



Lobster

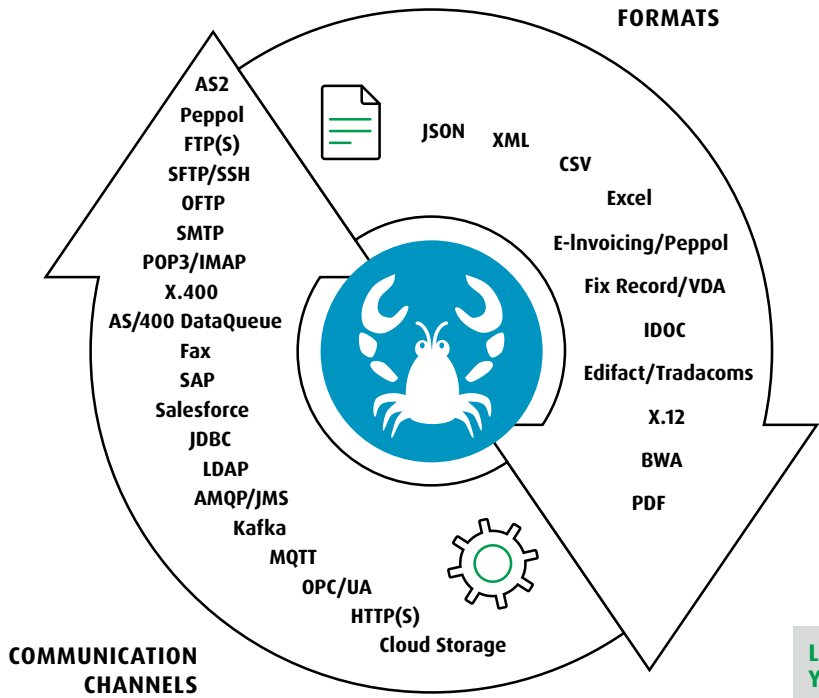
EXPERIMENT.
FAIL.
LEARN.
REPEAT.



LEAVE IT TO LOBSTER.

**OUR MANAGED SERVICES.
FOR YOU.**

You don't have the time to babysit EDI and EAI? Don't have the resources for new connections, changes or monitoring? Then Lobster's Managed Services are for you. The cost-effective investment that allows you to focus on your core business. Simply simple.



- Monitoring
- EDI/EAI services
- Infrastructure operations
- Mapping
- Consulting

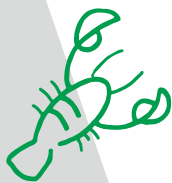
No matter the file format or communication channel, with Lobster_data, you can manage all kind of processes – not just the standard ones.

Lobster not only allows you and your business partners to communicate seamlessly, but also ensures that your internal systems are connected coherently (ERP, CRM, TMS, WMS, DMS, etc).



- LOBSTER MANAGED SERVICES – YOUR ADVANTAGES AT A GLANCE:**
- Security of investment thanks to flexibility of possible installations
 - Comprehensive transaction and data flat rate
 - Transparent pricing structure (all-inclusive flat rate)
 - HW and SW savings
 - Low purchase and maintenance costs
 - Decreased admin personnel costs
 - Maximum security and highest availability thanks to state-of-the-art IT (security) systems
 - DDoS protection included

YOU PUT YOUR FEET UP, WE'LL TAKE CARE OF THE REST.



FOUR SIMPLE STEPS TO YOUR EDI/EAI CONNECTIONS

- #1** Contact Lobster at <https://www.lobster-world.com/en/managed-services/#process> to receive our template. Once filled in with all business processes to be mapped out or managed, return the completed template to managed-services@lobster.de
- #2** Lobster creates a detailed offer
- #3** Once you signed the document and returned it back to us, you can put your feet up
- #4** Lobster will take care of the rest:
 - We'll get in touch with your business partners
 - We'll set up and test all your business processes
 - When it's all running smoothly, we'll activate your business processes

Need anything else? Lobster's here to help!

- We'll monitor all active business processes
- We'll look after the hardware and software maintenance

EDI/EAI services	Euro
Initial set-up of your company within Lobster's computer centre; flat fee	€ 450
Initial set-up of your communication partners; flat fee per partner	€ 250
Initial set-up of branch offices/national offices of your existing communication partner; flat fee per office	€ 135

Creation of profiles/mappings*			
Level of complexity	low	medium	high
Cost per mapping/profile: 1-10	€ 1,100	€ 1,600	€ 2,100
Cost per mapping/profile: 11-50	€ 1,000	€ 1,500	€ 2,000
Cost per mapping/profile: >50	€ 900	€ 1,400	€ 1,900

Price list - Business processes (monthly charge)**	Euro
1 Business process (order or shipping notification, invoice, etc.)	€ 129
≤ 3 Business processes	€ 199
≤ 10 Business processes	€ 499
≤ 20 Business processes	€ 899
≤ 50 Business processes	€ 1,299
≤ 100 Business processes	€ 1,899

* Includes

- Project management
- Test management with business partners

** Infrastructure operations fee included in the above price

- Hardware/VM/OS/DB/Lobster_data
- Number of documents/volume dispatch flat rate (e.g. EDIFACT, IDoc, VDA, CSV, XML etc.)
- Via HTTPS, (S)FTP(s), AS2, OFTP, mail; plus costs incurred when using VAN (e.g. X.400, OpenText, Excite/Editel etc.)
- **Optional:** Data transfer between Lobster customer and Lobster via AS2 Business Connector; flat fee € 850



LOOKING FOR A PRICE ESTIMATE?

Our pleasure. Simply send the completed business process template to managed-services@lobster.de

QUESTIONS? JUST ASK.



Lobster