

Dear ACCPAC Advantage Series Partner,

Recently we modified the way ACCPAC Advantage Series 5.0 user-count information is measured and licensed. The following information explains these changes, which may impact some of your clients. If you have further questions regarding user-counts, please contact your BPAM for assistance. If you have questions about the applicability of this information in the context of specific third party applications, please contact the appropriate Development Partner directly.

Internal clients—End users who interact with Advantage Series 5.0 from within the core ACCPAC User Interface will now only consume a single LanPak per user for *all* connections to the same company database they have open on their workstation. For many end users, this will result in a reduction in the total number of LanPaks required at any given time. A client can now be logged into a company five times concurrently, while still only consuming a single LanPak. Under previous System Managers, *each* client ‘log in’ consumed a LanPak.

External XAPI (eXternal Application Programming Interface) clients—End users who interact with Advantage Series 5.0 using an application that communicates with the ACCPAC business logic exclusively via the XAPI will *not necessarily* consume LanPaks. In this situation (for example: when a client uses a 3rd party application like PereSoft’s CashBook) users of the applications will now consume ‘**Integration Access Packs**’ (IAPs), *or LanPaks, depending on the configuration of that particular workstation*. System Manager 5.0 allows you to specify whether the external applications should communicate via IAPs **OR** a LanPak on any given workstation. This will allow you to maintain the optimum balance of LanPaks and IAPs for any given client, and eliminates a situation where clients would need to purchase IAPs and LanPaks for the same user.

Integration Access Packs cost less than traditional LanPaks. Additionally, installing an IAP is just as easy as installing a LanPak. The first IAP is *included at no charge* in the System Manager.

The benefits of XAPI integration for third-party developers include the ability to rapidly develop applications that tightly integrate with Advantage Series and the capability to ‘call the ACCPAC logic,’ thereby eliminating the need to rewrite complex business logic. Licensing external access to the Advantage Series business logic through IAPs make this integration model highly affordable and financially equitable to all parties, including Development Partners, Solution Providers and ACCPAC. It also keeps the total cost of system implementation to a minimum for our mutual end users.

So, who exactly needs an IAP?

Any client who is migrating to Advantage Series 5.0 and is using an application that requires more than a single concurrent connection to the XAPI needs an IAP, unless each user is concurrently consuming a LanPak.

It is important to understand that multiple IAPs are ***not required*** for workstations that run multiple integrated applications. This helps keep costs down considerably, since these clients only need ***one IAP per workstation***, regardless of the number of XAPI-integrated applications running on that machine.

Which external applications use the XAPI integration model?

Each Development Partner can provide details about their particular integration model. However, we've included a partial list of well-known applications that use the XAPI integration model at the end of this document. Some VBA macros, such as GETRATES.vba, also communicate through the XAPI.

How many IAPs does each application require?

We strongly recommend you contact your vendors to determine if their solution will consume a single IAP (the one included at no charge in the System Manager), or more (such as one per user). If you need assistance in contacting a Development Partner, you can reach our Development Partner Program at dpp@accpac.com.

A few things you should know about IAPs:

- IAPs are not edition-dependent—IAPs support all editions of Advantage Series (Discovery, Small Business, Corporate, and Enterprise) and are available in one, five, ten, and 20-user packs.
- IAPs are not database dependent—IAPs are compatible with ***all*** database platforms supported by Advantage Series.
- Each System Manager includes a single IAP at no charge ***in addition*** to the single LanPak included in the System Manager.
- Existing clients who require IAPs may purchase them at 50% off the regular price if they are upgrading from System Manager 4.2 or earlier to System Manager 5.0 or higher. Contact your Inside Sales Representative for additional information.
- Any ACCPAC product that employs the XAPI integration model will include the necessary number of IAPs required to deploy that solution for the number of users licensed. You don't need to purchase IAPs separately to integrate with ACCPAC products, such as ACCPAC eCRM.

▪ **IAP pricing is as follows:**

- 1 User	\$ 195 USD	\$ 299 CAD
- 5 Users	\$ 775 USD	\$1,150 CAD
- 10 Users	\$1,550 USD	\$2,300 CAD
- 20 Users	\$3,100 USD	\$4,600 CAD

Partial list of applications using XAPI (Contact them for details):

Development Partner	Application
MSS Computer Systems Ltd.	Superclerk for Windows
Peresoft Software & Support	Cashbook for Windows
COSS Systems	COSS Manufacturing Software
Linxsoft Inc.	LinXware, LinXcollect Professional
Island Microsystems	CounterSales Gateway and WinBacc. CounterSales for Windows (not released yet)
SoftSys, Inc.	Project Enterprise
Groupe AGI	Abak
Full Capacity International, Inc.	FreightLink
UDU World	ActiveInbox for ACCPAC
C-TEC	C-TEC AutoCDI
Systronics	RMC*Systems, EDU*System
Appsoft	AP Reconciliation, Advanced Bill of Materials
Edisoft Inc.	Edisoft Merchant