



Earned Value Discount

Frequently Asked Questions

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What is the Earned Value Discount?

Bentley's Earned Value Discount (EVD) offers you the opportunity to save on the licenses and subscriptions that you purchase from Bentley. The EVD offers you the opportunity to save with three different discount components based on **volume**, **current version use**, and **Enterprise License Subscription (ELS)**.

How is the Earned Value Discount calculated?

Once your users are registered and sign in, the EVD discounting components can be applied. Your organization's performance in each of these components will determine your EVD, offering you the ability to achieve a higher cumulative discount.

Volume

The volume component is based on the annualized value of your organization's total recurring subscription spend rate. The larger the volume of Bentley subscriptions you have under contract, the higher the volume discount for your EVD. Volume is calculated globally, not by site or country. Your volume component can contribute up to **27.5%** in EVD, based on total annualized net subscription spend in US dollars.

Current Version Use

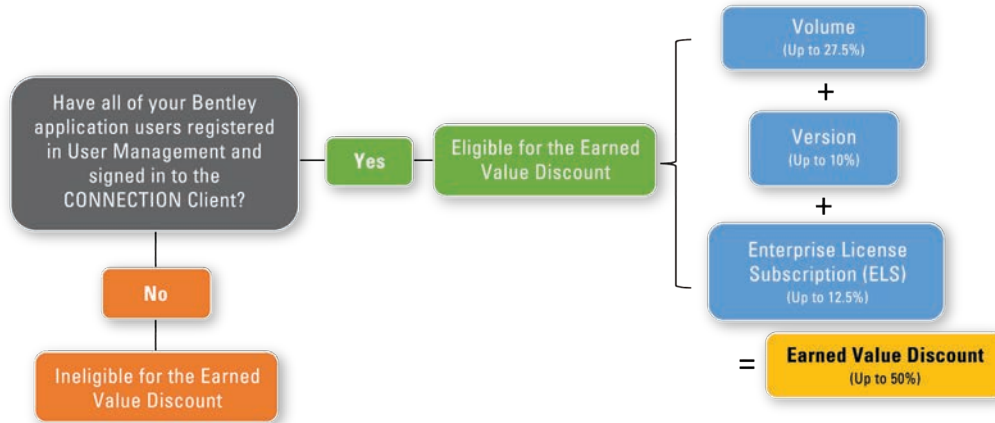
By using Bentley's most recent CONNECT Edition software, your users benefit from our latest software advances and receive our most comprehensive support services. With this discount component, your organization has the opportunity to earn up to an additional **10%** contribution to your EVD.

Enterprise License Subscription (ELS)

Bentley's ELS program provides organizations who prefer an enterprise-wide license with unlimited access to Bentley's comprehensive portfolio of applications, reducing licensing costs with economical annual billing, enterprise-wide license pooling, portfolio balancing (the right to exchange perpetual license titles at any time), and simplified administration. If your organization has an ELS, you may qualify for an additional **12.5%** ELS discount towards your EVD. For more information on Bentley's ELS program, [please click here](#) or consult with your Account Manager.

How does my organization qualify for the EVD?

To qualify for the EVD, your users must be registered in our User Management system and sign in. As an additional qualification, your organization must also use the current version of Bentley's license administration service. [See more information on how to register your users here.](#)



What is the difference between Earned *Volume* Discount and the new Earned *Value* Discount?

Bentley previously offered an Earned *Volume* Discount based only on the volume of subscriptions and licenses purchased. This policy meant that many accounts did not meet the minimum eligibility requirements, and therefore received no Earned Volume Discount.

The Earned *Value* Discount focuses on enhancing user experience and productivity with Bentley software. We think it is important for everyone to benefit from the latest BIM advancements and the most secure software possible, so we would like to provide a significant incentive to encourage you to get the most value from your software investment. All organizations, regardless of size and spend with Bentley, can be eligible for up to 10% in EVD simply by staying current with the latest CONNECT Edition software.

What is the maximum discount possible with the Earned Value Discount?

Total EVD is based on the cumulative sum for each of the discount components. Some organizations will have the potential to earn a discount of up to 50%, increasing total potential savings compared to the previous Earned Volume Discount by 10%. See the table below.

Net Recurring Subscriptions*		Volume	Versions	ELS	Max EVD (ELS)	Max EVD (Non-ELS)
From	To					
–	25,000	0%	10%	0%	10%	10%
25,001	50,000	2.5%	10%	0%	12.5%	12.5%
50,001	100,000	4%	10%	0%	14%	14%
100,001	250,000	5.5%	10%	0%	15.5%	15.5%
250,001	400,000	7%	10%	12.5%	29.5%	17%
400,001	600,000	9.5%	10%	12.5%	32%	19.5%
600,001	800,000	12.5%	10%	12.5%	35%	22.5%
800,001	1,000,000	16%	10%	12.5%	38.5%	26%
1,000,001	1,250,000	20%	10%	12.5%	42.5%	30%
1,250,001	2,000,000	23%	10%	12.5%	45.5%	33%
2,000,001	7,000,000	25%	10%	12.5%	47.5%	35%
7,000,001	–	27.5%	10%	12.5%	50%	37.5%

Bentley reserves the right to adjust the volume bands and discount rates at its discretion. *The table above is based on volume in US dollars. Non-US dollar sales volume will be converted to US dollar amounts to determine the applicable band based on the current budget exchange rate table updated by Bentley at the start of each calendar year.

When does the Earned Value Discount go into effect?

The Earned Value Discount will be introduced on October 1, 2018 on all subscription renewal quotes and order quotations. In support of transitioning to the new Earned Value Discount, once your organization meets the Connected User requirement, if you previously received the Earned Volume Discount, you will receive the greater of your existing volume discount or the new Earned Value Discount for the period from October 1, 2018 through December 31, 2018. From January 1, 2019 onward, the Earned Volume Discount will no longer be available, and only the Earned Value Discount calculations will be applied.

Which Bentley products and services are eligible for the EVD?

Most of Bentley's offerings are eligible for the EVD, including term licenses, perpetual licenses, SELECT, ELS, and ProjectWise and AssetWise services (Passports and Visas). The EVD will not be applied to Professional Services engagements or Success Plans.

What can my organization do to maximize the EVD for our next renewal cycle?

First, make sure that your organization's users get registered and sign in. Review the details for completing this process at [Bentley User Registration Administrator's Resource Center](#). Second, upgrade your Bentley software to the current version of the CONNECT Edition. If you need advice or help on upgrading to the latest CONNECT Edition software, we are ready to help. [Click here for more information on transitioning to the CONNECT Edition](#). Third, your volume discount component will be based on your annualized recurring subscription amount, so if your subscription spending increases, you may receive a higher volume discount. And, finally, you can explore the advantages of the Enterprise License Subscription, and an additional discount, if this program provides advantages for your organization.

Does the Bentley Support Policy affect our EVD?

No. The Bentley Support Policy describes the phases of eligibility for specific support services and provides the current and planned support status for all versions of Bentley desktop applications, ProjectWise servers and services, and License Administration Services. Ensuring you receive our most comprehensive offering of support services is another reason for your organization to upgrade to the latest version of your Bentley software and take advantage of the current version discount component. [Click here to learn more](#).

How will I know my eligible Earned Value Discount?

Your eligible Earned Value Discount, if applicable, will be reflected on all subscription and order quotations and invoices, including renewal advice summaries. Information will also be posted to the CONNECTION Center to help you keep track of your current EVD status.

Will the EVD affect any other program discounts Bentley offers?

Accounts with a Bentley Cloud Services Subscription (CSS) previously benefited from an additional discount on all CSS-eligible services. Effective October 1, 2018, the additional discount under CSS will no longer be applicable. Your EVD will reflect all eligible billings under CSS. CSS subscribers will still benefit from the program's monthly term licenses, offering the most cost-effective term licensing interval exclusive to CSS. [Click here for more information on CSS](#).

Who do I contact if I have more questions about my account's EVD?

Please contact your Bentley Account Manager with questions about your EVD.

