

## **Deadline before renewal:**

### Changes impacting your Produce Pro Software from Aptean

Dear Valued Customer,

We are contacting you to provide an important update on a forthcoming change to your Produce Pro Software from Aptean.

**Our Mission:** Aptean has conducted a global study to assess our capability to offer technologically pertinent solutions for our clients. The study primarily concentrated on how we reduce risks associated with the prevalent technological debt in the industry.

**The Challenges:** The findings underscored various present obstacles among users, notably issues in outdated versions, unsupported third-party products, and on-site infrastructure setups that do not meet modern tech benchmarks.

**The Shift:** Aptean is focusing on a strategic enhancement through cloud innovation. Our goal is to transition all current clients to the updated version of Produce Pro (24.01 or later) if they are currently using an older iteration (19.12 or before). This important step ensures that a supported Operating System is in place, primarily for meeting security protocols in the SaaS environment. This upgrade is also a prerequisite for adopting the SaaS model, which features the Amazon Web Services platform. The move aims to address technological gaps identified in our analysis and equips our clients to maximize the benefits of Aptean's integrated solutions.

We are 100% committed to your SaaS journey; and are offering the following path to ease the transition before the deadline.

1. **Cost Savings:** Secure a significant discount on the *incremental* year 1 SaaS subscription costs. Customers that sign a contract prior to renewal will receive discounts of up to 70%. Customers must be active and be in good standing to receive the discount. Customers who prioritize the migration sooner will receive larger savings on subscription costs and will be allocated SaaS migration resources first.

2. **Migration Certainty:** A managed migration plan featuring clear scope and costs, coupled with extensive testing, to ensure a smooth transition.

Clients who opt out of upgrading and transitioning to SaaS will encounter a 30% increase in their renewal fees, with expectations for additional increments during subsequent renewal cycles.

**Next step:** Schedule your SaaS migration with your Apteian Account Manager before your renewal deadline. They will model your total savings with the discount.

Best regards,

Sean Nappo  
General Manager  
North America - Process

This email was sent to .

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