January 2018

Dear Clients,

As we begin the new year, the Aspera team remains hard at work helping you solve the world's most difficult data movement challenges and we are excited to partner again with you this year. Looking back on 2017 we continued to build on many successive years of growth and new product development with significant expansions to our SaaS portfolio, innovations in video streaming transport, and value-added partnerships and integrations, while serving more industries and geographies than ever before. As we look forward to 2018 we intend to continue with strong investments in our core data transfer and streaming technologies, SaaS capabilities, a new Cloud platform, and global ecosystem. We believe you deserve the very best solutions and support possible to help you grow your business and effectively compete in a dynamic economy and we are committed to delivering on that promise.

This year Aspera has also resolved to make selection and deployment of our products as simple and as easy as possible. As part of that initiative, we took a fresh look at our product portfolio and identified some opportunities to streamline product packaging and licensing. We are excited to share these plans with you and look forward to answering any questions you have about the upcoming changes.

Product Portfolio Updates
The changes described below affect existing software being deployed on premises.

Updated Products
- Enterprise Server and Connect Server will be sold together as the *Aspera High-Speed Transfer Server*
- Point-to-Point Client (and Embedded version) will be sold as the *Aspera High-Speed Transfer Endpoint*
- Aspera FASPStream Server will be sold as *Aspera Streaming for Video*
- Drive, Cargo and Outlook clients will be sold together as the *IBM Aspera Multi Client*

Packaging Changes
- Faspex™ and Shares will continue as separate products but will be purchased as the *Aspera High-Speed Sharing Server* and will include an Aspera High-Speed Transfer Server license with each product
- Aspera for Microsoft® SharePoint® will be sold exclusively on a per user basis and will include an Aspera High-Speed Transfer Server license
- Orchestrator Runtime will no longer be sold separately from the Aspera Orchestrator Enterprise Application

<u>Updated Licensing Models</u>

- The Faspex licensing model will be updated to no longer limit the number of users of the software
- The Console licensing model will be updated to no longer limit the number of users of the software
- The Shares licensing model will be updated to eliminate the additional Node charges
- The Aspera Desktop Client (aka Aspera Client) will be available at no charge
- Aspera Mobile Apps will be available at no charge and will no longer require licensing on the server side

Rollout and Timing

How will these changes impact you? By making it easier to choose, purchase, deploy and expand as needed your use of our offerings we believe these will be positive. Specifically, you will see new quote and order forms starting February 1, 2018 that reflect the updated naming and other changes. You will continue to be able to access the products downloads and Support resources under the previous names until further notice. Finally, in the coming months you will notice these changes reflected in our marketing collateral and on our website.

We hope these changes will help you more easily scale with us and we welcome your feedback. Should you have any questions or concerns please contact your sales representative. Thank you for your business.

Sincerely,

Jason Gartner
Vice President Aspera
IBM Cloud