



# **Guidelines for Type of Use of Products**

**April 2024 Edition**

**Saison Technology Co., Ltd.**

**HULFT**

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# Introduction



## ■ Background of Revisions

Due to the increasing diversification and complexity of the business environments and business models of the customers using our software products, Saison Information Systems has decided to expand the license type of use for our software products. For this purpose, the License Agreement for our software products and our License Policy have been changed.

## ■ Overview

	Before Change March 31, 2020 or earlier	After Change April 1, 2020 or later	After Change April 1, 2021 or later
Type of Use	Internal Use	Internal Use <b>Use for Group Companies [added]</b> <b>Service Use [added]</b> (Excluding some products)	<No change>
Joint-use by Multiple Companies	Conclude a special agreement	<b>Apply the existing price structure Use for Group Companies [added]</b> <b>Service Use [added]</b> (Excluding some products)	<b>Apply the new price structure Use for Group Companies [added]</b> <b>Service Use [added]</b> (Excluding some products)
Other	-	Changes due to the Civil Code revision [revised]	<No change>



# 1. Regarding Use of the Product



# Regarding Use of the Product

Customers may use the software product (hereinafter referred to as the "Product") of Saison Technology Co., Ltd. (hereinafter referred to as the "Saison Technology") by agreeing to and complying with all of the terms and conditions in the License Agreement.

Please confirm the terms and conditions before purchasing the Product.

## ■ Type of Use

The customer who is the licensee (one company or one equivalent organization) may use the Product in one of the following ways: (1) internal use, (2) use for group companies, or (3) service use.

For details on types of use and how to apply, please see "License Policy" on [HULFT.com](https://www.hulft.com).

# Comparison of Old and New HULFT License Policy

## Old and New License Policy Comparison

	Previously	New License Policy
License Target	OS	OS
Purpose of Use of HULFT	<b>In-house business use</b>	<b>In-house business use In-house business use for group companies Provision of services to customers' clients</b>
User of HULFT	<b>User of a system with HULFT installed or service user</b>	<b>User of a system with HULFT installed or service user</b>
License for Use at Multiple Companies	Purchase of one license per company	<b>Joint-use of one license at multiple companies is possible</b>
Policy for Use at Multiple Companies	<b>No policy (Handle by special agreement)</b>	<b>User of a system with HULFT installed or service user</b>

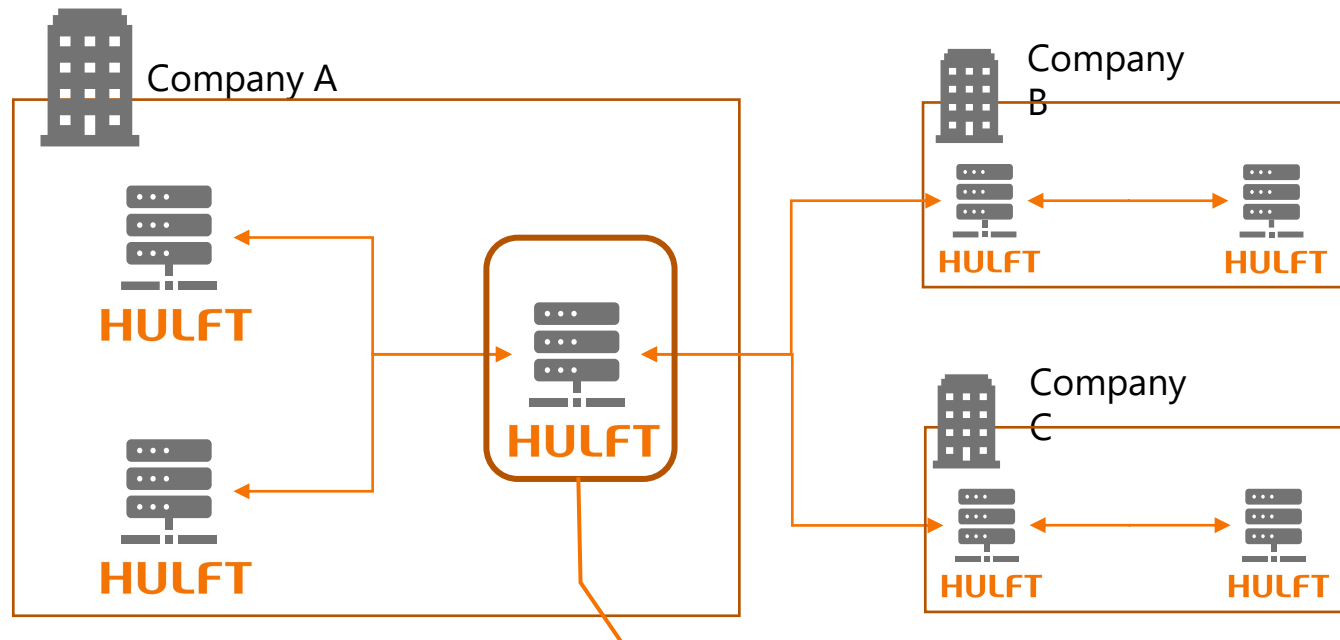
# [Reference] Use of HULFT

**A HULFT user is a user of a system with HULFT installed or a service user.**

\*Users are not limited to those who perform operations with HULFT.

\*File transfer destinations are not considered users.

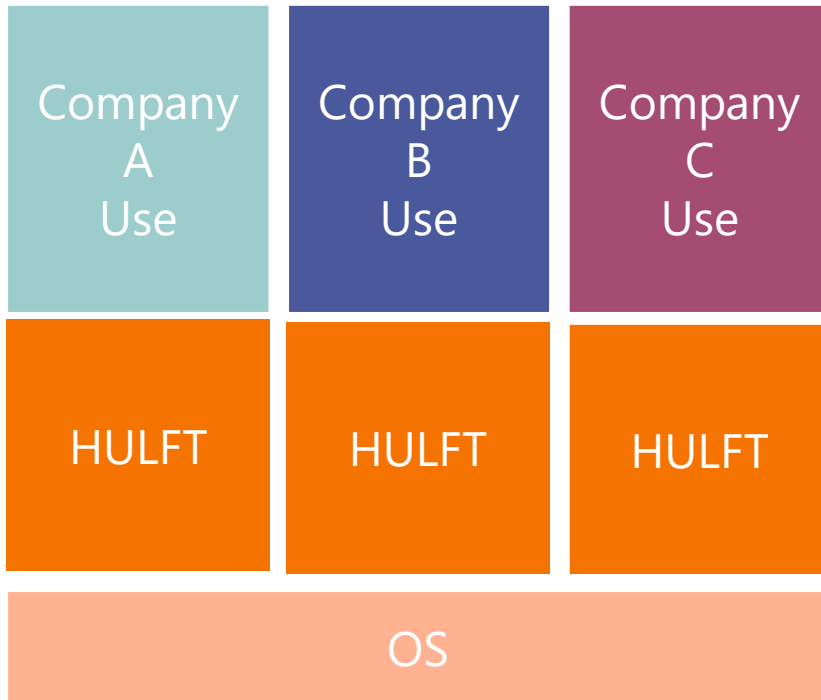
\*The unit for the license and type of use is per OS.



If HULFT is used to perform file transfers with Company B and Company C, but the OS on which HULFT is installed is used in the business system of Company A, this qualifies as internal use by Company A.

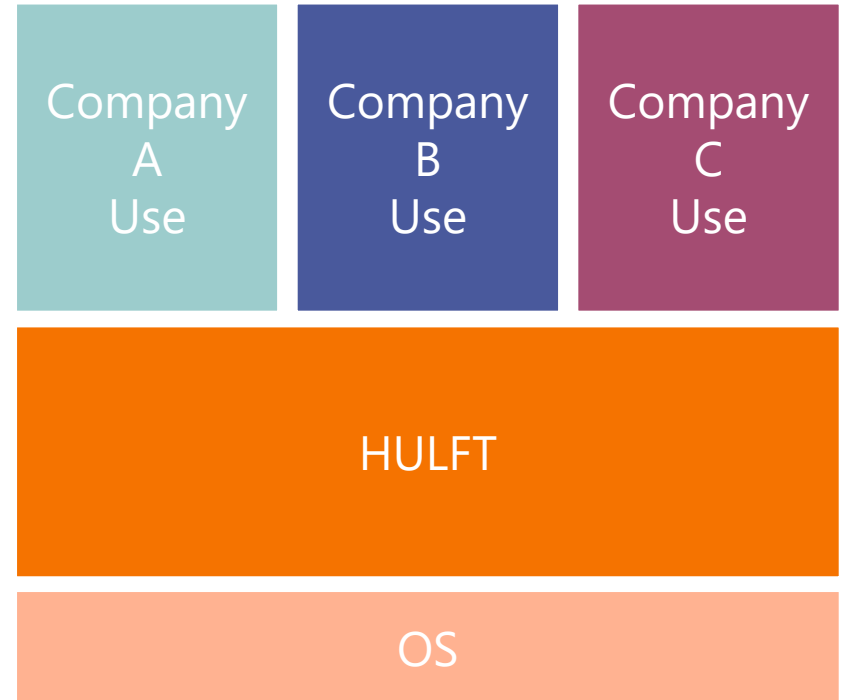
# [Reference] Number of Licenses for Joint-use by Group Companies

March 31, 2020 or earlier



A license is required for each customer  
**Number of licenses: 3**  
**Fee: 3 licenses**

April 1, 2020 or later



Establishment of license for joint-use  
Implementation of joint-use by multiple companies with one license  
**Required number of licenses: 1**  
**Fee: 1.5 licenses\***





## **2. Target Products**

# List of Target Products

## ■ Data Entry Products

- HULFT    • HULFT Manager    • HULFT-HUB
- DataMagic    • HULFT-WebFileTransfer    • HULFT-SAN
- SIGNALert    • HULFT IoT    • HULFT-WebConnect

## ■ Data Integration Products

- DataSpider Servista (Excluding configurations with certain adapters)
- Thunderbus    • PIMSYNC

## ■ Data Identification Products

- HULFT DataCatalog

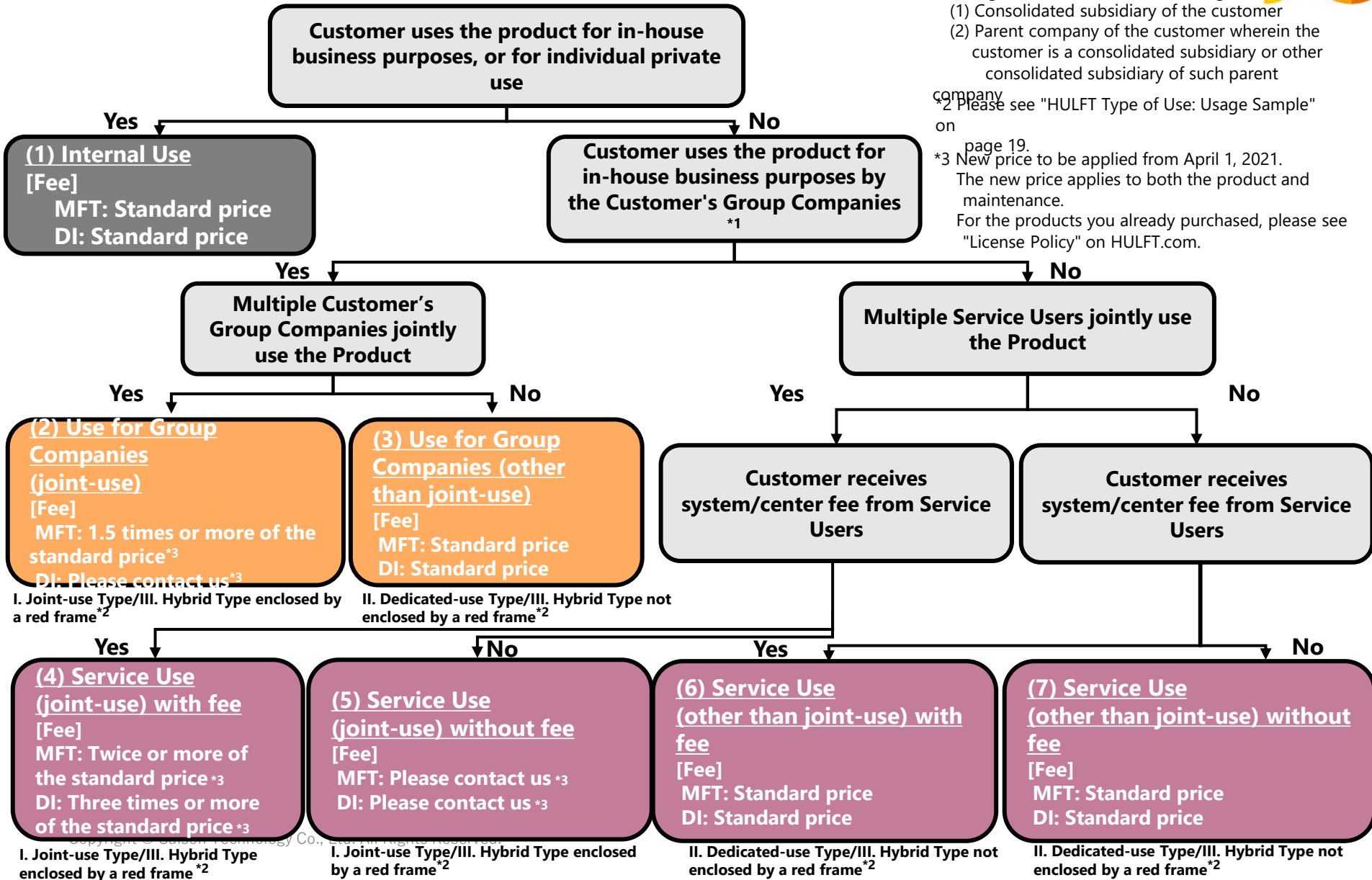
\*The products described in this document are subject to change without prior notice.

For the latest information, please see "License Policy" on [HULFT.com](http://HULFT.com).



# 3. Decision Tree for Type of Use

# Decision Tree for Type of Use



\*1 Categorized as one of the following:  
 (1) Consolidated subsidiary of the customer  
 (2) Parent company of the customer wherein the customer is a consolidated subsidiary or other consolidated subsidiary of such parent company

\*2 Please see "HULFT Type of Use: Usage Sample" on

page 19.  
 \*3 New price to be applied from April 1, 2021. The new price applies to both the product and maintenance. For the products you already purchased, please see "License Policy" on HULFT.com.

I. Joint-use Type/III. Hybrid Type enclosed by a red frame\*<sup>2</sup>

II. Dedicated-use Type/III. Hybrid Type not enclosed by a red frame\*<sup>2</sup>

I. Joint-use Type/III. Hybrid Type enclosed by a red frame\*<sup>2</sup>

I. Joint-use Type/III. Hybrid Type enclosed by a red frame\*<sup>2</sup>

II. Dedicated-use Type/III. Hybrid Type not enclosed by a red frame\*<sup>2</sup>

II. Dedicated-use Type/III. Hybrid Type not enclosed by a red frame\*<sup>2</sup>

# Supplement

- The same license as for production environment is applied for development, verification, and standby licenses.



# 4. Price for Joint-use

# Price Table for Group Companies/Service Joint-Use

For the following types of use described in the License Policy Guide, the price may vary depending on the number of joint-use companies. The price for each type of use will be the standard price multiplied by the following ratios.

Number of Joint-use Companies	HULFT Series		DataSpider Series
	Use for Group Companies	Service Use	Service Use
2 to 5	1.5 times	2 times	3 times
6 to 10	2.5 times	3 times	4 times
11 to 15	3.5 times	4 times	5 times

\*Please contact us if the number of joint-use companies is 16 or more.

\*For HULFT DataCatalog, the ratios in the HULFT Series column are used.

\*For HULFT-WebConnect, standard pricing applies even for joint-use.

## Price Adaptation List by Product for Group Company Use and Service Use

Please see "License Policy" on HULFT.com.

# Increase or Decrease in the Number of Joint-use Companies

## ■ Increase in the Number of Joint-use Companies

It is necessary to apply with the “Application for Addition of Joint-use Company” in accordance with the start time for use of the target system.

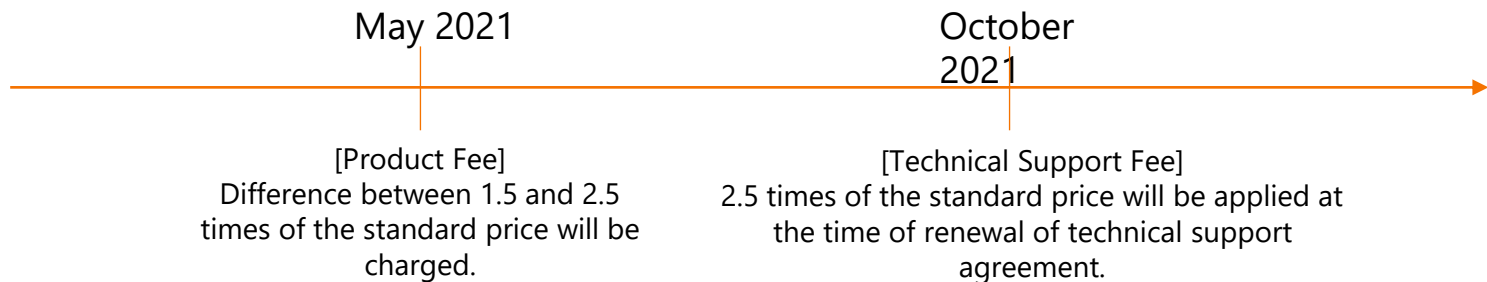
If the product price will be changed due to an increase in the number of joint-use companies, it is necessary to place an order with the “Application for Addition of Joint-use Company” and pay the difference in the product price.\*

The technical support fee will change the next time when technical support agreement is renewed after the increase in the number of joint-use companies.

\*Assuming that you are entered into the technical support agreement.

(Example) When the number of joint-use companies will increase from 5 to 6 on May 1, 2021.

- Technical support agreement period: October 1, 2020 to September 30, 2021



## ■ Decrease in the Number of Joint-use Companies

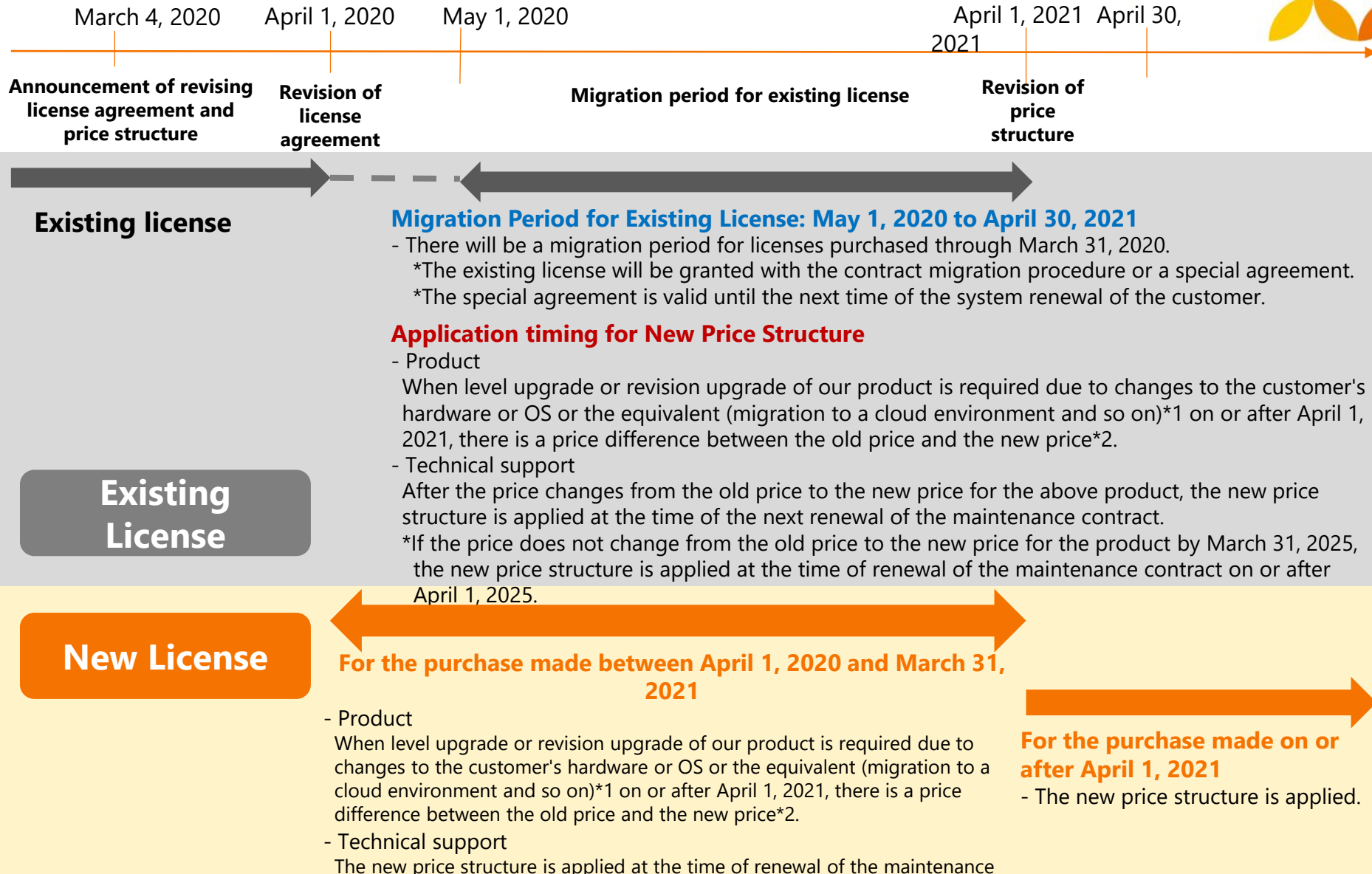
According to the License Agreement, “Use by Companies Other Than Those Notified” is not permitted. Therefore, decrease in the number of companies of use for joint-use and transfer of use to another company is not permitted.





# 5. Application of New Price

# Application of New Price



\*1 Version upgrades and product upgrades of our product are equivalent to changes to hardware or OS, and there is a price difference between the old price and the new price.

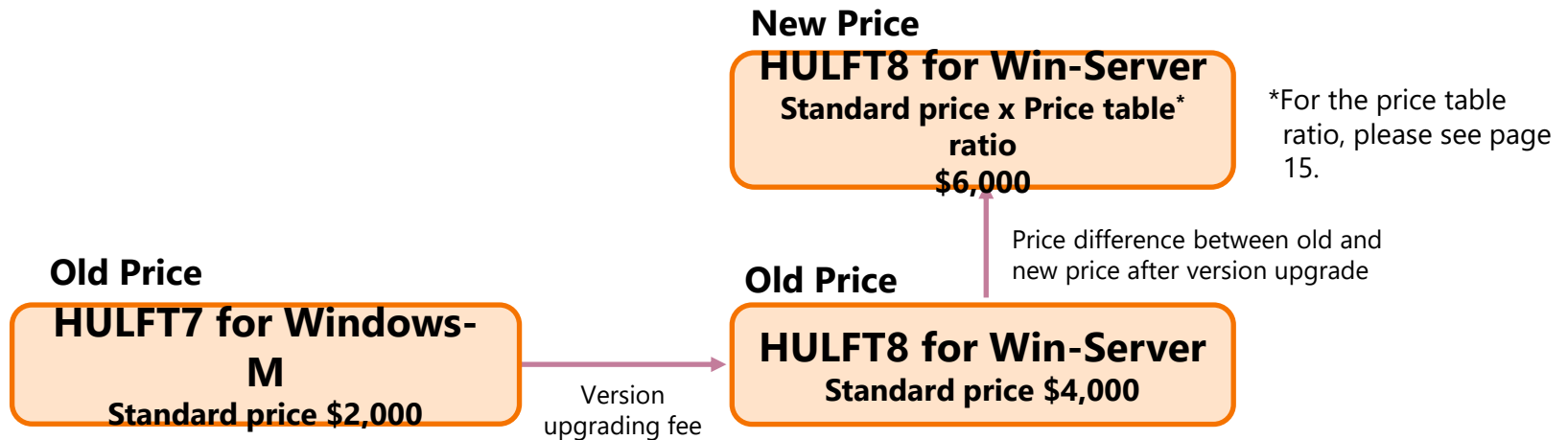
\*2 Assuming that you are entered into the technical support agreement.

# Application of New Price for Version Upgrade

## ■ Calculation Method for Price Difference between Product Versions

When you perform a version upgrade of a product purchased on March 31, 2021 or earlier, a new price is applied. That fee is calculated according to the following method.

[Version upgrading fee] + [New price after version upgrade - Old price after version upgrade]



Version upgrading fee (\$2,000) + Price difference between old and new price after version upgrade (\$6,000 - \$4,000) = \$4,000

## ■ Technical Support Fee

After the above version upgrade of the product, the new price is applied the next time when technical support agreement is renewed.

\*For the timing of the application of the new price, please see page 18.

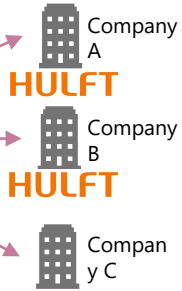
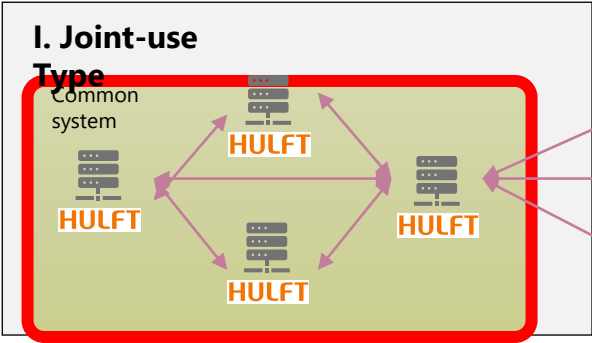


## 6. Type of Use: HULFT

# HULFT Type of Use: Usage Sample

Legend

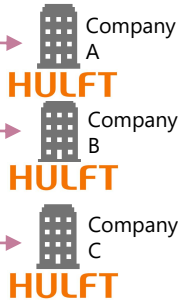
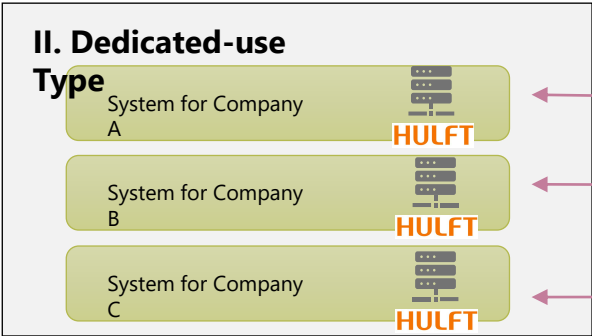
     Qualifies as joint-use



**Use One License for Service for Multiple Companies**  
 System examples: VAN/BPO/group common platform

Inside the red frame applies to the following:

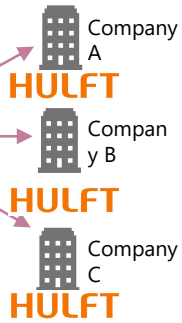
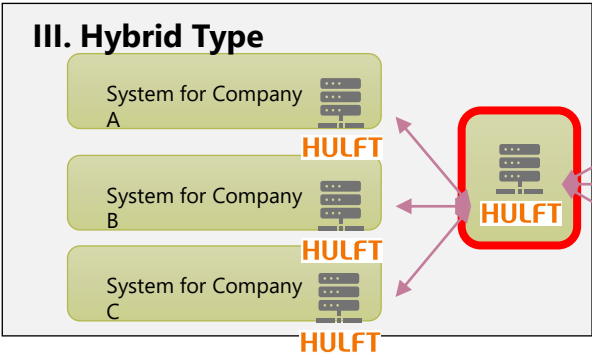
- Use for Group Companies (joint-use)
- Service Use (joint-use)



**Use One License for Service for One Company**  
 System examples: Outsourced information processing/BPO/other outsourcing

Inside the frame applies to the following:

- Use for Group Companies (other than joint-use)
- Service Use (other than joint-use) with fee/without fee



**Mix of Joint-use Type (I) and Dedicated-use Type (II)**  
 System examples: Joint-use Type only for an external connection gateway, etc.

Inside the red frame applies to the following:

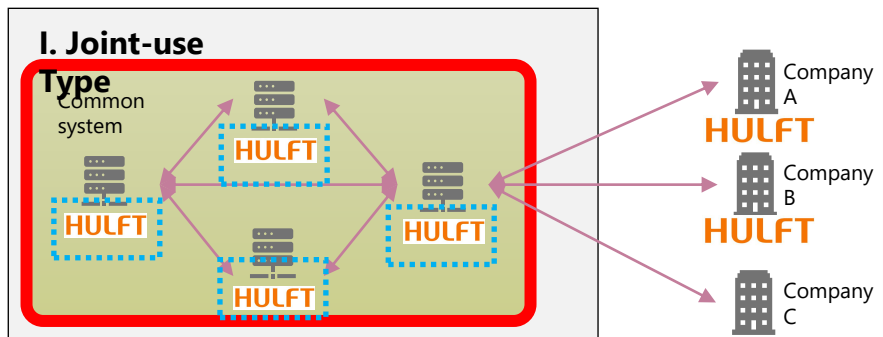
- Use for Group Companies (joint-use)
- Service Use (joint-use)

Inside the frame applies to the following:

- Use for Group Companies (other than joint-use)
- Service Use (other than joint-use) with fee/without fee

# [Reference] Pricing Examples by HULFT Ca

Legend  Qualifies as joint-use



**Use One License for Service for Multiple Companies**  
 System examples: VAN/BPO/group common platform

Inside the red frame applies to the following:

- Use for Group Companies (joint-use)
- Service Use (joint-use)

Calculation of the cost of an assumed case  (frames with blue dotted lines)

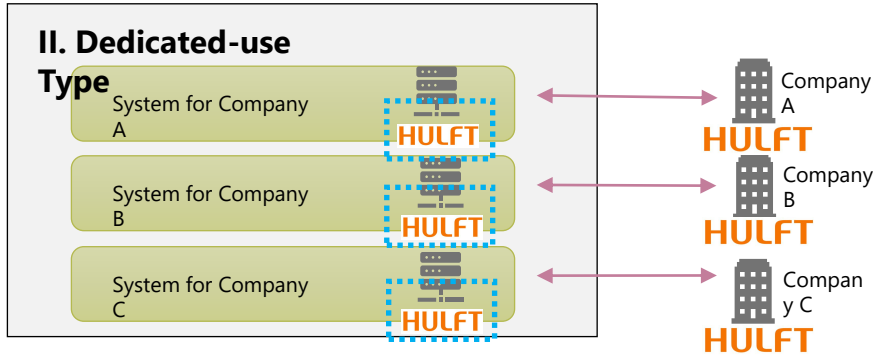
- Companies using the product: 3 (Company A, Company B, Company C)
- Target number of license: 4 licenses for HULFT
- Standard price: \$1,000 (assumed value)

	License Type	Number of Companies	Table (A)	Standard Price (B)	Required Number of License (C)	Price (A) x (B) x (C)
I. Joint-use Type	Use for Group Companies	3 companies	1.5 times	\$1,000	4 licenses	\$6,000
	Service Use with fee	3 companies	2.0 times	\$1,000	4 licenses	\$8,000
	Service Use without fee	<b>Please contact us separately</b>				

\*For the pricing for Use for Group Companies/Service Use (planned to start from April 1, 2021), please see "License Policy" on HULFT.com.

Legend  Qualifies as joint-use

# [Reference] Pricing Examples by HULFT Case



**Use One License for Service for One Company**  
 System examples: Outsourced information processing/BPO/other outsourcing

Inside the frame applies to the following:

- Use for Group Companies (other than joint-use)
- Service Use (other than joint-use) with fee/without fee

Calculation of the cost of an assumed case  (frames with blue dotted lines)

- Companies using the product: 3 (Company A, Company B, Company C)
- Target number of license: 3 licenses for HULFT
- Standard price: \$1,000 (assumed value)

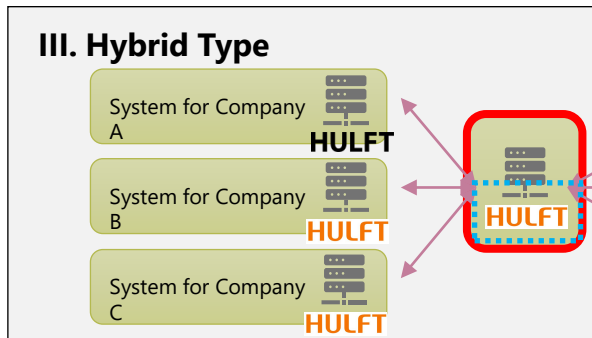
	License Type	Number of Companies	Table (A)	Standard Price (B)	Required Number of License (C)	Price (A) x (B) x (C)
II. Dedicated-use Type	Use for Group Companies	3 companies	1.0 time	\$1,000	3 licenses	\$3,000
	Service Use with fee	3 companies	1.0 time	\$1,000	3 licenses	\$3,000
	Service Use without fee	3 companies	1.0 time	\$1,000	3 licenses	\$3,000

\*For the pricing for Use for Group Companies/Service Use (companies to start from April 1, 2021), please see "License Policy" on HULFT.com.

# [Reference] Pricing Examples by HULFT Ca

Legend

  Qualifies as joint-use



**Mix of Joint-use Type (I) and Dedicated-use Type (II)**

Examples: Joint-use Type only for an external connection gateway, etc.

Inside the red frame applies to the following:

- Use for Group Companies (joint-use)
- Service Use (joint-use)

Inside the frame applies to the following:

- Use for Group Companies (other than joint-use)
- Service Use (other than joint-use) with fee/without fee

Calculation of the cost of an assumed case   (frames with blue dotted lines)

- Companies using the product: 3 (Company A, Company B, Company C)
- Target number of license: 1 license for HULFT
- Standard price: \$1,000 (assumed value)

	License Type	Number of Companies	Table (A)	Standard Price (B)	Required Number of License (C)	Price (A) x (B) x (C)
II. Dedicated-use Type	Use for Group Companies	3 companies	1.5 times	\$1,000	1 license	\$1,500
	Service Use with fee	3 companies	2.0 times	\$1,000	1 license	\$2,000
	Service Use without fee	<b>Please contact us separately</b>				

\*For the pricing for Use for Group Companies/Service Use (planned to start from April 1, 2021), please see "License Policy" on HULFT.com.



# Case Study (1)

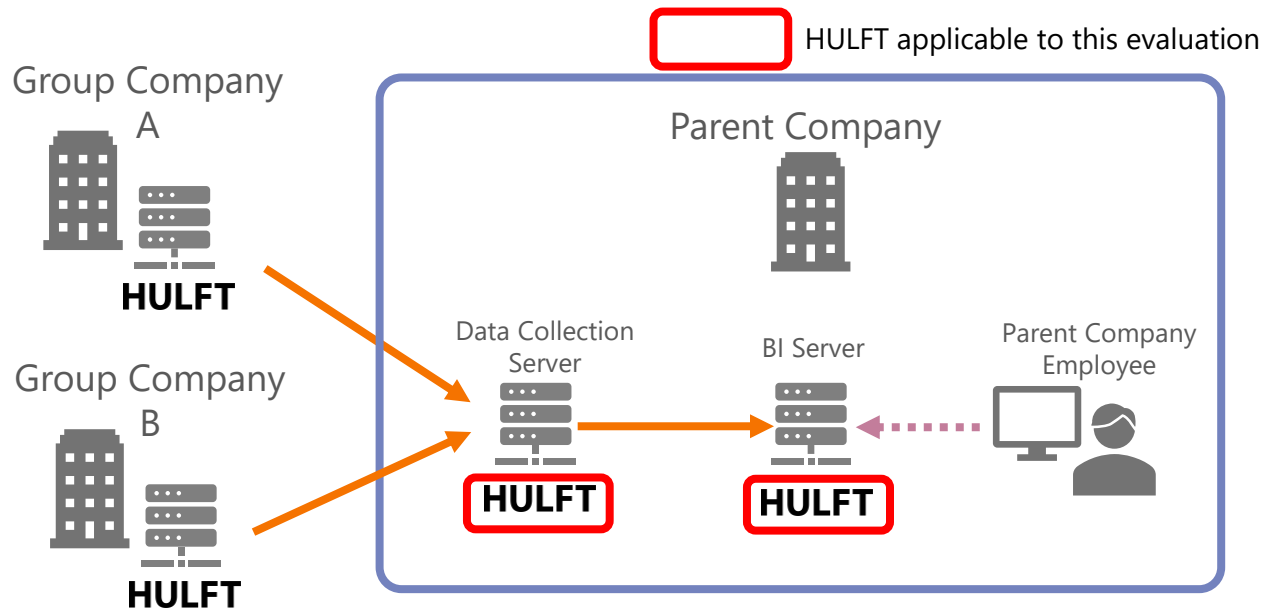
## Data Collection System for Analysis by Parent Company

### Customer's Question

- Parent company uses data from group companies to perform analysis
- Parent company is the licensee of HULFT
- **If data is collected from group companies, does this qualify as joint-use?**

### Evaluation

**Type of Use: Internal Use**  
**Reason for Evaluation: Data is collected from each group company for the purpose of analysis by the parent company.**



\*HULFT of each group company is for internal use by each group company

# Case Study (2) Group Joint Analysis System

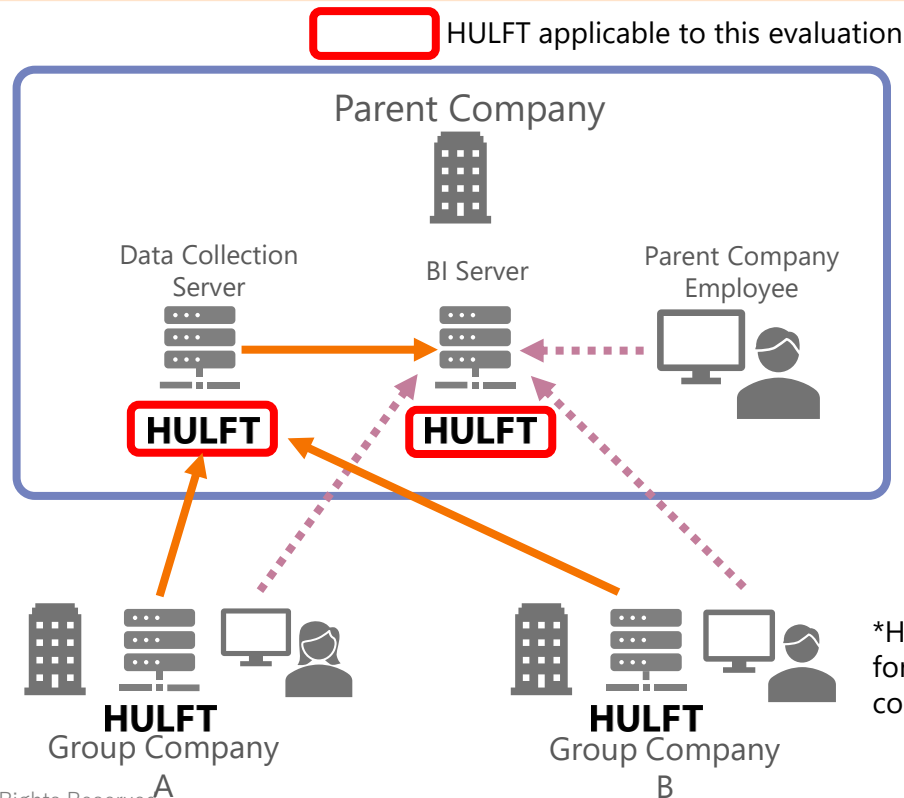
## Customer's Question

- Each group company uses its own company data to perform analysis
- Parent company is the licensee of HULFT
- **The parent company collects data from group companies, and each group company performs analysis for its own company.**  
**Does this qualify as joint-use?**

## Evaluation

**Type of Use: Use for Group Companies (joint-use)**

**Reason for Evaluation: Each company is using the data for its own analysis purposes.**



\*HULFT of each group company is for internal use by each group company

# Case Study (3) EDI System

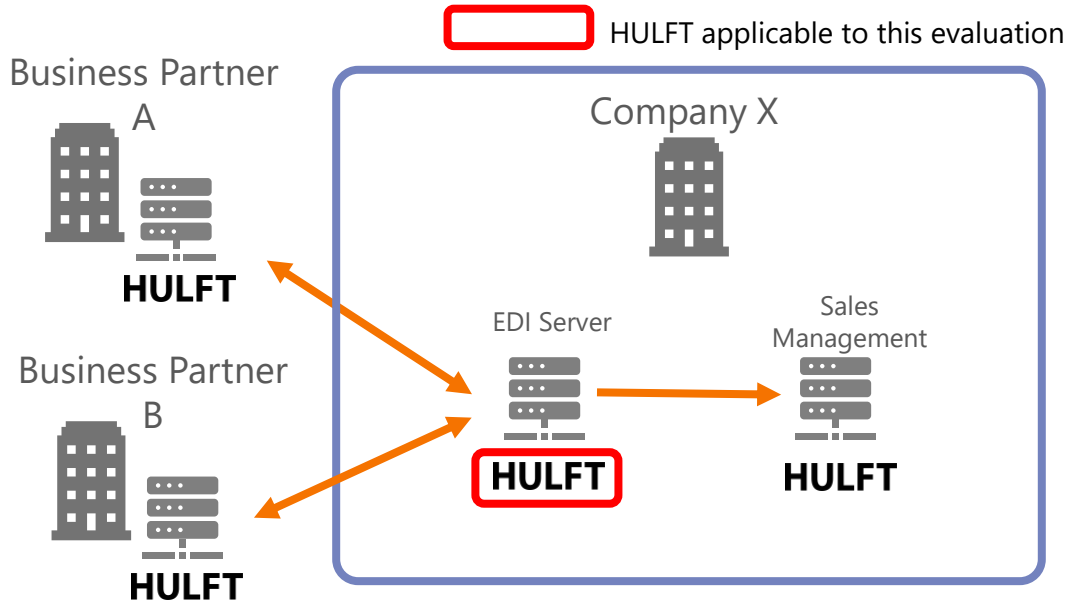
## Customer's Question

- Files are exchanged with business partners in an EDI system.
- Company X is the licensee of HULFT
- **If we use HULFT to make file transfers with a business partner, does that business partner qualify as a joint-use company?**

## Evaluation

Type of Use: Internal Use

Reason for Evaluation: Order placement and receiving is internal use by Company X, and HULFT is linked to business partners for the purpose of order placement and receiving as well.



\*HULFT of business partners is for internal use by each group company

# Case Study (4) Group Joint EDI System

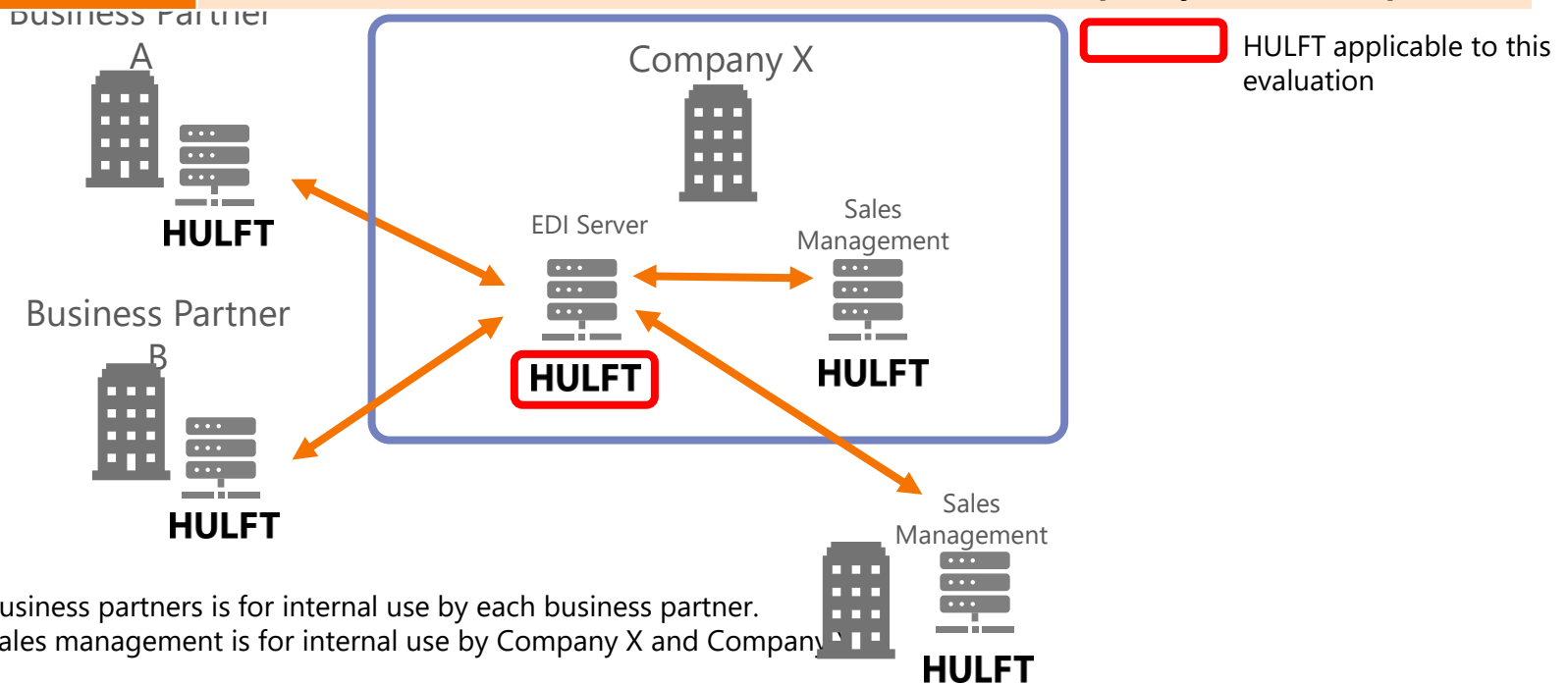
## Customer's Question

- Files are exchanged with business partners in a group joint EDI system.
- Company X is the licensee of HULFT
- **If we use HULFT to make file transfers with a business partner, does that business partner qualify as a joint-use company?**  
**Also, if Company Y uses the same EDI system, does Company Y qualify as a joint-use company?**

## Evaluation

Type of Use: Use for Group Companies (joint-use)

Reason for Evaluation: Both Company X and Company Y use the same system to place and receive orders. This qualifies as joint-use by Company X and Company Y. \*Business Partner A and Business Partner B are not included in the scope of joint-use companies.



\*HULFT of business partners is for internal use by each business partner.  
 HULFT of sales management is for internal use by Company X and Company Y

# Case Study (5) E-Commerce Website

## Customer's Question

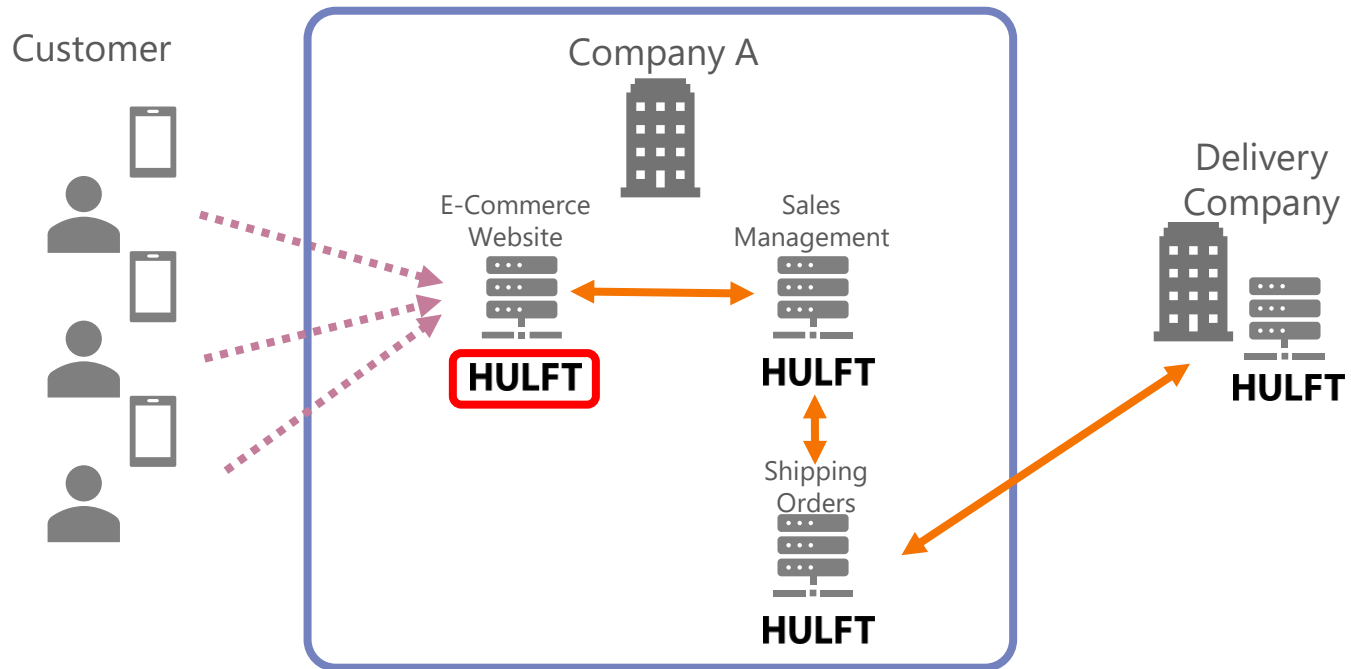
- An e-commerce website is provided for customers
- Company A is the licensee of HULFT
- **If a web system is provided for general customer use, does this qualify as Service Use?**

## Evaluation

Type of Use: Internal Use

Reason for Evaluation: The e-commerce website is Company A's sales system.

HULFT HULFT applicable to this evaluation



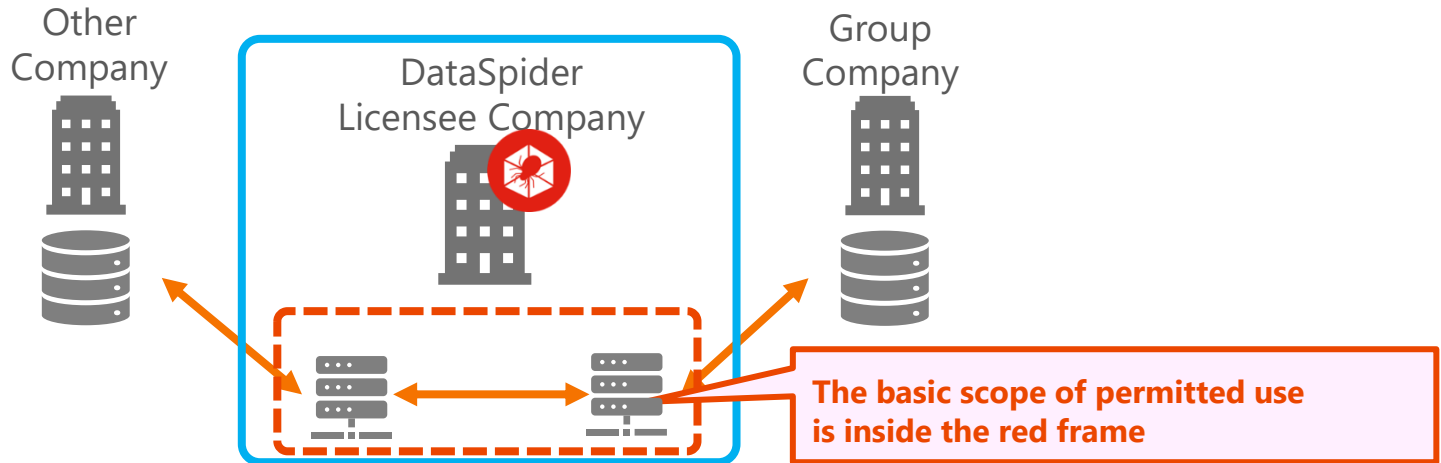


# 7. Type of Use: DataSpider

# Use of DataSpider Servista by Third Parties

Use of DataSpider by third parties refers to the use of DataSpider's "data integration processing" for purposes other than the business of the licensee company.

## Basic Scope of Use Available for DataSpider

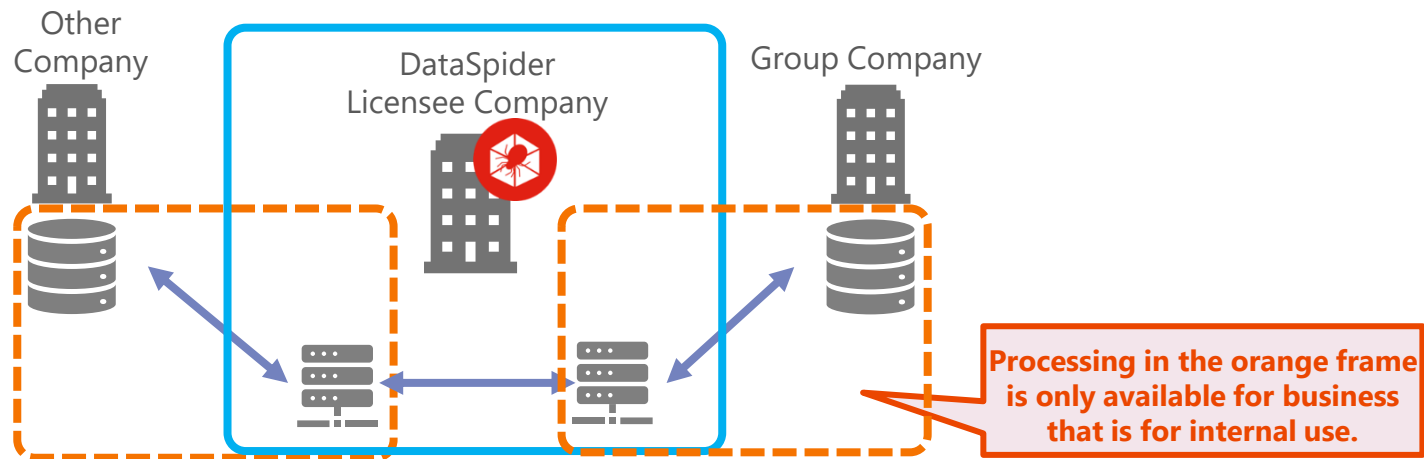


Use of DataSpider is limited to the data owned by the licensee company and only for business within the licensee company.

# Use of Data Integration Processing with Other Companies

In the case of linking data with companies other than the licensee company, if the data used for business at the licensee company is received from another company, or if it is necessary for the business of the licensee company to provide the data to another company, linkage is possible within the scope of the licensee.

## Scope of Use Available with Other Companies



When data transfer with other companies results in billing for services, this exceeds the above scope and becomes provision as a service provider, and is not permitted under internal business use.

In such cases, the License Agreement for Service Use is required.

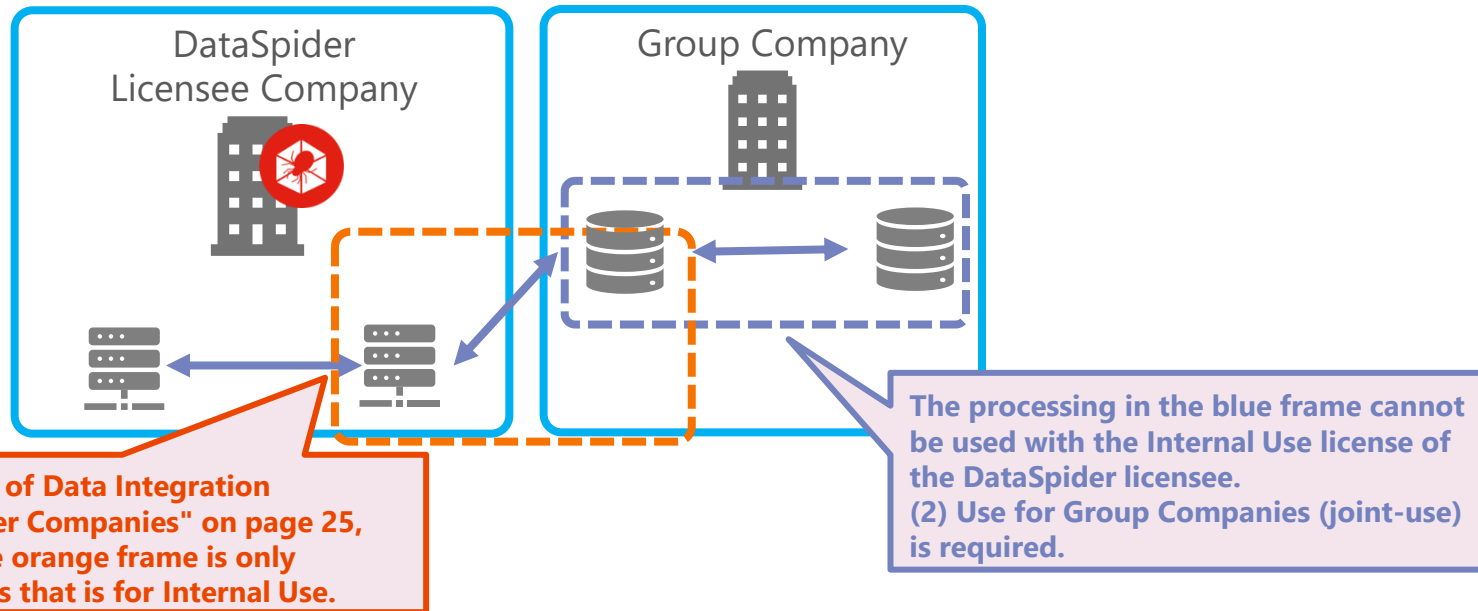
The license fee varies depending on the number of companies using the service.



# Use of Data Integration Processing with Group Companies

For business that requires linkage with Group Companies, if the input data source and output destination both belong to those Group Companies, the License Agreement for Use for Group Companies (joint-use) is required.

## Usable Range of Joint-use with Group Companies



The permitted range for Group Companies is shown in (1) and (2) as follows.

- (1) Consolidated subsidiary of the licensee
- (2) Parent company of the licensee wherein the licensee is a consolidated subsidiary or other consolidated subsidiary of such parent company

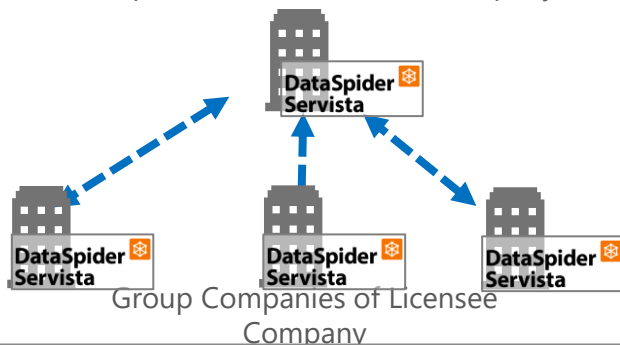
For details, please see "License Policy" on HULFT.com.

# Difference between Group CPU and Joint-use for Group Companies

The following differences exist between a group CPU license and joint-use with group companies of the DataSpider of the licensee company for data integration processing operations.

## Group CPU License

DataSpider Servista Licensee Company

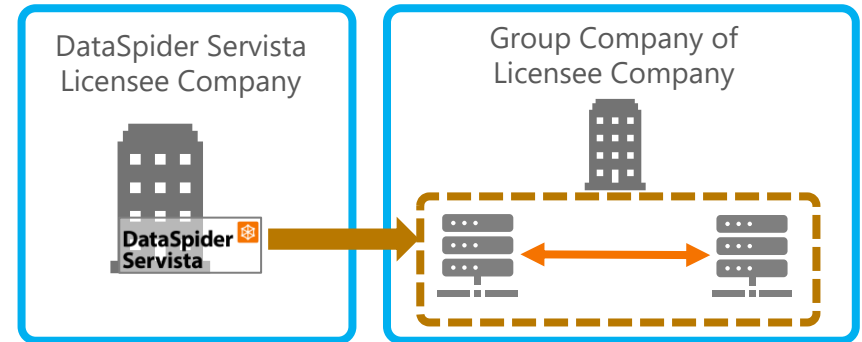


- The DataSpider Servista licenses held by the licensee company can be distributed to group companies that meet the conditions of the licenses, such that each group company can perform its own data integration operations.
- Group companies cannot use the DataSpider Servista itself held by the licensee company to perform their own data integration operations. It is required to allocate a DataSpider Servista license to each group company.

## License for Joint-use by Groups

DataSpider Servista Licensee Company

Group Company of Licensee Company

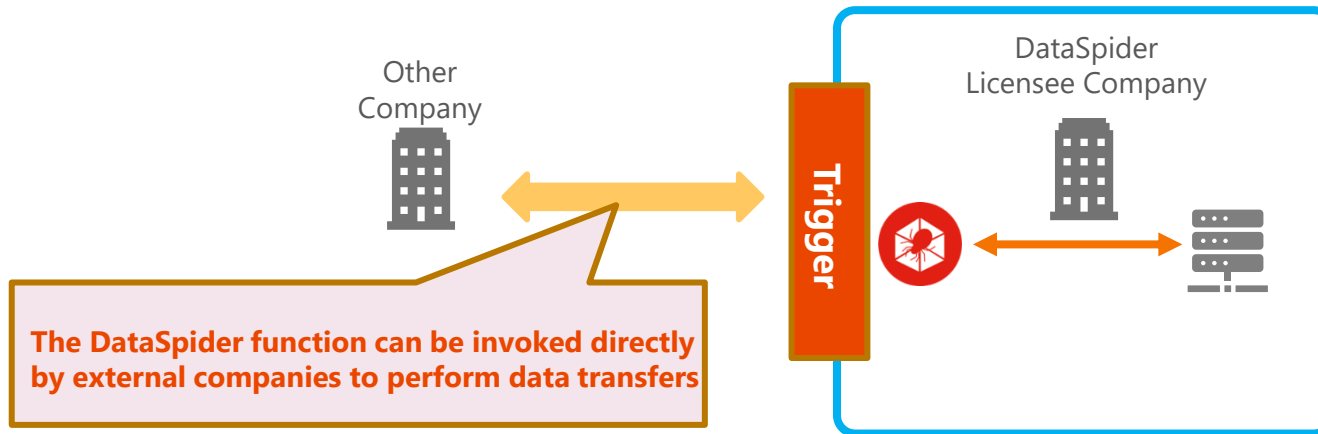


- The DataSpider Servista itself held by the licensee company can be used to perform data integration operations for each approved group company.
- A common group infrastructure can be created and used as the data integration infrastructure for multiple companies within a group.

# External Service Use

For configurations made assuming use of DataSpider **as a service** for data transfers with other companies, external users can directly use the DataSpider function as shown below.

## Assumed Integration Processing with External Companies



For this method of use, the License Agreement for Service Use is required. One of the following is applicable depending on the usage case.

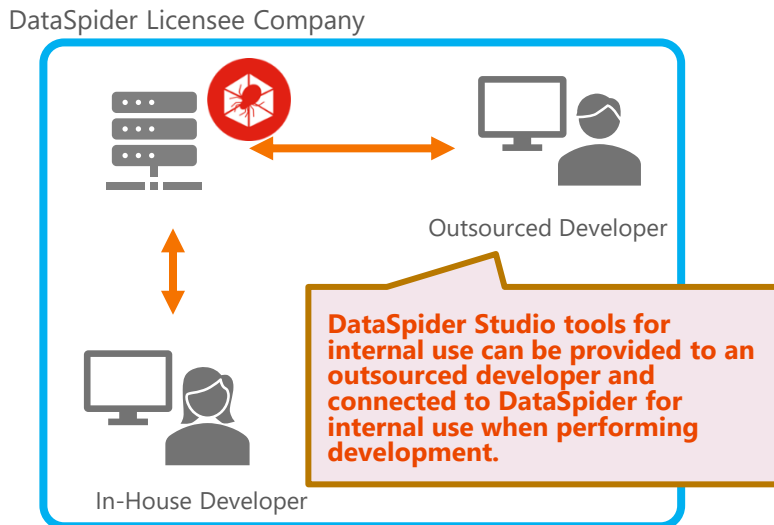
- When DataSpider is used by multiple companies and billing occurs  
(4) Service Use (joint-use) with fee
- When DataSpider is used by multiple companies and billing does not occur  
(5) Service Use (joint-use) without fee
- When DataSpider is used by one external company  
(6) Service Use (other than joint-use) with fee, (7) Service Use (other than joint-use) without fee

# Policy for Third-Party Use of License for Development (1)

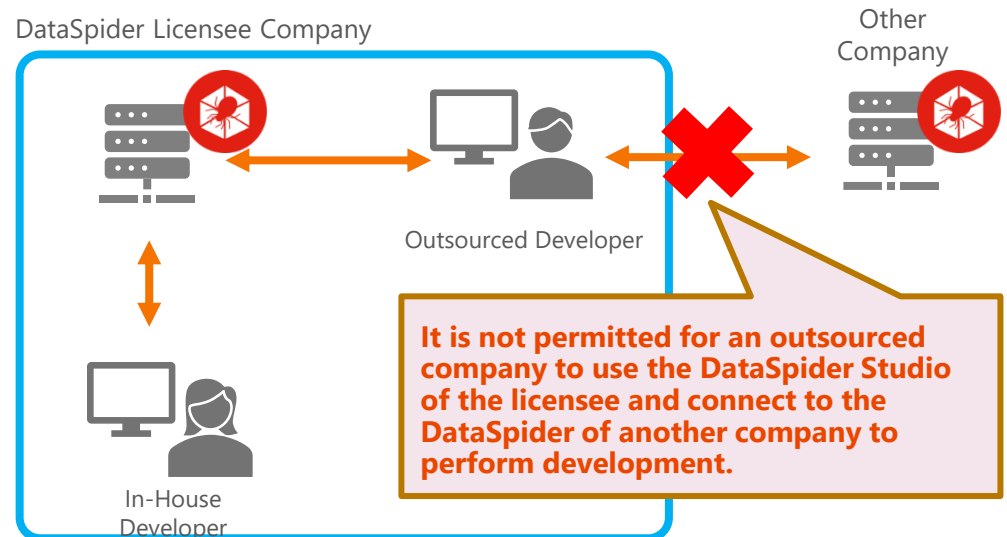
## Scope of License for Studio Tools during Development

When DataSpider is used for process development, there may be cases when development is outsourced to other companies. In such cases, the range of use available for DataSpider Studio tools is as follows.

### Permitted Range of Use



### Not Usable

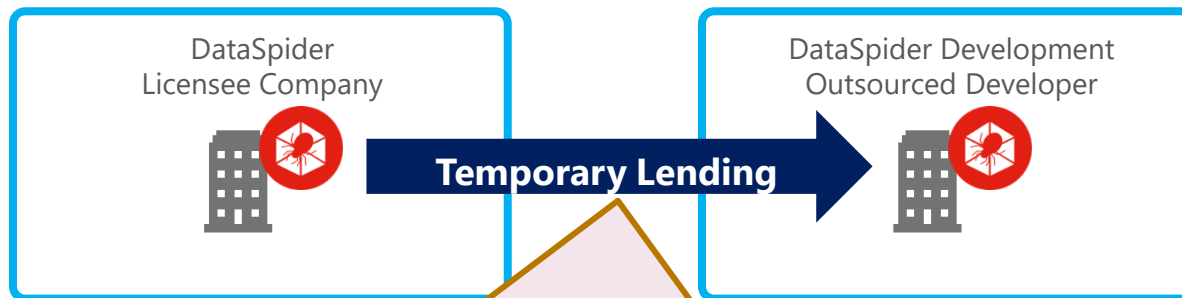


\*If an outsourced company holds its own DataSpider license for development company use, taking on and performing such development work does not fall under this category.

# Policy for Third-Party Use of License for Development (2)

## Scope of Development Server License

When development work is requested to be performed by an outsourced company, it is possible to temporarily lend a development server license for internal use to perform the requested development work.



**It is possible to build a development server at a company entrusted with development work for internal use by the company that is the DataSpider licensee. However, the company contracted for the development work cannot use the borrowed development server to perform DataSpider development work for another company.**

# Revision History



Update Date	Updated Contents	Part of Change	Description of Change
October 1, 2020	Created	Created the first version	
July 1, 2021	Added	Added pages 6-8 and pages 13-17	Added the following: <ul style="list-style-type: none"> <li>- Page 6, Comparison of Old and New HULFT License Policy</li> <li>- Page 7, [Reference] Use of HULFT</li> <li>- Page 8, [Reference] Number of Licenses for Joint-use by Group Companies</li> <li>- Page 15, Increase or Decrease in the Number of Joint-use Companies</li> <li>- Pages 16 and 17, Application of New Price</li> </ul>
	Corrected	Page 32	Revised the description for "Part of Change" in "Revision History" for pages for which the page numbers changed due to the above additions
	Updated	Page 10, 15	Added the target product due to the release of HULFT DataCatalog
	Updated	Changed the location of "Supplement"	The location of "Supplement" was changed. Before Change) Page 31 After Change) Page 13
	Updated	Page 28 "Difference between Group CPU and Joint-use for Group Companies"	Due to the release of License for Joint-use by Groups for DataSpider Servista, the description for each license was updated.
March 1, 2022	Added	Page 19	Added the following: <ul style="list-style-type: none"> <li>- Page 19, Application of New Price for Version Upgrade</li> </ul>
	Added	Pages 25 to 29	Added case studies for types of use for HULFT.
	Updated	Page 19	Updated the calculation method for the price difference between product versions. Before Change: [Version upgrading fee] + [New price after version upgrade (joint-use) - Old price after version upgrade (internal use)] After Change: [Version upgrading fee] + [New price after version upgrade - Old price after version upgrade]

# Revision History

Update Date	Updated Contents	Part of Change	Description of Change
April 1, 2022	Updated	Page 28	Updated the types of use. Before Change: Internal Use After Change: Use for Group Companies (joint-use)
	Updated	Page 18	Added notes.
	Updated	Page 28	Updated description.
July 1, 2022	Updated	Page 10	Added the target product
		Page 15	Added notes.
April 1, 2024	Updated	All	Revision due to our company name change

\*The page numbers listed above may change due to revisions.

The image features decorative leaf patterns in the corners. The top-right and bottom-left corners contain clusters of overlapping leaves in shades of orange and yellow. The top-left and bottom-right corners contain fewer, more scattered leaves of the same color palette.

# HULFT

**Move knowledge. Move markets.**