



PEP PROGRAM DESCRIPTION
8 MAY 2012

The Perennial Education Pass (“PEP”) program provides customers and partners with flexible access to MicroStrategy training materials and courses through an annual subscription. The following table illustrates an overview of the features of each PEP offering.

PEP Offerings Introduced in 2012				
Feature	Global ePEP	Global Partner ePEP	Global PEP	PEP
Named user access.	✓	✓	✓	✓
Unlimited access to online self-paced training material.	✓	✓	✓	✓
Unlimited access to instructor-led virtual classroom distance learning.	✓	✓	✓	✓
Unlimited access to instructor-led on-premise public classroom training.	Not applicable.	Not applicable.	✓	✓
Global access.	✓	✓	✓	Limited to country of purchase.
Auto-renew.	✓	✓	✓	✓
Transferable at renewal.	✓	✓	✓	✓
Certification exam fees included.	✓	✓	✓	✓
MCD Project certification workshop fees included.	Additional fees apply.	✓	✓	✓

Auto-Renewal Upon expiration of the then current term, the PEP shall automatically renew for subsequent periods consistent with the original purchase unless You provide us written ninety (90) days before expiration of the then current term that You desire to have Your PEP lapse. Notice of lapse shall only be effective if received at pep@microstrategy.com by the required date. If during the term, a Named User becomes MCD certified, the PEP will be eligible to renew at the MCD PEP price.

Cancellation Fees Named Users subscribed to PEP may register for any class in the country of purchase on a seat-available basis. If a Named User cancels his/her class registration within ten (10) business days of the class, a \$350 cancellation fee shall apply. If a Named User fails to attend the class without providing notice of cancellation five (5) business days prior to the start of the class, You will be charged a cancellation fee of \$650 per missed class day. Failure to pay any cancellation fee will prohibit all of Your PEP Named Users from registering for additional classes.

Transfer of PEP You may reassign a PEP subscription to a new PEP Named User for the remainder of the subscription period in the event any of the following occurs: (a) the current PEP Named User has not used the PEP to attend any public instructor-led courses during the subscription period; (b) the current PEP Named User has terminated employment with the Licensee (provided however, reassignment pursuant to this subsection (b) may occur only once during the subscription period); or (c) the current PEP Named User can no longer attend any public instructor-led courses due to serious illness or injury.

MCD Project Certification Workshop

The MCD Project Certification Workshop is a 2.5 day workshop where students independently build a MicroStrategy environment from beginning to end, according to a set of requirements provided at the beginning of the Workshop. The Workshop may be conducted in-person at a MicroStrategy-authorized testing facility, or at a publicly scheduled MicroStrategy Testing Day. If the student fulfills all Workshop requirements successfully, they are granted ‘MCD Certification’ status.