



# Evaluating Timing, Pricing, and Support in a Terminal Emulation Solution

Finding the right terminal emulator is crucial for organizations relying on legacy systems to maintain business operations. To meet those needs, terminal emulation solutions must deliver in three essential areas – support, pricing, and timing.

The most important place to start a search is with support. Businesses should closely look at their own needs and how a vendor's support can address them.

**Businesses should evaluate the vendor's support and maintenance offerings. This includes:**



**Solid migration support**



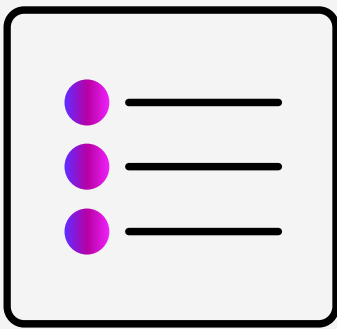
**A comprehensive library of best practices**



**Technical and logistical expertise**

Many organizations want to pay less than what they're currently paying for their terminal emulation but still have a product compliant with all their security requirements.

**These businesses are looking for:**



Flexible licensing options



Similar look and feel to existing solutions

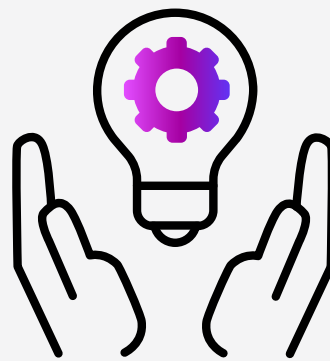
Businesses that adopt a new terminal emulation solution want to see productivity enhancements and a vendor roadmap with future improvements.

For organizations in the market for a terminal emulator, timing is everything. They want to understand the duration of the migration and even be able to time the process before the next renewal of any existing solution.

**Getting a grip on the timing that comes with a terminal emulation solution means organizations need to:**



Ensure the continued functioning of scripts and their macros



Fully understand the productivity implications of any new solution

**With Rocket Terminal Emulator, businesses can reduce hardware costs without compromising security. A highly configurable and flexible terminal emulation is essential to providing the data businesses need to meet customer needs and improve the employee experience.**

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