

Qlik End of Perpetual License Sales (April 1, 2021) FAQs

What is changing for perpetual license sales?

As of April 1, 2021, Qlik will no longer offer perpetual licenses to new and existing customers. This includes Qlik Sense®, QlikView®, Qlik Data Integration and all add-on products. We also have updated subscription conversion offers to make it easier for customers to convert to subscription. Subscription enables customers to buy as they scale and enhances the customer experience.

What is the benefit to of this change to you, our customers?

- Subscription enables you to buy as they scale and enhances the customer experience.
- Subscription pricing lowers your initial investment and closes the gap faster between customer investment and value derived.
- Subscription has become the norm for both consumer and business spending, as it aligns closely to our customer's operating budget model and allows you to pay annually over the term.
- Our subscription offering ensures suppliers are continuously delivering the value and experience to justify your technology spend.

What are the updated subscription conversion offers?

To simplify product licensing, many customers are choosing to convert fully to subscription. We are implementing two easy conversion options:

- A Client-Managed subscription with a 3-year term
- A SaaS subscription with a 3-year term

For existing QlikView only customers, the Analytics Modernization Program (AMP) remains the path of choice for QlikView customers because it provides customers access to Qlik Sense including advanced technologies such as augmented analytics and the option to host QlikView and Qlik Sense in SaaS.

What if customers choose not to convert to subscription and wish to add more users?

Subscription conversion is being encouraged, not forced. However, customers who wish to expand must do so on a subscription basis. Some conditions apply such as being on the current Professional/Analyzer (P/A) model, using Qlik Licensing Server (QLS) and thus requires Qlik Sense April 2019 or later.

Will customers on perpetual licenses be able to renew their annual maintenance contracts?

Yes, customers on perpetual licenses will be able to renew their annual maintenance contracts. Any expansion of seats must be done via subscription (with a full conversion to subscription or mixed perpetual/subscription site).

What is happening with Token customers?

Token customers are encouraged to move to the Professional/Analyzers license model by maintenance renewal and we have added additional flexibility for customer that use *Login Access*.

Will perpetual Token customers be able to renew maintenance and expand users?

Yes, perpetual token customers can renew maintenance, but they must convert to the Professional/Analyzer (P/A) model to add new users.

How will we manage OEM customers?

OEM customers typically have unique contracts so they will be managed on a case-by-case basis.

Who should I contact if I have more questions?

If you have additional questions please contact your account team, your Qlik Partner, or send us your question [here](#) and we will be in touch.