



# EarthSoft Introduces new EQUIS Online Pricing

...New PPV Pricing for Hosted EQUIS Now Starts at \$400...

September 23, 2009 – EarthSoft announced today new hosted “pay-per-view” (PPV) pricing, signaling availability of EQUIS “dial tone” via networked, redundant servers. EarthSoft already provides online databases for many clients, and now offers this new very simple pricing. New EQUIS Online PPV pricing provides hosted EQUIS databases starting for as little as \$400 in SQL Server (or \$600 in Oracle) plus \$30 monthly usage fees. PPV pricing makes EQUIS the least expensive yet most scalable environmental data management system available.

Continued EQUIS investment and innovation is sustained from EarthSoft’s large volume of EQUIS 5 Professional and Enterprise systems generating Annual Maintenance revenues. This large client base, combined with EarthSoft’s internal system requirements for product development, further maintains an extensive established server infrastructure that is well-amortized. Industry wide use of VMware and other virtualization tools have provided inexpensive “cloud computing” servers which can be quickly brought online, transferred, or de-commissioned.

EarthSoft already hosts many EQUIS databases on several US and UK servers and can provide new virtualized databases very inexpensively. EarthSoft also offers free hosted support systems to all clients with Annual Maintenance agreements. With an SPLA, consultants can resell EQUIS Enterprise to clients and external users and publish their custom queries and reports. New reports, graphics, statistics, visualizations, and maps can be easily delivered to their industrial and government clients’ dashboards.

Under the new pay-per-view pricing, EQUIS databases and Enterprise applications may be purchased on a simple per database + per EDD + per report basis, so clients only pay for specific data sets or the reports actually provided. Consultants can then directly bill these reports and databases to their clients.

EarthSoft CEO Mitch Beard said, “We have been discussing pay per view for years and are pleased to offer EQUIS priced in this manner. EQUIS PPV removes a lot of the risk of implementing EQUIS because you only pay when you get your data in and your reports out.”

Enterprise EDP is used already in some of the world’s largest EDD clearing houses, and EarthSoft now offers a way for labs to certify each EDD via email without buying EDP.

EQUIS Enterprise web software are provided from redundant, geographically-diverse servers. New PPV pricing reflects the realities of EarthSoft achieving economies of scale with hosted servers at Center 7, Logical Net, Server Beach, Contegix, Melbourne, and other large data centers.

EarthSoft’s EQUIS is the most widely used environmental data management system in the world. For further information please visit [www.earthsoft.com](http://www.earthsoft.com) or write [info@earthsoft.com](mailto:info@earthsoft.com).