



Sabre licensed software
Time and Attendance and Access Control

JUSTIFICATION FOR MONTHLY LICENSING FEES

To all existing and potential Sabre clients using the Sabre licensed software for Time and Attendance and Access Control solutions.

Dear clients,

Firstly, please see the Sabre specification sheet – follow link from <http://www.sabrebiometrics.com/documents.html> and a copy of the Sabre brochure which will reveal the true worth of Sabre <http://www.sabrebiometrics.com/files/Sabre-Brochure.pdf>

247 Technologies cc, the owner, developer and license holder of Sabre Software, is able to offer its solutions to South Africa, SADC, and other African countries, including government departments, municipalities, and all types of business from corporate through to small. Please see a list of existing clients using Sabre. <http://www.sabrebiometrics.com/clients>

For the past 10 years, clients have been paying a minimal annual software licensing fee, and have had the option of an additional monthly support contract. The alternative was an ad-hoc, technical, remote, internet and telephonic support option.

As most clients were comfortable with only paying annual licensing fees, and were reluctant when asked to pay for support of any kind whatsoever, 247 Technologies continued supplying free support to those clients, whilst the remaining clients were more than happy to pay for, and appreciated the excellent service provided. With the recent rapid growth of the Sabre client base and the extra demands for support and new development requirements of the software, it became apparent that 247 Technologies could not survive the unreasonable demands and expectations for their services which were growing daily. Therefore a restructured policy was introduced to include unlimited remote technical support within the licensing framework.

All existing clients will be charged a flat rate monthly fee of R 250 for their next 12 month licensing period, regardless of number of staff, as a gradual introduction to the new pricing structure; wherein after standard pricing rates as reflected below will apply.

Monthly licensing fees –

- 1 to 100 employees R 100 per month (Basic software)
- 1 to 25 employees R 250 per month (Full version)
- 26 to 50 employees R 10 per month per staff member (Full version)
- 51 to 500 employees R 500 per month (Full version)
- 501 employees and above R 1 per month per staff member (Full version)
- Per employee R 1 per month – remote data collection (ADMS)

Clients have the options to pay these fees annually and to change Sabre versions with a 30 day notice period being given in writing to 247 Technologies.

Points to note:



1. Sabre Software has been developed since the year 1996 and has been specifically designed as a time and attendance and access control software product for African conditions.
2. In order for 247 Technologies to offer clients' peace of mind and a reliable, sustainable software solution, the following steps have been necessary to implement:-
 - a. Employment of extra staff to take support calls and sort out problems and provide training
 - b. Upgrade of internet services for hosting of updates, remote desktop services and marketing.
 - c. Upgrade of telephone systems, cell-phone costs, and national support numbers.
 - d. Payment of software developers to enhance, upgrade, and repair bugs and glitches that may occur, and on-going changes to keep up with legislation and statutory requirements.
 - e. Additional development and integration of reports, features and modules on clients' requests, payrolls and systems when and where necessary. Sabre also needed changes made when existing Payrolls such as VIP and Pastel make changes due to legislation.
 - f. Cost for Sabre to remain as business partners with other vendors such as VIP and Pastel to enable 247 to keep Sabre up to date with these vendors.
3. If a client's business using Sabre Software encounters a power failure, viruses on their computers or maybe an existing software conflict with Sabre, this can affect access or corrupt their Sabre database – who do they turn to in order to resolve these issues????
4. For those clients who have previously had the luxury of running Sabre at no cost and now question why a charge is levied, their old version of the software would not have expired should they have upgraded it. However by requesting the latest version of Sabre, which includes numerous enhancements, upgrades and new features, the client is now paying for these new license fees and benefits which apply. Should the client's original version be installed licensing would not be required.
5. As an example of what a client loses not having the Sabre system. (please study the following example and then apply the variables shown to your own staff complement for comparison):
 - a. 25 staff @ R 40 per hour per employee. If all staff only steal 1 minute for every clocking per day based on 8 clockings, which are - Arrival time, Start Morning Tea, End Morning Tea, Start Lunch, End Lunch, Start Afternoon Tea, End Afternoon Tea, End of Day (excluding smoke and toilet breaks), this equates to:-
 - b. 200 minutes per day (3.33 hours), X 22 working days per month @ R 40 per hour = R 2 933.33 attendance loss Include a production cost of R 250 per hour per person X 3.33 hours, X 22 days per month = R 18 315.00 production loss Total loss based on 1 stolen minute per clocking per staff member (8 minutes per day lost) = **R 21 248.33 PER MONTH**
6. If a client calculates the cost of each employee on the Sabre system, per hour, day, week or month it would look as follows:

Below examples reflect using Basic Sabre versions

Cost	Employee count	Hour	Day	Week	Month
R 100	40 employees	0.01c	12c	R 0.58	R 2.50
R 100	100 employees	0.0045c	4c	R 0.25	R 1.00

Below examples reflect using Sabre through to any Payroll

Cost	Employee count	Hour	Day	Week	Month
R 250	10 employees	6c	52c	R 2.64	R 11.36
R 250	25 employees	5c	46c	R 2.32	R 10.00
R 400	40 employees	5c	46c	R 2.32	R 10.00
R 500	100 employees	2c	18c	R 1.25	R 5.00
R 500	500 employees	0.005c	4c	R 0.23	R 1.00



R1/pp 500 and above 0.005c 4c R 0.23 R 1.00

7. The advantages and benefits of a time and attendance system are well documented. The most expensive part of any business is labour cost.
8. Please note:-
All remote technical support, upgrades, updates, enhancements, and on-going software development of the Sabre software brand will be included free of charge henceforth. Constant updates to comply with labour legislation, clients requirements, and changes to other payroll systems like VIP and Pastel will also be accommodated. See terms and conditions www.SabreBiometrics.com/terms
9. Please see our Sabre Calculator and judge for yourself the savings that your company presently enjoys or will benefit from in the future, with the on-going use of the Sabre software system. www.SabreBiometrics.com/calc

Bottom line - 247 Technologies, has, over the past years, invested millions of rand on software development and will continue to do so in the future. The ROI (Return on investment) and TCO (Total cost of ownership) is difficult to calculate.

If you, the client, cannot accept that 247 's income is derived from the above points, and that the service offered is sub-standard, we respectfully advise you to look elsewhere for an alternative product that can do a similar or better job than Sabre can. Oh, by the way maybe you should cancel your DSTV monthly fee, as you should be getting this service for free??