

## “Software for Life” Business Model

A major challenge faced by companies / organizations is the issue of having to budget additional funding for upgrades, training, etc. for workforce management or IT initiatives. NOVAtime has developed a business model that takes this into account and eliminates the need for additional funding requests.

NOVAtime delivers a budget-conscious purchasing model that can be adjusted to accommodate your organization’s purchasing procedures and requirements. The solution will also improve processes and reduce operating costs, payroll workload, and processing requirements, all while creating efficient, accurate labor forecasts and quick employee payment. With these characteristics combined, NOVAtime will provide your organization with optimal cost savings and a quick ROI.

### Fixed Implementation Cost

NOVAtime charges a low fixed cost for implementation, installation, training, and project management. This takes into account all of your organization’s facilities, regardless of the number of locations. Additionally, the cost is not limited to a fixed set of services. In the event that NOVAtime has underestimated the effort involved in implementing your system, your organization will not be charged additional fees—NOVAtime will absorb the difference, providing the solution at a true fixed cost. The fixed price guarantees a project executed completely, on-time, on-budget, and to your organization’s satisfaction.

### No Upgrade Fees

NOVAtime provides free upgrades and will provide upgrade implementation services at no cost as well. Whether it is a major release or a minor update, your organization will not be charged to keep up with the latest solution features.

### Dedicated Support Services

PeopleSense Time's NOVAtime Support Programs are included in the Per Employee cost so you will no longer have to pay an annual support bill or receive a support charge each time you call for help. NOVAtime / PeopleSense Time offers outstanding support by technicians who care about their customers and maintain familiarity with customer accounts.

### Training

PeopleSense Time provides unlimited training today and in the future that will be tailored to your organization’s user requirements, shortening total implementation time through efficient best practices that reduce the time required to complete training. Additionally, web-based training eliminates the hassle and stress of having to schedule user training around off-site class availability, and staff members will benefit by being trained in a familiar environment, without the need for your organization to book reservations and make travel arrangements.

### Faster Implementation = Faster ROI

NOVAtime stays true to the primary reason for your workforce management initiatives. The implementation is geared towards cost savings for your organization, and PeopleSense Time understands that the sooner the solution is ready for use, the sooner your organization can accrue savings.

