

# Business Model: Pay Per Qualification



**Still not clear how Eclipse qualification kits can be produced and used in an open way for user and provider**

## ▶ **Pay per Qualification:**

- The owner of a qualification kit gets money when the kit is applied
  - Part 1: The analysis model, required for further classification (pay once to get it)
  - Part 2: The qualification kit (pay every time you run the kit)
- Qualification kits are available in a “qualification store”
- Application would include the application of the kit’s from required plugins (at least part 1)
- Some % from the money is collected for infrastructure topics

## ▶ **This would make qualification kits of highly used plugins very valuable**

- Companies / persons could invest in qualification kit’s like they invest into tools
- User groups can invest together into their kits

## ▶ **This would restrict investment into qualification only for the first phases to set up the infrastructure: QPP & qualification store**