

Subscription vs. SUMA

Licensing Models and Comparison Chart

Subscription

- Bruhn NewTech offers our CBRN software packages as a subscription. The main advantage of the subscription-based model is the total reduction of the normal purchase price and capital expenditure. The subscription-based model also ensures flexibility for the customer to scale the solution up and down on a running basis merely reflected in the future subscription fees. Payment terms are also flexible as either monthly, quarterly, annually or even for the entire contract term based on the customer preferences.

SUMA

- Alternatively to the subscription-based model we currently offer customers our software packages as a traditional license purchase combined with a mandatory **support and maintenance agreement (SUMA)**. This is less favourable but may be a requirement.

The advantages of the services-based subscription model are highlighted in the comparison chart below:

Comparison Chart	Subscription	License purchase and SUMA
Low entry cost without the need to invest in software ownership	✓	
Adding modules without investment only increased monthly fee (scale up)	✓	
Deducting modules without CapEx loss (scale down)	✓	
No cost until software is activated by customer	✓	
Monthly or quarterly payment possible	✓	
Free upgrade to new NATO ATP-45 and AEP-45 versions	✓	
Annual or full term payment possible	✓	✓
Free software updates when new functionality is available	✓	✓
Free updates to ensure optimal performance - limited to current ATP-45(E)	✓	✓
Help Desk for customer support	✓	✓
Membership of Board of Advisors to advice in future software functionality	✓	✓

The CBRN-Analysis Version 20 is fully compliant with ATP-45(F)

NATO Knowledge Management Panel (KMP) (the former Information Management Panel) has finalised ATP-45(F) to be implemented at NATO Effective Date (NED) December 2019 together with related updates to AEP-45(E), APP-11 and other documents.

CBRN-Analysis Version 20 to be released January 2020 will be compliant with these new and updated specifications.

Changes in ATP-45(F)

- The main impact of the new ATP-45(F) is some significant changes to the NATO agreed message formats.

CBRN Messages

- Despite the significant changes in the message formats in ATP-45(F), CBRN message databases can be automatically updated from previous versions to CBRN-Analysis version 20.
- CBRN messages from previous versions of CBRN-Analysis cannot be exchanged via email or lan with CBRN-Analysis Version 20.

Risk Objects

- CBRN-Analysis Version 20 will also be able to automatically update existing Risk Object databases containing ATP-45 formatted data.
- Risk objects from previous versions of CBRN-Analysis cannot be exchanged via email or lan with CBRN-Analysis Version 20.

Other Systems

- Data from other ATP-45 (D or E) compliant systems (e.g. CIS) are not compatible with CBRN-Analysis Version 20.
- Only ATP-45(F) compliant systems can exchange CBRN messages via email or lan with CBRN-Analysis version 20.

Other data

- Units, Destinations, Drawings, Damage Assessment, Info Reports, and Crossings will not be affected by the changes in ATP-45(F).

Official Incident Serial Number (OISN)

- Update to set ALFA and a new set VALCODE are resulting in changes to the content and use of incident serial numbers including validation and reporting official incident numbers.

Sensor Readings

- CBRN 4 report format has been enhanced to contain more sensor information, like sensor name, location, instrument reading, etc.
- Additionally the CBRN 4 reports have been extended with cloud plot information from sensor networks.

Incident All-clear

- Updates have been made to the CBRN 6 report format, which enables units to report incident CLEAR statements.

CBRN Summary

- ATP-45(F) contains a new CBRN Summary report, which will allow status reports on units and incidents.

Several improvements and fully compliant

CBRN-Analysis Version 20 ensure full compliance with the updated NATO specifications in ATP-45(F) and related documents.

CBRN-Analysis Version 20 will implement ATP-45(F) incl. the new CBRN message format and all the improvements to hazard calculations, templates etc.