



FILEMAKER VOLUME LICENSING

SAVE YOUR ORGANIZATION MONEY WITH FILEMAKER VOLUME LICENSING

What is volume licensing?

Volume licensing is a discount program open to anyone purchasing 5 or more licenses of FileMaker Pro, FileMaker Pro Advanced, FileMaker Server or FileMaker Server Advanced. Volume licensing saves you money and helps you get more out of your software investment than purchasing single user licenses.

What are the benefits of volume licensing?

- **Saves you money.** Receive volume discounts off standard prices.
- **Free software upgrades.** Volume Licensing * includes one year of Maintenance, a service that gives you a full year of free upgrades and updates. And at the end of the year you can renew your Maintenance at a special, low price.
** Effective March 31, 2012, Maintenance will no longer be included with Upgrade Volume Licensing. After this date Maintenance may be purchased for Upgrade Volume Licensing for an additional fee.*
- **Makes installation and license management easy.** With Volume Licensing you'll get a single license key for all your licenses of FileMaker Pro. No more tracking and managing a license for each computer.
- **Additional discounts for education and non-profit customers.**

How many licenses do I need?

You will want one license of FileMaker Pro per computer that needs to open a shared database. If 10 or more people might open the same database at the same time then you will need FileMaker Server or for additional scalability, get FileMaker Server Advanced. Even if you have less than 10 users, we recommend FileMaker Server or FileMaker Server Advanced to securely share your databases over a network or on the web, schedule live backups and get 24/7 availability.

Minimum order quantities for volume licensing

Our volume licensing programs are for purchases of 5 or more licenses. Customers with current volume license contracts may purchase additional licenses in quantities of less than 10. Maintenance renewals must be for at least 5 licenses.

What volume licensing purchase options are available?

There are four purchase options. A FileMaker licensing specialist can help you choose the right licensing program for you.

Volume License

The Volume License (VLA) program is the most popular program.

- **License only what you require.** This is a transactional license program with no signed contracts.
- **Add more licenses at any time.** Simply reference your previous license contract to add additional licenses as you need them.
- **The more you buy, the greater the discount.** Discount levels are based on the number of licenses you are purchasing at the time.

Site License

The Site License (SLA) program is a great way to give everyone in your organization access to FileMaker software.

- **Easy management.** There is no need to track the distribution of licenses in your organization. Unless your organization grows by more than 10%, you need only report your licenses once a year.
- **Unlimited deployment.** You can use FileMaker Pro, FileMaker Pro Advanced, FileMaker Server and FileMaker Server Advanced throughout your organization.
- **Low cost of entry.** When FileMaker is in use throughout your organization, this is more cost effective than the Volume License program.

A site is defined as a whole company, subsidiary, or standalone entity, which has 25 or more employees or computers, with a unique taxpayer ID number using a combination of FileMaker products across the organization.

Annual Licensing Programs

The annual licensing programs, namely the Annual Volume License and the Annual Site License, are two budget-friendly ways to get the software you need at a price your organization can afford.

- **Predictable budgeting.** Because your annual license is renewable on the same date every year, you can confidently budget.
- **Reduced expenses.** There are no administrative fees and your annual payments may be deductible as a business expense. Consult your financial or tax advisor.
- **Increased financial flexibility.** Keeps your cash and credit lines available for other uses.
- **Keep current.** Get free software upgrades during your contract period, making this an affordable way to always have the latest version.

At the end of your annual licensing contract, you have 3 options:

- Renew annual volume license
- Buy standard volume licensing
- De-install software

Annual Volume License

The Annual Volume License (AVLA) program is similar to the Volume License and you make scheduled annual payments of just a third of the standard Volume License price. Just as with the Volume License, the minimum initial order is for 5 licenses.

Annual Site License

The Annual Site License (ASLA) program is similar to the Site License program and you make scheduled annual payments of just a third of the standard Site License price. Just as with the Site License, the minimum initial order is for 25 licenses.

Which volume license is for me?

Here is an overview of your main options. Our licensing specialists will help you choose the option best for you.

	VOLUME LICENSE (VLA)	SITE LICENSE (SLA)	ANNUAL VOLUME LICENSE (AVLA)	ANNUAL SITE LICENSE (ASLA)	BOXED SINGLE PRODUCT
Description	Purchase 5 or more licenses at a discount.	Purchase a license for all users at a single location at a discount.	Purchase right to use software licenses for one year, renewable annually.	Purchase right to use software licenses for one year for all the users at a single location, renewable annually.	Purchase individual copies of FileMaker software.
Minimum Initial Purchase	5 licenses	25 licenses	5 licenses	25 licenses	ONE
1 year of upgrades and updates included	YES 1 year of Maintenance After March 31, 2012, Upgrade Volume Licenses will <u>not</u> include one year of Maintenance. Maintenance may be purchased for an additional fee.	YES 1 year of Maintenance	YES Valid for 1 year	YES Valid for 1 year	NO Must pay for future upgrades
Discount	Greater discounts for larger orders.	Greater discounts for larger orders.	33% of Volume License fee, paid annually.	33% of Site License fee, paid annually.	NO
Contracts required?	NO	Employee/ computer count evidence	YES	YES	NO

What is Maintenance?

Maintenance is “upgrade insurance.” This means that upgrades commercially released by FileMaker during the Maintenance period are automatically licensed and sent to you at no additional charge.

Why do I need Maintenance?

FileMaker’s upgrade policy is that a limited number of previous versions of FileMaker are supported.

Maintenance ensures you are on the most up to date supported version cost effectively and conveniently.

Product Fulfillment

FileMaker Licensing orders are sent via electronic delivery and include the software product as an electronic download along with documentation as PDF files.

