



essera now offers clients the option of using world class software – RFEM from Dlubal GMBH - in the most flexible manner possible.

We believe we have a solution that helps to relieve cash flow constraints, offers definitive flexibility and ultimately lowers the risk of software ownership. Rentals are available over terms of 1, 3, 6 or 12 months.

Introducing the L2O option – Lease 2 Own

Modern engineering software is expensive. A single license version of RFEM, with comprehensive steel and concrete design capability including seismic design capability will cost around R120 000. Many large companies will hesitate to pay this much money; for small companies the fee is prohibitive.

How does the rental option work?

1. You tell us what modules you need and we calculate the price of a full purchase.
2. The rental price is calculated using a simple formula:

$$\text{Rental Fee} = \frac{\text{Purchase Price}}{\text{Rent Factor}} \times \text{Number of Months}$$

Rental Period	Rent Factor
1	15
3	18
6	20
12	24

3. For example, a 3 month rental would cost $\frac{120\,000}{18} \times 3 = R20\,000$
4. The fee is payable upfront
5. The rental period can be changed upon renewal of the agreement at the end of the current rental period.
6. The rental option includes technical support from Tessera and Dlubal.

Frequently Asked Questions

How do I extend the rental period?

The rental option has been designed specifically for companies that need RFEM for a short period of time – perhaps to tackle a short-term project or maybe it's simply to allow one more person to use the software without having to commit to a long term purchase of another license.

Whatever the case, we can help!

If you sign up for a rental, we will contact you 2 weeks prior to the expiry of your rental period to find out if you would like to extend your rental. Once paid, a new license file is sent to you and you continue using RFEM with no interruption.

If for some reason you decide not to extend the period, don't worry. You can pick up from where you left off.

What is the advantage of a rental?

- No commitment upfront of a large amount of capital
- Always have the latest version of the software
- Have full backup and support of Dlubal and Tessaera technical staff
- Choose your rental period so you pay for only what you need.

Will I ever own the software?

One of the features of the rental agreement is that it is possible to purchase the software at a later date and part of the rentals paid are recognised towards the purchase price. If you elect this option, a fee is calculated based on the rental fees already paid; once this fee is paid the software converts to a perpetual license model, and then annual maintenance fees apply thereafter.

Note that RFEM clients enjoy one of the lowest annual maintenance fees that you will find and the long term cost of ownership of RFEM is very low in comparison with other software.

We've tried to keep it as simple as possible, so there are only 2 rules to keep in mind to purchase the software following a rental.

1. 60% of the rentals paid up until the date of purchase are recognised towards the purchase price of software.
2. A minimum of 25% of the software purchase price must be paid.

Below is an example of a rental calculation, based on the **purchase price of € 5 000**. This is equivalent to purchasing RFEM + 4 design modules + annual support.

Sample Calculation	Euro Value	Rand Value
1 month rental price	€ 333.33	R5 000.00
3 month rental price	€ 833.33	R12 500.00
6 month rental price	€ 1 500.00	R22 500.00
12 month rental price	€ 2 500.00	R37 500.00

Example A				
January 1, 2017	Rental signed	€ 2 500.00	R37 500.00	12 month
January 1, 2018	Rental Extended	€ 1 500.00	R22 500.00	6 month
July 1, 2018	Rental Extended	€ 2 500.00	R37 500.00	12 month
July 1, 2019	Client purchases			
	Total paid in rentals	€ 6 500.00	R97 500.00	
	60% of rental payments	€ 3 900.00	R58 500.00	(discount)
	Purchase price	€ 5 000.00	R75 000.00	
	Less Discount	€ 3 900.00	R58 500.00	
	Total to Pay	€ 1 250.00	R18 750.00	
	Support agreement	€ 500.00	R7 500.00	
		€ 1 750.00	R26 250.00	
	Total paid (rentals + purchase)	€ 8 250.00	R123 750.00	

Below is an example of a rental calculation, based on the **purchase price of € 10 000**. This is equivalent to purchasing 2xRFEM + 10 design modules + annual support.

Sample Calculation	Euro Value	Rand Value
1 month rental price	€ 666.67	R10 000.00
3 month rental price	€ 1 666.67	R25 000.00
6 month rental price	€ 3 000.00	R45 000.00
12 month rental price	€ 5 000.00	R75 000.00

Example B				
January 1, 2017	Rental signed	€ 1 666.67	R25 000.00	3 month
April 1, 2017	Rental Extended	€ 1 666.67	R25 000.00	3 month
April 1, 2018	Rental Extended	€ 5 000.00	R75 000.00	12 month
October 2, 2018	Rental Extended	€ 3 000.00	R45 000.00	6 month
April 1, 2019	Client purchases			

Total paid in rentals	€ 11 333.33	R170 000.00	
60% of rental payments	€ 6 800.00	R102 000.00	(discount)
Purchase price	€ 10 000.00	R150 000.00	
Less Discount	€ 6 800.00	R102 000.00	
Total to Pay	€ 3 200.00	R48 000.00	
Support agreement	€ 500.00	R7 500.00	
	€ 3 700.00	R55 500.00	
Total paid (rentals + purchase)	€ 15 033.33	R225 500.00	

Can I add an additional module or modules during my rental period?

Any module can be added at any time. Due to the practicalities of the rental option, the cost of adding the module during the rental period is calculated as the full cost of the module for the entire period i.e. there is no pro rata amount paid.

Can I remove a module or modules during my rental period?

No, this is not possible. If you feel you may need a module for a very short period, it is best to take a rental only for the period you would like the module. When the rental period expires, you are free to select any other module combination which will then apply for the rental period selected going forward.

Will there be a price increase for the rental option?

The price is always calculated based on the purchase price of the modules. Therefore, if Dlubal decide to increase the purchase price, the rental price will be affected.

How does the exchange rate affect the price?

The price is calculated based on the Euro price set by Dlubal. The Rand price is based on the ruling exchange rate at the time the rental agreement is signed. Therefore, the client may either benefit from a reduction in the exchange rate or may pay more if the exchange rate rises. However, since the rental is paid upfront for the period selected, the client will have all the information necessary to make an informed decision upfront – there is no risk of fluctuation during the rental period.