

OEM and ISV Guidelines

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Are you an ISVs¹ and want to use MOSEK in your product?

MOSEK is fully committed to support you in embedding its optimizer in your OEM application. This short report summarizes the main aspect associated with embedding MOSEK into your products.

Why MOSEK

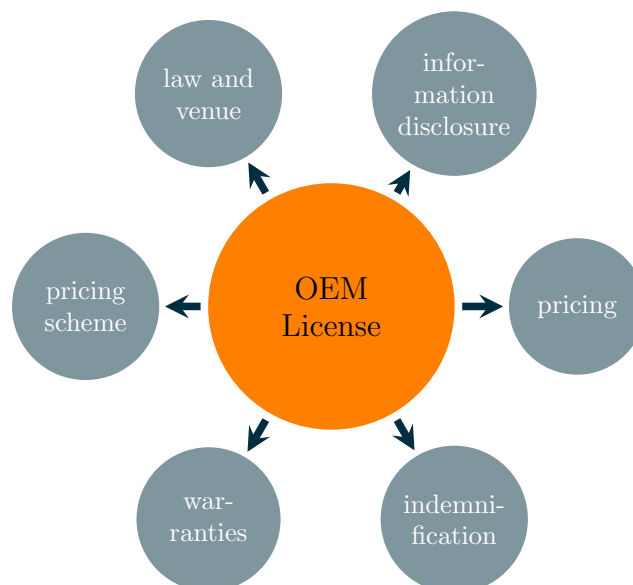
MOSEK is one of the world leading provider of software for mathematical optimization. Our product is well known for its performance and reliability. More than a decade of experience tells us that ISVs should focus on their core business. Making high-quality optimization solvers is ours, it is what we strive to excel at. Including MOSEK in you software allows you to

- **leverage** on state-of-the-art solver,
- **rely** on a first-class support,
- **focus** on your core business!

Companies from the financial, as EM Applications, energy, as EPIS and forestry, as RemSoft industry already rely on MOSEK for their products. Will you be the next?

OEM Agreement

The of the OEM agreement allow you the ISV to embed MOSEK into your own application software and it governs the details of the partnership: warranties, information disclosure, indemnifications, pricing, etc.



¹An organization specializing in making or selling software, designed for mass or niche markets.



Typically an OEM agreement is discussed after you have evaluated MOSEK and you have decided that it is technically sound.

We like to keep the legal agreement as simple as possible, yet some paper work is needed to set terms and obligations. Do you want to know more about the details of the OEM legal agreement? Ask for a copy of our standard template.

Typical OEM workflow

In most cases the first step is to get a free trial license and download MOSEK from our web site. When you decide it is the right tool for you, we start discussing the agreement details. This process may iterate and you may need advises on how to use our product in the best way.



Get a trial license

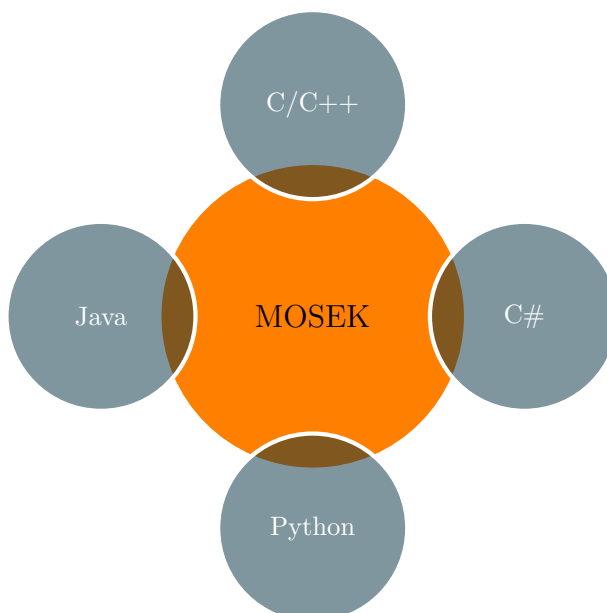
Fully featured trial licenses are readily available to all potential MOSEK users:

- 30-days trials are available online form our web site.
- Trial licenses that last longer can be obtained free of charge on request.

No engagment, just share your experience!

Evaluate MOSEK

Once you have obtained a trial license, you can download MOSEK from our web site. Select the platform/OS you need and start using the solver from one of the many interfaces we provide:





Software Deployment

Nothing can be more easy:

- include a simple license key in your product,
- deploy MOSEK relevant OS/platform specific libraries along your product.

MOSEK currently support the following OS and platforms:

OS	Platform	Supported Versions
Windows	32/64 bit x86	Windows Server 2003 or Vista (or newer)
Linux	32/64 bit x86	Linux (glibc 2.3.4) e.g RedHat Enterprise 5+
MAC OSX	64 bit x86	OSX Intel 10.7+ (64 bit)

If you have specific requirements, please contact us. We will evaluate whether we can port MOSEK to other platforms.

Rely on our support

An OEM agreement includes direct support from our qualified team. We will assist you with

- implementation best practice,
- modeling and performane issues,
- upgrade to newer MOSEK versions.

You will never be alone.

Pricing Options

First it should be noted we normally free of charge licenses and support for your development and test. So the cost of getting started is zero. However, we will charge you for runtime usage.

It is experience that ISVs each has their unique way of selling their product. Therefore, we do not have a fixed pricing structure. Whatever is your pricing and sales strategy, we at MOSEK will try hard to fit in your pricing policy. Typical options include

Type	Reporting
Fixed lump sum paid quarterly or annually	no report
Revenue percentage	quarterly revenue report
Per copy fee	quarterly detailed sales report

Our experience tells us that

- A simple pricing scheme is preferable since it reduces the administrative duties. It also give rise to a simpler contract.
- For large volume deals the lump sum model is preferable. The lump sum is typically adjust every third year and is correlated with your sales.
- A revenue percentage or a per copy fee is preferable for new products with small sales volume.





“the fast path to optimum”

MOSEK ApS provides optimization software which help our clients to make better decisions. Our customer base consists of financial institutions and companies, engineering and software vendors, among others.

The company was established in 1997 by Erling D. Andersen and Knud D. Andersen and it specializes in creating advanced software for solution of mathematical optimization problems. In particular, the company focuses on solution of large-scale linear, quadratic, and conic optimization problems.

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