

# SecureDrawer

SMB group: use "EFCO to Rubex" sequence

- CSM will create a "migrate to Rubex" quote for SecureDrawer clients and manage all communication
- Add to Opportunity name
  - SecureDrawer to Rubex & Renewal 2022
- Which package to choose?
  - 5 users or less - Ignite.
  - 6 users or more - Growth.
- Uplift
  - 9 or less user - \$100 more per user
  - 10 or more users - consult with CAE on uplift amount
- Add a \$0 migration line item for SecureDrawer to Rubex

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Revision #2

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