considered separate database instances. Database instances hosted on backup server are also considered separate database instances.
Snow Device Manager	Per End User Device and Datacenter Device.
Snow License Manager for Mobile Devices	Per Mobile Device. “Mobile Device” means a device running iOS, Android or Windows Mobile/Phone with a built in or externally connected screen size of less than 10 inches.

Snow for SaaS Snow for SaaS Advanced Optimization	Per Qualified User “Qualified User” means a person (e.g., employee, consultant, contingent staff) who: <ol style="list-style-type: none"> (1) is a user of a SaaS Software or Service that is measured by Customer, and (2) Is a user that has been classified as a user that requires monitoring.
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Legacy SPE (Multi-Tenant) Products	
Product	License Metric
Snow Adoption Tracker – End User Computing: Service Provider Edition Snow Adoption Tracker – Datacenter: Service Provider Edition Snow Spend Optimizer – End User Computing: Service Provider Edition Snow Spend Optimizer – Datacenter: Service Provider Edition	Per End User Device and Datacenter Device.
Platform: Snow License Manager Platform: Software Recognition Service Platform: Snow Device Manager	A platform fee is assessed for every 100,000 End User Devices and Datacenter Devices.
Client: Snow Base Technology Packages <ul style="list-style-type: none"> • Snow License Manager (SLM) • Snow Inventory (SI) • Snow Integration Connector (SIC) • Virtual Management Option (VMO) Client: Oracle Management Option Client: Snow Device Manager	Per End User Device and Datacenter Device.