



Perennial Education Pass Program Descriptions January 2014

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 2014

Feature	Global ePEP	Global Partner ePEP	Global PEP
Named User Access	✓	✓	✓
Unlimited access to online, self-paced training material	✓	✓	✓
Unlimited access to instructor-led distance learning classes (online)	✓	✓	✓
Unlimited access to instructor-led on premises training	Not Applicable	Not Applicable	✓
Unlimited access to instructor-led public classroom training (local)	Not Applicable	Not Applicable	✓
Global access	✓	✓	✓
Auto-renew	✓	✓	✓
Transferable at renewal	✓	✓	✓
Certification exam fees included	✓	✓	✓
MCD project certification workshop fees included	Additional Fees Apply	✓	✓

Cancellation Fees Named Users subscribed to PEP may register for any class in the country of purchase or via distance learning 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 \$680 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 (within current term) 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.

Reassignment of PEP Licensee may change its PEP Named User each year on the date of the annual renewal or on the anniversary date of its subscription to the PEP. Upon reassignment of the PEP license, Licensee will forfeit any renewal discounts and be charged a renewal fee equal to the first year PEP license.

Assignment of Instructors Notwithstanding anything to the contrary in the SLA or other governing agreement, if any, Licensee hereby consents to MicroStrategy’s use of subcontractors to provide such courses at any MicroStrategy location, including, without limitation, any public, regional training locations and any public distance learning.

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.