

Sales & Marketing Bulletin

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Item: **Roth heatloss program**

Notice: **Roth Wrightsoft RSU v.7.0 activation instructions**

To: Roth Manufacturer's Representatives/Agents, Wholesalers and Customers

From: Roth Sales & Marketing and Roth Technical

Roth Industries Wrightsoft Right-Suite™ Universal (RSU) is the only HVAC design and sales software solution to combine ASHRAE, ACCA, and HRAI methods and integrate the functionalities of Wrightsoft's industry-leading software into a single residential and commercial design and estimating product.

Right-Suite™ Universal allows users to apply the most appropriate load, and radiant calculation methods to any project.

Right-Suite™ Universal includes new technological advancements including:

- Layered Materials Technology™ (LMT): a single building materials description that translates into the specific materials characteristics values for the different load and radiant calculation methods.
- Advanced zoning, bill of materials, and drawing capabilities.
- Creating highly detailed "What If?" scenarios to answer questions for designers at a level not previously possible.

Roth is offering this software as a **Software as a Service (SaaS)**. SaaS is a model of software deployment whereby a provider licenses an application to customers for use as a service on demand. It is only available as an internet download.

Getting Started:

<http://www.wrightsoft.com/downloads/demo.asp>

Download the fully-functional version of Right-Suite® Universal v.7.0. This demo download requires Windows 2000 or higher to operate. It requires that you shut off any firewall or security systems on your computer for the duration of the download.

Follow the prompts to install the program onto your hard drive.

After you have installed your program, you will see the **Demo Licensing** screen at startup until the software is activated. To view the screen, open Right-Suite™ Universal on your computer.

LAUNCHING RIGHT-SUITE UNIVERSAL

Once installed, you can open the program one of two ways:

Go to the **Start Menu | Programs | Wrightsoft HVAC | Right-Suite™ Universal** to open the program.

OR

Double-click the Right-Suite™ Universal shortcut icon located on your desktop.

Limitations of the demo mode include fixed customer name, contractor name and weather data. The fully functional Roth SaaS version can be activated by calling Wrightsoft®.

Right-Suite™ Universal uses a new Internet licensing system so you no longer need a red disk to license your program. You will need an Internet connection to activate your license. License your new program by selecting **Help | Licensing...** from the menu and then **Activate Your License** you will be required to call Technical Support at (800) 225-8697, to activate your Roth SaaS RSU v.7.0 system over the phone.

Wrightsoft will require that existing Roth RSR version user updating to RSU v.7.0 will pay \$150.00 for the first year and \$260.00 the following SaaS use period. New users will be required to pay the \$260.00 yearly SaaS fee.

Individual users of RSR Roth will pay an annual SaaS fee to gain access to the RSU/Roth package which consists of 4 modules: Right-J (Heating and cooling), Right-Draw, Right-Radiant and Right-Proposal.

Users can add additional modules for \$65-\$75 per module per user per year. See chart

The **Wrightsoft Quick Guide** is for all versions of the program. We use Roth RSU v.7.0 SaaS which will only be available as a downloaded program from the internet. The Quick Guide will explain and assist our customers on the functions of the program. Some aspects discussed in the Quick Guide are available at an extra fee as an add on module and will not be available in the RSU/Roth version.

Right-Suite Universal Modules	List Price	Roth*
Right-J (Manual J Load Calculations)	\$ 499.00	\$ 65
F280 (HRAI F2-80 Load Calculations -Canada)	\$ 499.00	\$ 65
Right-Comm Load (ASHRAE based RTS or CLTD load)	\$ 799.00	\$ 75
Right-N (ACCA Manual N Calculations)	\$ 699.00	\$ 75
Right-Draw (Building Design)	\$ 499.00	\$ 65
Right-D (manual D duct design)	\$ 399.00	\$ 65
Right-Ducts (HRAI Duct Design-Canada)	\$ 399.00	\$ 65
Right-Comm Duct (ASHRAE duct Design)	\$ 799.00	\$ 75
Right-2line Duct: (residential CAD Like Duct design)	\$ 399.00	\$ 65
Right-Comm 2 Line Duct	\$ 599.00	\$ 75
Right- HV Ducts (High-Velocity duct design)	\$ 299.00	\$ 65
Right-Loop (Residential geothermal loop design)	\$ 399.00	\$ 65
Right-Radiant (Radiant Panel design)	\$ 599.00	\$ 65
Right-Proposal (Professional proposals and parts take)	\$ 499.00	\$ 65
Right-Sales (In home selling presentations and profes)	\$ 799.00	\$ 65
Right-\$ (Operating Cost)	\$ 399.00	\$ 65
Right-J Mobile**	\$ 399.00	\$ 399
Right-SolarDHW	\$ 249.00	\$ 65
Right-Contact	\$ 399.00	\$ 65

* Roth Dealer price is SaaS. Price Shown is per user per year

** RightJ Mobile is \$299 purchase price plus \$100 subscription fee