FileMaker Licensing Guide 2020

v1.2 Dec 22, 2020

How are you going to pay for your license?

- Get perpetual with prepaid maintenance for as long as possible
- Project based public fund/donation/grant
- Pay for 1 year and review your needs next year
- Savings/revenue generated thanks to the system created
- Pay for 2 or more years (up to 5)
  - 15% off second year
  - 25% off third, fourth and fifth year
  - Adding more users later requires paying pro-rated price for the whole validity period
- Spare cash

How often do you upgrade your computers/OS?

- At least every 5 years
  - New license
    - Go with annual
  - Already have perpetual
    - Don't stop renewing
- Less than once every 5 years
  - Consider perpetual without renewing maintenance

Special cases

- Web users don't count as FM user, they just consume Data API bandwidth limit
  - Consider custom web app using FM Data API
- Many occasional users using only small subset of features
- Needing more servers
  - Users license allows 3 server installations
    - Even more can be requested if you provide a good reason
- Less than 10% uptime needed
  - Consider hourly billed FileMaker Cloud for AWS (soon to be deprecated)
- Vertical solution with 50+ total seats across all customers
  - Apply for SBA
- Hosting or multiple customers on one server
  - Currently only allowed by SBA
- 5 users or less connecting to someone else's server
  - You may benefit from buying single-user perpetual licenses instead (ESD)

(c) HOnza Koudelka, 24U s.r.o.

www.24uSoftware.com

Wherever you're from, we can take care of your licensing

24U SOFTWARE

Claris Partner PLATINUM

Claris Partner RESELLER

Multiple users?

- No
  - Get single-user FileMaker Pro Advanced
- Yes
  - Less than 15 users
    - User = any human who accesses the data via any FM client even just occasionally, even from a shared device
    - Get Users license
      - Even for just 2 users it is a good idea sense to have FileMaker Server
  - At least half of all employees will use FM
    - Every employee, intern and contractor counts, even cleaners
    - Get Site License
      - As many installations of FileMaker Server as is the seat count
      - FileMaker Pro and FileMaker Server can only be installed/used within the licensee's facilities (temporary home office acceptable)
      - Unlimited FileMaker Go and WebDirect users
  - At least 5 regular users and at least 15 occasional
    - Combine Users license and Concurrency license
  - Less than 1/3 of all users will connect simultaneously
    - Get Concurrency license
  - None of the above applies
    - Get Users license