

# Software for Healing Initiative

## Turning Local Business Technology Needs into Funding for Veterans' Services

When a local business purchases ETCETERA® software after being introduced by your agency, 100% of the net proceeds from the software license or subscription are paid to your organization. No grants. No donations. Just a performance-based funding stream that grows with your community connections.

### About Concurrent User Licensing

ETCETERA® is priced by **concurrent user licenses**, not by named users. This means your customer can have an **unlimited number of individuals** in their system - across departments, locations, and even shifts - without increasing their license or subscription cost, as long as the number of people logged in at the same time stays within their purchased license count. The result? Greater accessibility for more team members, lower overall cost per user, and a more scalable solution that grows with their business.

### Examples of Customer Licensing and Resulting Fee Income Earned by Nonprofits

Example	License Description		Software License		Software Subscription	
					Paid Annually	Paid Monthly
1	5 Concurrent Users - Enterprise Content Management	List Price <sup>1</sup>	\$18,700	or	\$8,602	\$802
		Lead Generation Fee <sup>2</sup>	\$13,090		\$3,441	\$321
2	2 Concurrent Users - Enterprise Content Management & 5 Concurrent Users - Enterprise Process Management	List Price <sup>1</sup>	\$29,000	or	\$13,340	\$1,244
		Lead Generation Fee <sup>2</sup>	\$20,300		\$5,336	\$498
3	20 Concurrent Users - Enterprise Content Management & 50 Concurrent Users - Enterprise Process Management	List Price <sup>1</sup>	\$191,900	or	\$88,274	\$8,239
		Lead Generation Fee <sup>2</sup>	\$134,330		\$35,310	\$3,296

1. List Price for Licenses and Subscriptions. Actual price may differ (i.e.. discounts provided to ensure the transaction and resulting benefit to Nonprofit).
2. Lead Generation Fees represent fees to the Nonprofit. For Licensed Software, fees are paid on the initial purchase. For Software subscriptions, fees are paid, annually or monthly, for the initial term of the customer's subscription – up to 5 years.
  - The Lead Generation Fees reflected in the grid exclude a zero percent financing program and do not include any third-party costs.
  - Other software modules hold the potential for larger lead generation fees.
  - Defining 100% of Net Proceeds: For Software Licenses, the software portion of the license is 100% less 30% attributed to Software Development and related costs. For Software Subscriptions, the software portion of the subscription is 56% less 30% attributed to Software Development and related costs.

**Supported by ScerIS, Inc. - Committed to funding for veteran-focused organizations.**

[www.sceris.com/software-for-healing](http://www.sceris.com/software-for-healing)