



New Boundary Technologies® Console FAQs -internal only-

What is the New Boundary Technologies Console?

It is a new version of the console that gives users a way to evaluate and use all New Boundary products in a single console. The new console works with the following products that all run on the same platform: Prism Deploy, Prism Asset Manager, Policy Commander and PwrSmart software. Prism Patch Manager and PwrSmart Service are not included, because they run on different platforms.

Is it considered a new product? If so, how is it priced?

It is **not** considered a new product, since the underlying functionality is the same as what is in the currently released versions of our products. So there is no pricing specific to the New Boundary Technologies Console. Instead, you will give individual or bundled pricing as you do today when you sell more than one product.

Does it require a new part number on purchase orders?

No. Since it is not a new product, it does not require a new part number.

Does it require a new serial number?

Yes, it requires a version 13-syntax serial number. Customers who are installing on top of a version 13.0 Prism installation will not be prompted to enter a serial number. If they are installing on top of an older version of Prism, or any version of PwrSmart or Policy Commander, they will have to enter the evaluation serial number provided in the download email.

For existing customers, does it require a client upgrade?

No.

How does the installation work?

The installation file allows users to choose any combination of New Boundary Technologies products when they install. For example, a user could install Prism Deploy and PwrSmart, or PwrSmart and Policy Commander, or just a single product. See Fig. 1 below for the available choices (roles) during installation.

Fig. 2 shows the Start Menu after installing all products through the New Boundary Technologies Console. Fig. 3 shows the Start Menu of a computer that already had Policy Commander, Prism Suite and PwrSmart installed separately, with the New Boundary Technologies Console installed as well. The shortcut folders to the original

single-product consoles are still there, and they still work. The New Boundary Console shortcut is in the New Boundary Technologies folder.

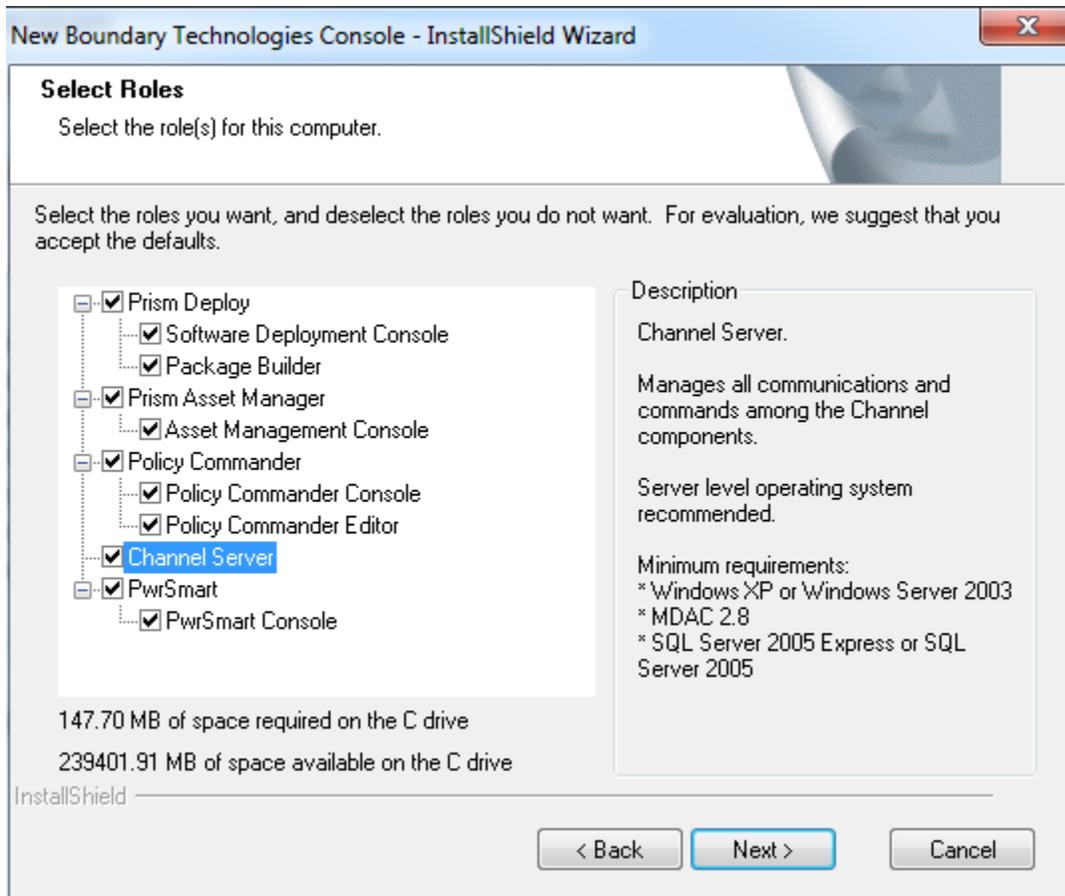


Fig. 1

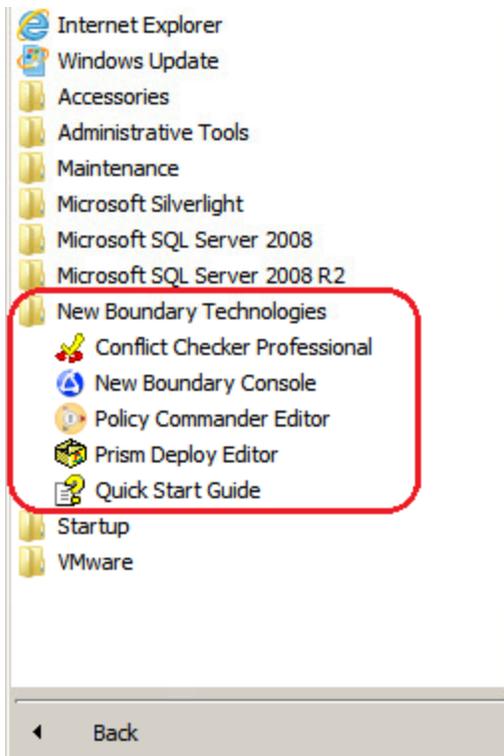


Fig. 2

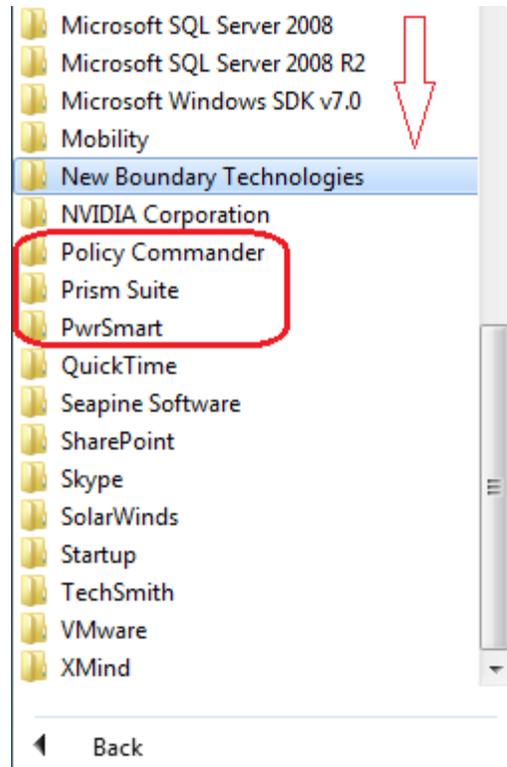


Fig. 3

The New Boundary Technologies Console contains all of the top tabs, bottom tabs and menus items for roles that were chosen during installation, with a few minor exceptions: The PwrSmart tab doesn't have PwrGroups (use Configuration Groups instead); the Policy Compliance bottom tab only appears when you're on the Policies tab, not when you're on the Managed or Configuration Groups tabs.

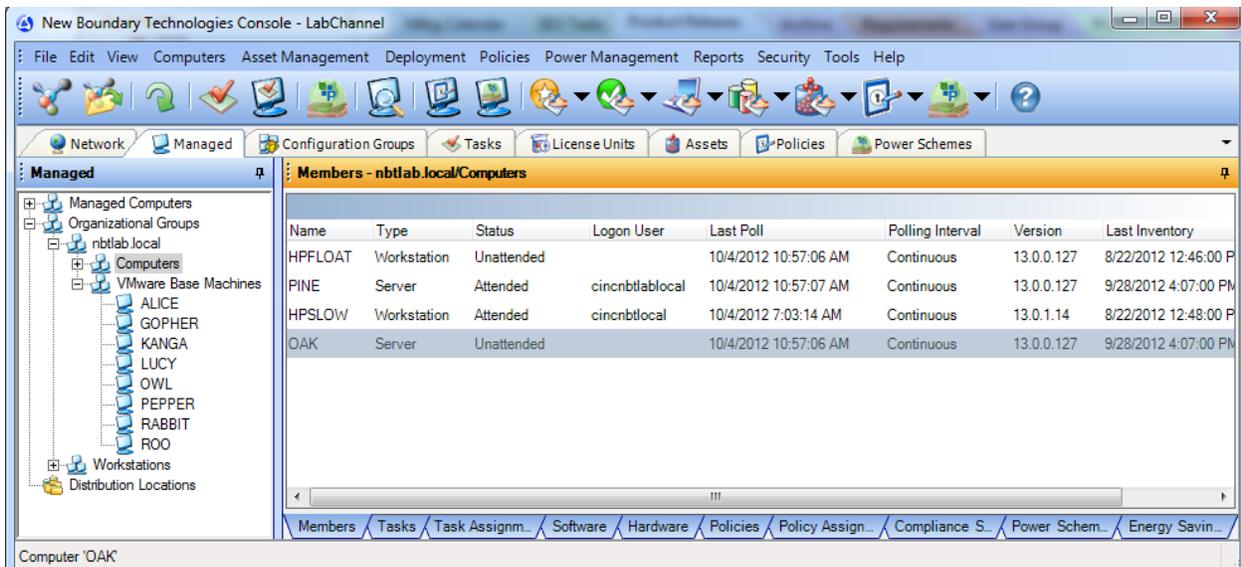


Fig. 4

What are the benefits to distributors and resellers?

The New Boundary Technologies Console gives sellers a way to talk about all New Boundary products as a *system* of applications that run on the same platform, all using the same client. Cross-selling should be easier, because prospects can easily try more than one product at a time. We have had requests for a combined console from several of you or your customers, and we wanted to provide it to you.

What are the benefits to customers and prospects?

The New Boundary Technologies Console provides the convenience of having just one console to open, one place to perform all the functions of our products.

Are PwrSmart and Policy Commander now part of Prism Suite?

No. They are still separate products with separate pricing. (Of course, bundled discounts are available.) If your customers want to think of them as part of the suite, that's OK.

How will updates to the individual products be handled?

Whenever New Boundary Technologies releases a new version of Prism Deploy, Asset Manager, Policy Commander or PwrSmart, we will simultaneously release the new version of the New Boundary Technologies Console.

How will it be marketed?

Since it's not a new product, we don't plan a big marketing campaign. For now, we're going to let our sales team (including resellers and distributors) make their customers and prospects aware of the option to install a combination of products in one console instead of just a single product. In addition, the email that prospects receive when they sign up for a free trial of any product will be modified to give them the choice of downloading either the product's stand-alone installer or the New Boundary Technologies Console's combined installer.