

# CORVINA Platform (SaaS)

# Pricing model

Corvina S.r.l offers a range of highly qualified support services that come along with CORVINA platform. The platform is a fully scalable Industrial IoT solution that can be extended with additional features whenever you need.

This document aims to provide an overview of the costs for Device Activation, VPN connectivity and IIoT Data. This document does not cover the prices at which you will sell on these services to your clients.

To connect and use the Corvina Cloud services a valid Device Activation Key is needed. To come close to the needs of different types of users, the Activation of a Device to the platform can be purchased with three different methodologies: Pay Per use, One Off, Embedded in Hardware.

The Device Activation Key can be ordered via your Corvina representative

IIoT Data Collection requires a license for IoT Messages that covers the IIoT Data collection of all the devices in a given Organization configured to exchange IIoT Data with Corvina Cloud. The data collected will be stored for a total of 2 years free of charge. With further storage options available.

## 1. Pay per Use Pricing Model Overview

This consumption Pricing Model is strongly suggested for large machine builders that want to connect to Corvina more than 200 devices per year and the want to balance the cost for the effective usage of the platform.

A Device Activation code is needed to connect the device to Corvina Platform for a period of 3 years. This period can be extended with Activation Key period extension and VPN Token Credits.

During this time customer can buy VPN Token Credits for Remote Connectivity and/or IoT Message Credits for Data Collection.

Single VPN Token Credits provide Remote Connectivity for one months on a dedicated device.

<b>Device Activation</b>	One time purchase valid for the first 3 years
<b>Device Activation extension</b>	One time purchase valid for additional 1 year
<b>VPN Remote Access</b>	Optional, based on VPN Token Credits package
<b>Device Management</b>	Unlimited
<b>User Management</b>	Unlimited
<b>Tenant Management</b>	Unlimited
<b>Rest API for 3rd party Integration</b>	Included
<b>Support (email, support portal)</b>	Included
<b>Data Collection and Dashboard</b>	Optional, based on IoT Message Credits package
<b>IoT Alarm Management and Notification</b>	Included, based on IoT Message Credits
<b>Branding</b>	Optional One-time purchase

### Device Activation License

The Device Activation enable Device to be connected to Corvina Cloud.

Ordering Code	Description
<b>SWCCSAASACT00</b>	<b>Device activation 3 years</b>
<b>SWCCSAASACTRN</b>	<b>Device activation additional 1 years (extension after the 3rd year)</b>

### Device Activation License

The Device Activation enable Device to be connected to Corvina Cloud.

Ordering Code	Description
<b>SWCCSAASVPN12</b>	<b>VPN 12 token</b>

The Token Credit can be shared across multiple devices and multiple (sub)organizations. Single VPN Token Credits enable VPN Remote Connectivity for one months on a single device starting from the Credit Token assignation to the device

## 2. One Off Pricing Model Overview

One Off Pricing include the Device Activation and VPN Token Credits for 3, 5 years and device lifetime. Device lifetime means that the device activation and VPN will be valid until the device will be used without long interruption (at least one VPN connection or IOT traffic in any continuous 3-year period).

During this time a customer can buy IoT Message Credits for Data Collection, See page 6

<b>Device Management</b>	Unlimited
<b>User Management</b>	Unlimited
<b>Tenant Management</b>	Unlimited
<b>Rest API for 3rd party Integration</b>	Included
<b>Support (email, support portal)</b>	Included
<b>Data Collection and Dashboard</b>	Optional, based on IoT Message Credits package
<b>IoT Alarm Management and Notification</b>	Included, based on IoT Message Credits
<b>Branding</b>	Optional One-time purchase

### Device Activation License + VPN

The Device Activation enable Device to be connected to Corvina Cloud and use VPN.

Ordering Code	Description
<b>SWCCSAASACT3Y</b>	<b>Device activation with VPN for 3 years</b>
<b>SWCCSAASACT5Y</b>	<b>Device activation with VPN for 5 years</b>
<b>SWCCSAASACTLT</b>	<b>Device activation with VPN lifetime</b>

The Device Activation license is valid for all Exor products and any PC based on Windows O.S. with Corvina agent installed. In this case the customer will receive 2 activation code, one for activation code for device and the other for VPN credits.

### VPN Renew Activation License

The VPN Renew Activation licenses enable Device already activated on Corvina Cloud to use VPN..

Ordering Code	Description
<b>SWCCSAASRNW3Y</b>	<b>Device Renew activation with VPN for 3 years</b>
<b>SWCCSAASRNW5Y</b>	<b>Device Renew activation with VPN for 5 years</b>
<b>SWCCSAASRNWLT</b>	<b>Device Renew activation with VPN lifetime</b>

The VPN Renew Activation license is valid for all Exor products and any PC based on Windows O.S. with Corvina agent installed that are already activated on Corvina Cloud. In this case the customer will receive only 1 activation code for VPN credits.

### 3. Embedded in Hardware Pricing Model Overview

Embedded in Hardware allows to purchase Exor International Hardware from Corvina with Device Activation and VPN connectivity for device lifetime.

During this time customer can buy IoT Message Credits for Data Collection, See page 6

Device lifetime means that the device activation and VPN will be valid until the device will be used without long interruption (at least one VPN connection or IOT traffic in 3 years).

<b>Device Management</b>	Unlimited
<b>User Management</b>	Unlimited
<b>Tenant Management</b>	Unlimited
<b>Rest API for 3rd party Integration</b>	Included
<b>Support (email, support portal)</b>	Included
<b>Data Collection and Dashboard</b>	Optional, based on IoT Message Credits package
<b>IoT Alarm Management and Notification</b>	Included, based on IoT Message Credits
<b>Branding</b>	Optional One-time purchase

The following products are covered by CORVINA.

Ordering Code	Description
<b>+EXW703CU0P1</b>	<b>Exor Int. eXware 703</b>
<b>+EXW707CU0P1</b>	<b>Exor Int. eXware 707</b>
<b>+EXW707QCU0P1</b>	<b>Exor Int. eXware 707Q</b>
<b>+EXW707MCU0P1</b>	<b>Exor Int. eXware 707M</b>
<b>+ESMA107CU301</b>	<b>Exor Int. esmart107</b>

All products will be sold by Corvina at actual Exor price increased by a Fee.

The following accessories products are covered by CORVINA..

Ordering Code	Description
<b>+PLCM10CU0P1</b>	<b>4G/WIFI Communication Module for eXware</b>
<b>+PLCM10BCU0P1</b>	<b>4G Communication Module for eXware</b>
<b>+R-ANTENNA002C</b>	<b>ANTENNA 4G-LTE SMA</b>

All accessories will be sold by Corvina at actual Exor price.

# IOT Services and Implementation

And when you are ready to start your IoT business models moving to the IoT messaging could not be easier....

## IoT Messages Credit

IoT Messages Credits cover the IoT messages exchanged between the Device and the Platform.

IoT Messages are the messages exchanged between Device and Cloud.

Every time a Device update a Tag variable, basing on the Send Policy specified in Corvina, an IoT event is generated by the device and sent to Corvina. This message is around 25 bytes.

The IoT message length is 4KB that means an IoT message is around 160 messages.

If an event occurs between the device and Corvina Cloud, it will not be counted as 1 message and so charged, until the full 4KB is achieved.

To guarantee flexibility in the IoT Messages usage, the license for the IoT Messages is shared among all the devices connected under the same Organization and can be shared across suborganization.

### Example:

if you have a Sensor on your machine being updated every 10 seconds, then your device will generate: 1 event x 6 times/minute x 60 minutes x 24 hours x 365 days = 3.153.600 updates year. As an update (i.e analog/digital) is around 25 bytes, the number of IoT messages consumed will be 19.710 that corresponds to  $(19.710 * 252 / 1.000.000)$  for 1 million package..

If you have 10 Sensors transmitted every 10 seconds than the IoT messages will be 197.100 that corresponds to  $(197.100 * 252 / 1.000.000)$  for 1 million package..

Ordering Code	IoT Messages	Updates
CCSAASIOT001M	1 Milion	160 Milion
CCSAASIOT003M	3 Milion	480 Milion
CCSAASIOT006M	6 Milion	960 Milion
CCSAASIOT012M	12 Milion	1,92 Milion
CCSAASIOT036M	36 Milion	5,76 Bilion
CCSAASIOT100M	100 Milion	16 Bilion
CCSAASIOT500M	500 Milion	80 Bilion
CCSAASIOT001B	1 Bilion	160 Bilion

## Other CORVINA Services

### Branding

Branding includes 2nd level domain (<https://customername.app.corvina.io>), possibility to customize logos, login page/background, color schemas of Corvina User Interface.

If the Customer doesn't want to do it by themselves, we can provide them a Graphic Branding refresh by specialized graphic technician.

Ordering Code	Description
<b>SWCCSAASBRAND</b>	<b>Contents include:</b> <ul style="list-style-type: none"><li>- 2 level domain name as above</li><li>- company colors</li><li>- company logo</li><li>- login page logo</li></ul>
<b>SWCCSAASBRACT</b>	<b>Junior Customer Success Representative to create the branding above</b>



[info@satomec.ch](mailto:info@satomec.ch)