

All You Ever Wanted to Know About Government and Academic in Passport Advantage

Passport Advantage Government and Academic Attachments

Version 1; May 23, 2008

- **History & Applicability**
 - Government and Academic options for Passport Advantage have existed from the inception of the program in 1998, providing specific price levels applicable to each customer segment.
 - Each of the two offerings have specific qualification criteria for customer participation, and these can be (and usually are) stated differently by country because each country can have its own way of describing their educational institutions and their governmental structure.
 - Government and Academic Attachments are applicable only to Passport Advantage Agreements – there are no similar arrangements for these classes of customers in Passport Advantage Express.
 - Government and Academic Attachments support unique program variants with special properties, and cannot be combined with other special variant types such as the Attachment for Service Providers.
- **Passport Advantage Government Option**
 - The Government Option provides a single, fixed discount, price for qualifying Government entities. Many countries use a special price level referred-to as the “GV Price Level”, but some countries may use a different level to manage their government customers’ price points, for example, RSVP Level H; in some countries, different price levels are applied for different parts of their country’s government structure – e.g., country government versus state or local government.
 - Passport Advantage enrollments with the Government Option are not subject to the 500 point minimum initial purchase requirement.
 - Passport Advantage enrollments with the Government Option are not subject to the usual releveling rules because these Agreements have a single price level associated with them.
 - Eligibility:
 - To be eligible for the Passport Advantage Government Option, the customer must generally be, or be an authorized agent of, a government department, agency or similar sub-division of a national or local level government. In the United States, Federal government, State government, County government and City or Town government entities may qualify.
 - An “authorized agent” may often be a Systems Integrator (SI), contracted by a government entity to procure, develop and deploy solutions for and on behalf of a specific government entity. In such situations, the government entity will have given the SI limited power to enter into software licensing Agreements on their behalf, and such Passport Advantage Agreements should always be recorded using a name that indicates both parties, such as “Acme Integrators for the US Department of the Interior”. This allows for seamless transition at the end of the project without any need for manual, perhaps even prohibited, license transfer requests being placed.
 - Who **is not** eligible?
 - Commercial (for profit) enterprises of any kind, even if they receive funding for their operation, in whole or in part, from government sources UNLESS that commercial enterprise is itself a fully-owned entity of the government, as may be the case of a nationalized industry whose ultimate management direction (in the style of a Board of Directors) is provided by a government department rather than board members elected by shareholders in that enterprise.

- Benchmark: if the employees of a given enterprise do not get their paycheck drawn on a government account, and/or if such employees do not participate in a pension or other such benefit applicable ONLY to government workers, then it is unlikely that enterprise qualifies for the Government Option.
- **Passport Advantage Academic Option**
 - The Academic Option provides a single, fixed discount, price for qualifying Academic entities. This is usually referred-to as the “ED Price Level” or sometimes the “ACAD Price Level”.
 - Passport Advantage enrollments with the Academic Option are not subject to the 500 point minimum initial purchase requirement.
 - Passport Advantage enrollments with the Academic Option are not subject to the usual releveling rules because these Agreements have a single price level associated with them.
 - Products obtained under the Academic Option may only be used for academic or administrative purposes of the educational institution itself, and may not be used in the performance of any commercial endeavors or services.
 - Eligibility:
 - Accredited not for profit educational institution (at all levels from pre-school to post-graduate colleges) and their immediate management (School Boards, Boards of Education, Boards of Governors, etc.) whose mission and daily activity is to educate students – i.e., institutions where students come to be educated daily.
 - Teaching hospitals formally associated with an accredited educational institution.
 - Academic (not commercial) research institutions.
 - Consortia comprised of qualified accredited educational institutions.
 - Who **is not** eligible?
 - Any for-profit educational institution
 - Government departments or ministries (at any level, whether national, state, county or town) which provide funding to academic institutions.
 - Training departments of commercial organizations
 - Benchmark: If a body does not have students entering their premises for the purpose of being educated toward gaining a nationally recognized certificate/diploma, they do not qualify for the Academic Option.