**2017 THD License Renewal**

*08/10/2017*

Would like to add on a 3rd year understanding that pricing model will be more ‘aggressive’.

Sean wants to get this done sooner rather than later.

Couple TAM with License Renewal and Training

Break out Professional Services into separate agreement

Two versions:

* Support (3)
* Support (3) / TAM (3) / Training

This becomes a recurring cost.

Leave services out of it.

Follow-up call for Monday.

Would speaking at PuppetConf lower contracting cost?