Upgrade Subscription Programs

If outstanding Apple software products such as the Mac OS and AppleWorks (formerly ClarisWorks) are critical to the daily operations of your business or school, the Apple Upgrade Subscription Program (USP) or Education Upgrade Subscription Program (EUSP) offers an easy and economical way to bring your software up to date and keep it up to date.

By enrolling eligible Apple software titles you already have in USP or EUSP, you automatically receive upgrades and get access to updates when they become available during a two-year period. You spend less time tracking your software, you enjoy significant savings, and—better yet—you don't need to scramble in the middle of your fiscal year to find extra funding, since everything is already paid for.

Upgrades are new versions of software that contain additional functionality and for which you would usually pay an upgrade fee. Updates are new versions of software that contain bug fixes or minor enhancements and that are usually available at no cost.

The way it works is simple: You select the titles you already have and want to enroll from a list of eligible Apple software products. You must enroll a minimum of 50 units for each title. You can enroll any previous version of an Apple product you have, except for the Mac OS. (For Mac OS software, you must have a version within one version of the currently shipping Mac OS.)

You can then choose between a transactional purchase for maximum convenience, or a contractual purchase that allows for the addition of incremental units or new titles during the two-year agreement.

The cost-effective, easy way to keep your Apple software up to date.

Program features

- Low-cost software upgrades and updates
- Low enrollment requirement of just 50 units
- Two-year agreement
- Flexible purchase options

The cost-effective, easy way to keep

Transactional Option

The transactional USP or EUSP purchase does not require a signed agreement. During the two-year term of the program, you automatically receive upgrades and get access to updates for the titles you have enrolled, but you cannot enroll new titles or add incremental units to titles already enrolled.

You can mix and match product enrollments on the same transactional USP or EUSP order, provided you meet the 50-unit minimum per title. Your agreement terms are spelled out on a customized Proof of Subscription Certificate.

Contractual Option

The contractual USP or EUSP purchase does require a signed agreement. At any time during the two-year term of the program, you can enroll incremental units of titles already enrolled—even a single unit. You can also enroll entirely new titles, provided that you meet the 50-unit minimum.

Fees for incremental units or new titles are pro-rated on a yearly basis. That is, if you add units or new titles in the first year of the agreement, you pay the full two-year price; if you add units or new titles in the second year, you pay just the then-current one-year price. You report additional units or new title enrollments in writing to Apple or your reseller within one month and include prepayment for the entire amount due.

You can mix and match product enrollments on the same contractual USP or EUSP order, provided that you meet the 50-unit minimum per title.

Upgrade Subscription Program Comparison

Program Guidelines	Transactional Subscription	Contractual Subscription
Contract required	No	Yes
Annual payment	No	Yes
Minimum order	25	50
Fee basis	Per unit	Per unit
100% attach “site” license	No	No
Terms in years	2	2
Disks included	1 set	1 set
Multiple sites allowed	Yes	Yes
Special terms apply	Yes	Yes
Add-ons allowed	No	Yes

“We originally enrolled about 230 units of the Mac OS in the Upgrade Subscription Program, and we have found the cost per unit is really good for us. Since we have the contractual form of the agreement, we’ve had the flexibility to add units as we need to. Recently we just added 70, bringing our total to 300. It’s been a very successful program for us.”

Todd Ewan
MIS Director at The Integer Group,
an advertising agency in Lakewood, Colorado

your Apple software up to date.

USP/EUSP Advantages

Easy version tracking

By enrolling your key Apple software products in USP or EUSP, you can be sure that everyone in your organization is "on version" at the same time.

Better support

By using the most recent version of software across your organization, you know that everyone will benefit from the latest improvements in software. You also make the work of your support organization a lot easier.

Cost-effective purchases

By enrolling titles in USP or EUSP, you are planning ahead and investing for the future, rather than scrambling for extra funding every quarter and trying to play catch-up with rapidly evolving technology.

Flexibility

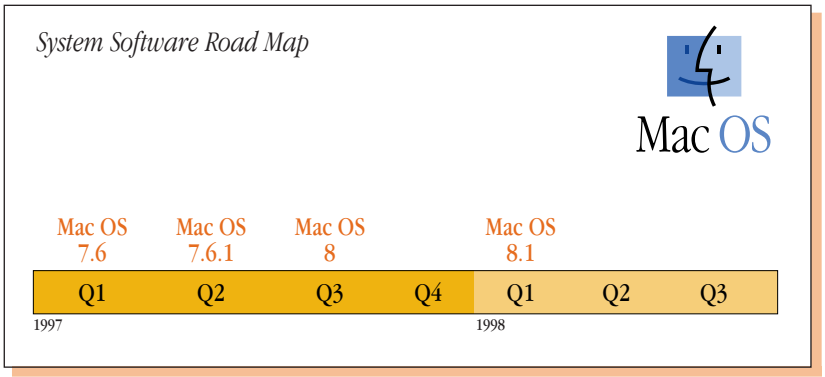
If you think your software usage will increase or new titles will be required, you can use the contractual purchase option for USP and EUSP. On the other hand, if your requirements are likely to remain constant, you can take advantage of the simplicity of the transactional USP or EUSP purchase. With either type of purchase, you can mix and match software titles on the same order.

Precision

Beyond the 50-unit minimum per title, you can enroll exactly the number of units required for your organization.

What You Receive

If you participate in the transactional Upgrade Subscription Program, you receive a customized Proof of Subscription Certificate that details your organization's enrollments. If you participate in the contractual Upgrade Subscription Program, your contract, addenda, and invoices act as your proof of enrollment.



Had you enrolled your Mac OS licenses in the Upgrade Subscription Program at the start of January 1997, you would have received four Mac OS releases, along with any additional releases through December 1998. Looking forward, customers who stay current with their subscription can expect to receive future Mac OS releases.

Upgrade Subscription Programs

Frequently Asked Questions

Exactly how are "upgrades" to a product defined?

Upgrades are new versions of software that contain additional functionality. Upgrades of AppleWorks (formerly ClarisWorks) family products are identified by a change in the number to the left of the decimal point in the version number (for example, AppleWorks x.0). Upgrades of all other Apple products are identified by a change in the number to the right of the decimal point (for example, Mac OS 8.x).

How are "updates" defined?

Updates are new versions of software that contain bug fixes or minor enhancements. Updates of AppleWorks (formerly ClarisWorks) family products are identified by a change in the number to the right of the decimal point in the version number (for example, AppleWorks 6.x). Updates of all other Apple products are identified by a change in the number in the second decimal place to the right (for example, Mac OS 7.6.x).

How does Apple distribute updates?

Updates are distributed in various forms at the discretion of Apple, including electronic downloading from the World Wide Web, disk sets, or CD-ROM.

Is proof of purchase required to enroll a product in the USP or EUSP?

Yes. Proof of purchase is evidenced when you provide a serial or registration number, the manual cover, a copy of the original invoice, or the original disks.

Ordering Information

For more details, visit the Apple web site at http://www.apple.com/sales/volumesoftware.

You can obtain a quote at http://www.apple.com/sales/quotes.

For more information about USP, contact your authorized Apple reseller, or contact Apple by calling 1-800-747-7483 or faxing (408) 974-8644.

For more information about EUSP, call Apple at 1-800-747-7483 or fax (408) 974-7109.

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