



Introducing a new program for business partners and software developers—the Trimble Mobile GIS Developer Community.

This new developer offering is a rich and growing selection of developer tools and services, hosted within the Trimble Connected Community (TCC) portal. Initially, the software development kits (SDKs) available to members of the Mobile GIS Developer Community are:

- The GPS Pathfinder® Field Toolkit, designed for rapid development of standalone GPS-enabled applications for Win32 and Windows Mobile® platforms.
- The MobileGNSS field and office tools, which allow developers to create Esri ArcGIS Server/Mobile applications with GNSS postprocessing capability.

Over time, Trimble plans to expand the Mobile GIS Developer Community with additional developer-centric tools and services.

The online Mobile GIS Developer Community site provides members with access to the software tools and services included in the Community, as well as documentation, a developer forum, knowledge base, and support resources.

Mobile GIS Developer Community membership and fees

To become a member of the Mobile GIS Developer Community, interested parties should complete and submit the application form found at www.trimble.com/gis_dev_community. Membership of the community is subject to review by Trimble staff, and approval will depend on business, market, and strategic fit of the desired use of the development tools.

Members of the Mobile GIS Developer Community pay an annual fee covering software maintenance and developer support, of US\$1,995. Members may also pay variable runtime license fees depending which developer tools and services they deploy to their customers.

Product licensing

Software tools and services made available to Mobile GIS Developer Community members will generally have associated runtime license fees. For example, developers who deploy solutions using the GPS Pathfinder Field Toolkit may purchase runtime licenses at the following rates:

- Perpetual runtime license: \$275 per field computer
 - Software maintenance for perpetual runtime licenses is charged at 20%
- Annual runtime license: \$95 per field computer (includes software maintenance)

For each purchased runtime license, Trimble provides the developer with a unique Proof-of-Purchase Number (POP). The runtime components of the GPS Pathfinder Field Toolkit must be activated, using the supplied runtime POPs, before they will operate at runtime on a particular field or office computer.

Example: the following table compares the cost of annual licensing versus purchase of a perpetual license with annual maintenance over 5 years, for a deployment of 25 devices:

| LICENSE TYPE | YEAR 1 | YEAR 2 | YEAR 3 | YEAR 4 | YEAR 5 | TOTAL |
|--------------|---------|---------|---------|---------|---------|----------|
| Perpetual | \$6,875 | \$1,375 | \$1,375 | \$1,375 | \$1,375 | \$13,750 |
| Annual | \$2,375 | \$2,375 | \$2,375 | \$2,375 | \$2,375 | \$11,875 |

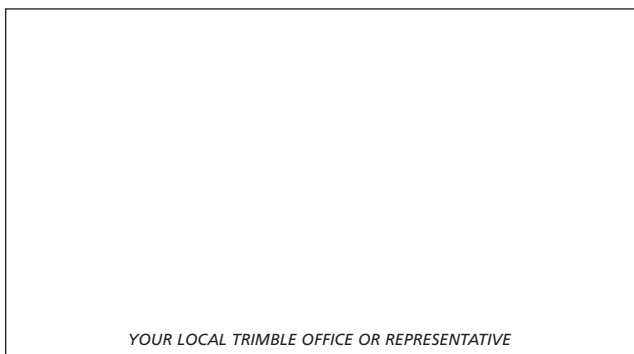
Obsoleted products

The new Trimble Mobile GIS Developer Community supersedes the GPS Pathfinder Tools Software Development Kit (SDK), which is now obsoleted. Existing GPS Pathfinder Tools SDK developers with active maintenance agreements will continue to receive developer support and any bug fixes released for the product, but are not automatically entitled to membership of the new Mobile GIS Developer Community. Existing GPS Pathfinder Tools SDK developers who wish to join the new developer program need to apply to join.

Trimble does not plan to further enhance the obsoleted GPS Pathfinder Tools SDK; in particular, support for future GPS receivers will not be added to this product.



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