

# pricing policy

To the surprise of some of our customers, Tracknology has not increased pricing for some products since November 2009. Some customers have had a price reduction !

From day 1, we have adopted a mandate and policy of Affordable Workforce Mobility, only recently changing to SOLUTIONS, that enables customers to INVEST, not just buy.



## Equitable and Standard Pricing

- Maintaining a policy of Affordable Workforce SOLUTIONS that provide value
- Equitable pricing that enables customers to invest in the solution, not just buy a product
- Minimising the difference in price, and enabling SME's to Enterprise level systems

## Fair Market Value & Stable Pricing

- Ensuring our pricing is based on fair market value, while remaining competitive
- Minimising upfront costs (Capital expenditure) in favour of stable ongoing monthly costs (Operational expenditure), ensuring our pricing provides consistency to customers



## ROI & TCO

- Awareness of the importance of the Total Cost of Ownership
- Providing a pricing platform that provides a rapid ROI
- Delivering enhanced solutions to bring forward any ROI

## Transparency

- Disclosure of all pricing, terms and variables in advance
- You understand the minimum terms commitment without any nasty surprises or unexpected costs

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AFFORDABLE WORKFORCE SOLUTIONS  
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