



# Save through multi-year discount pricing

## VIP Select Members qualify for 3-Year Commit

The Adobe Value Incentive Plan (VIP) is a subscription-licensing program that makes it convenient for organizations of all sizes to purchase, deploy and manage Adobe products. VIP Members who purchase 10 licenses or more during a subscription term qualify for VIP Select, an exclusive feature that now offers a cost-saving 3-year commit option.



### Allows extended budgeting and multi-year savings—on all purchases

VIP Select with 3-year commit allows budgeting for extended years at a set price\* on a defined license quantity. You qualify for discounting on all VIP purchases during the term (up to 3 years, through 2 renewals). And you can add incremental licenses—while only requiring the committed quantity be maintained.

### Additional discounts with 3-year commit

#### For Commercial and Government customers:

Committing to 3 years comes with an even bigger discount than the 1-year subscriptions. When VIP Select Members accept the 3-year commit, their license tier is transitioned to one with additional discounts.

License Quantity	VIP Select discount	VIP Select with 3-year commit discount
10-49	5%	10%
50+	10%	15%

### Steps to getting started with VIP Select with 3-year commit



#### Enroll in VIP

Contact an Account Manager—an Adobe representative or an Adobe Reseller. You can enroll and place your first order at the same time.



#### Qualify for VIP Select

You automatically qualify for VIP Select once you purchase 10 licenses—either in a single order or via automated look-back, which determines if you purchased a total of 10 licenses during your term.



#### Accept 3-year commit

After qualifying for VIP Select, you will receive a “Welcome to VIP Select” email with an offer for your organization to accept 3-year commit.



#### Add licenses at the higher discount level at any time

Purchase new licenses at the higher discount level—the 3-year commit pricing you accepted earlier.

### For more information

<http://www.adobe.com/go/buyingprograms>

Contact an Adobe representative at 800-915-9428. Or contact your Adobe Authorized Reseller.

### Examples of 3-year commit agreements

When you accept 3-year commit, you agree to maintain a set number of licenses—at the discounted pricing. You will renew (annually) twice during the 3-year term at the set license quantity. Here are two examples:

**Example A:** Company qualifies for VIP Select with 120 licenses. They immediately accept 3-year commit, agreeing to maintain a minimum of 120 licenses through the committed term. There is no obligation to maintain incremental licenses added after accepting the agreement.

**Example B:** Government department qualifies for VIP Select with 100 licenses. They later add 20 licenses and then accept 3-year commit, agreeing to maintain a minimum of 120 licenses through the committed term.

\* Specific pricing is always set between the VIP Select Member and the Adobe representative or Adobe Reseller.