Dear GreenHouse tool user,

While giving a presentation about my FreeWare at ITUG in San Jose 2002 I got questions like these:

- Why do you do this?
- Why do you not charge customers for it?
- Is this serious, or are you kidding?

To let all of you know the answers – here they are:

1. Producing and giving NSK FreeWare is my way of doing advertising.
   My competitors give T-shirts (we can argue about the quality...), coffee mugs (how many do you have, and use?), mouse pads, and other more or less useful stuff. All this is nice, but does not help you to do what you have to do: To manage and secure an NSK system.
   I give functioning, useful, and supported software for free – FreeWare - which I use myself, and which is used by GreenHouse customers. These tools are very helpful in operating and securing an NSK system. Because the tools are already in use by my customers, you can be assured that they work OK and do **<u>NOT</u>** expose your NSK system to any kind of hidden attack, or built-in risk.
   Talk to Andy Coleman, the ITUG Security SIG moderator, to find out how serious this statement is, or talk to tool users like Deutsche Bank, RABO Bank, ING Bank, to name a few.
2. If you do **NOT** feel comfortable with using FreeWare, **<u>don't use mine either</u>!**
3. If you do not mind using FreeWare – you are more than welcome to use mine as well.
4. If it makes you feel happier when you have to pay for it, send me a check for about 500 US$ per utility, and 75 US$ per year for the yearly maintenance.
   I'm lazy in writing invoices – just send the check. It is not necessary to give me your name, address, or e-mail: Just the money will do!
   Starting with 1,000 US$ per tool I am also open to signing real contracts.
   Starting with 5,000 US$ I'm willing to put the software into escrow.
   And I am sorry: There are NO discounts!
5. If you feel even happier when sending more money, feel free to do so! There is no upper limit as of today ☺, but this might change in the future! So hurry!

Some general statements about the GreenHouse FreeWare:
1. All tools are written in the REAL programming language TAL and/or pTAL.
   They are developed on an S7000, actually running G06.23
2. Each tool represents an investment of at least one week on my side – some of them even several months – which means the tools are really valuable!
3. All my **<u>tools</u>**, posted on my web page and burned on my product CD, are FreeWare.
   There is no need to pay for the tools – but you are very welcome to do so as explained above.
4. All tools are **<u>supported,</u>** and you can expect a reported fix within a day (24 hours) or so.
   If you don't believe this, talk to Andy.
5. If you think I should add functionality to a tool please send me your suggestion by e-mail, and I will consider implementing it. And if I implement it, even this is free of charge! But you are very welcome to send money! Remember – actually there is no upper limit!
6. My tools and products do **<u>NOT</u>** contain Trojan Horses or any other type of disease.
7. All tools come with documentation, written in English.
8. Nearly every tool has a built-in HELP function.

9. All tools come with a description of the most stringent security setting. This is what you always should demand from **ALL** your software (including FreeWare) vendors:
    - the software
    - the documentation
    - the best security settings for ALL files
10. You are allowed to use the library type tools like DES, or the Launcher load balancer, in commercial products – for free. All you have to keep intact is the Version Procedure that comes along with it.

Does this explain the philosophy behind the GreenHouse FreeWare tools?

Oh…if you think that some of the tools have the functionally of products offered by my competitors – yes, I do know that, because it is by intention ☺ ☺ ☺ !

In case you like to comment on this, please contact me at: Carl.Weber@GreenHouse.de.

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