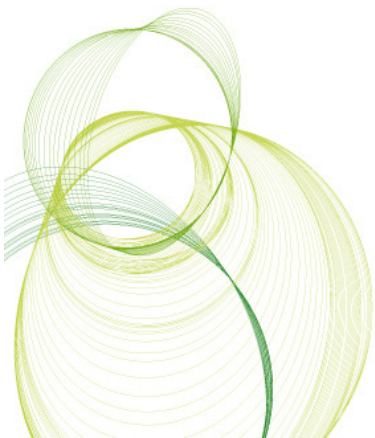# QlikView

Licensing and Pricing guidelines
QlikView 11

QlikView

Licensing and Pricing guidelines - QlikView 11

This document is prepared to support Sales to understand policies and restriction regard QlikView Product. For more detailed and technical information, please read the Product Tech Sheets and/or the Server Reference Manual published by Product Management.

Add on deals (new)

Any add on deal to an existing QlikView solution should be done through the same Channel as the initial order. This is important to make sure all licensing and maintenance agreements are in place. The reason for this would be the way we always reference the First Agreement Date in an additional Order Form and by this any amendment in the initial order will be incorporated by reference to the add-on order.

Direct Deals

Deals on QlikTech paper will support deal done by the NAM, an EIS or an ISR rep.

Indirect Deals

Deals on Partner will identify the Sell Through Partner on the opportunity as the Responsible Partner for the Account. Set as the Responsible Partner on the account sets the expectations and gives privileges in the relationship with the Customer:

- Responsible and paid for First Line Support
- Access to the Account, Contact and Private Opportunities in the Partner Portal
- Responsible for maintenance renewals toward the Customer
- Channel for add-on deals. As more users or other functions sold to an existing licensed QlikView Server will not create a new license key but update the correspondent attribute in the existing LEF file.

Any Customer could engage with the Partner of choice but only have relationship with one Partner at the time regarding buying more users and maintenance renewals. The reason is the structure of a QlikView Server doesn't allow a one too many relationship for performing add-on deals or First Line Support.

If the Customer would like to move this arrangement to another Partner or even to do deal with QlikTech, addition paperwork is needed. If the arrangement is to be moved to a new Partner, this has to be reported to the Local Controller to make sure all systems are updated. This is done on a simple from where the Customer confirm the original arrangement with the previous Partner are terminated and a new arrangement is finalized the new Partner. This form will make it possible for us to change the Responsible Partner for Customer in question.

Minimum Orders (new)

Minimum Order Quantities for new servers:

Enterprise Edition and Small Business Edition Server
5 Named User CALs is always required (minimum) but no other CALs now require a minimum.

Extranet Server
5 Extranet Session CALs is always required (minimum).

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Follow on orders:

Only 1 minimum value is now required if the transaction contains more than one CAL type. This means 5 Named User CALs and 5 Document CALs in the same transaction would be considered as a valid order and so on

Small Business Edition Server:
either 5 Named User CALs or 10 Document CALs

Enterprise Edition Server:
either 5 Named User CALs, 10 Document CALs, 1 Session CAL or 25 Usage CALs.

Extranet Server;
1 Extranet Session CAL or 25 Usage CALs

Exceptions:
SBE server: (Buy more or Upgrade) because of the maximum limitation:
If more than 21 Named User CALs are current on the QlikView Server we would allow a smaller number as the maximum number of Named User CALs is 25, for example:
21 existing + 4 new = 25
22 existing + 3 new = 25
and so on ..

SBE server: (Buy more or Upgrade) because of the maximum limitation:
If more than 91 Document CALs are current on the QlikView Server we would allow a smaller number as the maximum number of Document CALs is 100, for example:
91 existing + 9 new = 100
92 existing + 8 new = 100
and so on ..

Local Clients:

As a general term not to be sold to a Customer running aQlikView Server as they would get the same functions by a Named User CAL plus one more user on the server.

Features and Limitations overview

The table below lists the features and limitations of each edition of QlikView Server (✓ = supported, × = not supported).

	EE	SBE	IAS	QES
Licensing				
Named User CALs	✓	✓ (max25)	×	×
Document CALs	✓	✓ (max 100)	×	×
Session CALs	✓	×	✓ (included)	×
Extranet Session CALs	×	×	×	✓
Usage CALs	✓	×	×	✓
External Users Allowed?	×	×	✓	✓

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Clients

	EE	SBE	IAS	QES
AJAX (and mobile devices via AJAX)	✓	✓	✓ (WorkBench included)	✓ (WorkBench included)
Internet Explorer Plugin	✓	✓	×	×
Installed QlikView Client	✓	✓	×	×

Scalability

	EE	SBE	IAS	QES
Can be clustered (additional server license required)	✓	×	✓	✓
Unlimited Documents	✓	✓	× (1 doc only)	× (3 documents)

Integration

	EE	SBE	IAS	QES
Third Party Security Integration	✓	×	×	✓
Dynamic Data Update (Real-time Server is retired as a product from QlikView 11 SR1)	✓ With V 11 SR 1 included, no additional license needed	✓ With V 11 SR 1 included, no additional license needed	✓ With V 11 SR 1 included, no additional license needed	✓ With V 11 SR 1 included, no additional license needed

Features

	EE	SBE	IAS	QES
License Lease (offline access, Named User CALs required)	✓	✓	×	×
Annotations	✓	✓	×	✓
Collaboration (sheets, sheet objects, and input fields)	✓	✓	×	✓
Session Collaboration	✓	✓	×	✓
QlikView Publisher and PDF generation (additional license required)	✓	✓	×	×
QlikView Connector for use with SAP NetWeaver® (additional license required)	✓	✓	✓	✓
Test Server Option	✓	✓	✓	✓
Can be embedded in Microsoft SharePoint (QlikView Web Parts for Microsoft SharePoint) (additional license required)	✓	×	✓	✓

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	EE	SBE	IAS	QES
Licensing				
Build bespoke mashups/AJAX applications (QlikView WorkBench) (additional license required)	✓	✗	✓ (included)	✓ (included)
Security				
Section Access	✓	✓	✗	✓
Document Metadata Service (DMS)	✓	✗	✗	✓
Active Directory/NTFS	✓	✓	✗	✓
Anonymous User	✓ (with Session CALs)	✗	✓ (mandatory)	✗

QlikView

Editions of QlikView Server

QlikView Server comes in a number of editions designed for different organizations and purposes. Upgrading is done through the license key.

The various editions of QlikView Server are listed below.

Edition	Description
QlikView Enterprise Edition (EE) Server	QlikView EE Server is designed to be used in large and complex deployments and provides features such as unlimited documents, server-based collaboration, integration with third-party security systems, server clustering, and cluster licensing. The minimum configuration of a QlikView EE Server is 5 Named User Client Access Licenses (CALs).
QlikView Small Business Edition (SBE) Server	QlikView SBE Server is designed to be used in smaller deployments. The minimum configuration of a QlikView SBE Server is 5 Named User CALs.
QlikView Information Access Server (IAS)	QlikView IAS is a QlikView Server that includes QlikView Real Time Server and is licensed for an uncapped number of users, but limited to a single QlikView document. QlikView IAS runs in anonymous mode and must be publically accessible without authentication (on the public Internet), that is, it must not be placed behind a firewall. No QlikView client can access QlikView IAS – the user interface must be built by the end user either manually or by using QlikView WorkBench. **Note!** There is no license lease from QlikView IAS.
QlikView Extranet Server (QES)	QES allows end users to deploy QlikView solutions to their extranet. QES is based on QlikView EE Server, but only supports up to three QlikView documents. The server can be deployed with a combination of Session and Usage CALs. QES supports mobile clients and can be deployed in clustered environments. The AJAX client or a customized AJAX client can be used via QlikView WorkBench, which is included in QES. The minimum configuration of a QlikView SBE Server is 5 Extranet Session CALs. **Note!** There is no license lease from QlikView Extranet Server.
QlikView Test Server	QlikView Test Server is a license that provides an environment separate from production to use for data validation, application testing, and preparation/migration of QlikView documents to new versions and/or releases of QlikView. QlikView Test Server comes in two editions, QlikView EE Test Server and QlikView SBE Test Server, both of which have the same features and limitations as the corresponding production servers. In addition, the watermark "Test" is superimposed on all charts and added to all object captions. **Note!** There is no license lease from QlikView Test Server.

In addition to the editions of QlikView Server described above, there are also a number of additional, server-related products, all of which are listed below.

Product	Description
QlikView Real Time Server	The product Real Time Server is retired as of QlikView 11 SR1. Instead the function Dynamic update is available in all server editions. Dynamic update makes it possible to programmatically update field data in real-time without reloading the script. This is done via an API and the data is pushed out to the clients. **Note!** Dynamic update does not respect any Section Access that is in built into the QlikView document.
QlikView Publisher	QlikView Publisher is a license that adds significant functionality to the standard reload capability of QlikView Server. QlikView Publisher includes functionality to handle field level security and access control from central administration software like Window Active Directory or Novell® LDAP. QlikView Publisher is also needed to support complex distribution models for QlikView documents. In addition, each license of QlikView

Product	Description
	Publisher allows an additional node/server for reload, distribution, or security management in a multi-node/server deployment. With the additional component QlikView Publisher Report Distribution, any QlikView document report can be distributed as a .pdf file to a folder or via email or SMTP.
QlikView WorkBench	QlikView WorkBench (an add-on to QlikView EE Server) is a development tool for creating web mash-ups with QlikView. It features drag and drop editing capabilities within the Microsoft Visual Studio® development environment and allows for custom web interfaces and integration with third-party services. **Note!** QlikView WorkBench is not available for use with QlikView SBE Server.
QlikView Web Parts for Microsoft SharePoint®	QlikView Web Parts (an add-on to QlikView EE Server) for Microsoft SharePoint allows for rapid deployment of QlikView objects within Microsoft SharePoint portal environments. **Note!** QlikView Web Parts are not available for use with QlikView SBE Server.
QlikView Local Client	QlikView Local Client is a client with all functionality used to develop QlikView documents. QlikView Local Client is deployed, if the end user deploys local clients only.
QlikView Personal Edition	Anybody registered on QlikView.com is allowed to download QlikView and develop QlikView documents for personal use. There are no restrictions to QlikView Personal Edition except that it cannot open QlikView documents created by other users or perform an import of an entire layout from an XML file.

Client Access Licenses

To connect to a QlikView Server (QVS), each client needs a Client Access License (CAL). The CALs are purchased with QlikView Server and tied to the server serial number. A CAL is never transferred to a client, but a client uses the CAL when connecting to the server or, if a cluster license is used, a specific QlikView Server cluster. CALs cannot be transferred between different QlikView Server clusters. If a user is required to work with documents residing in different clusters, a separate CAL is needed for each of the clusters.

Note! The CALs require the QlikView Servers within a cluster to be within the same geographical and physical location and within the same network sub-net/segment.

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CAL Types

The CALs described below are used to provide users access to the various QlikView Servers above.

Note! CALs are used for licensing only and they have nothing to do with user authentication for data access purposes.

CAL Type	Description
Named User CAL (an identified user on a server)	A Named User CAL is assigned to a unique and identified user who may access as many QlikView documents as may reside on the server or server cluster to which the Named User CAL is assigned. A Named User CAL may be transferred to another user pursuant to the software licensing agreement, in which case there is a 24-hour quarantine before the Named User CAL can be transferred to another user. There is no time limit for how long a user assigned a Named User CAL can access a QlikView document.
Document CAL (an identified user within a given document)	A Document CAL is assigned to a unique and identified user who may access only the one QlikView document to which the Document CAL is assigned. Multiple Document CALs can be assigned to a particular user. For example, if a user connects to two QlikView documents, the user will have been assigned two Document CALs. A Document CAL may be transferred to another user pursuant to the software licensing agreement, in which case there is a 24-hour quarantine before the Document CAL can be transferred to another user. There is no time limit for how long a user assigned a Document CAL can access the QlikView document to which the CAL is assigned.
Session CAL	A Session CAL allows any user, identified or anonymous/unidentified, on one QlikView client to access as many QlikView documents as may reside on the server or server cluster to which the Session CAL is assigned for a minimum period of 15 minutes. For Session CALs, the QlikView client refers to each unique instance of the QlikView client (for example, the AJAX client, QlikView Desktop, or the Internet Explorer plugin) on the user's machine. The minimum session time for a Session CAL is 15 minutes, which means that sessions that end in less than 15 minutes will still consume the session until the 15 minute mark is passed; those which terminate after 15 minutes will consume their actual session length. By default, there is no maximum session length, but this can be configured.
Usage CAL	A Usage CAL allows any user, identified or anonymous/unidentified, to access only one QlikView document, residing on the server or server cluster to which the Usage CAL is assigned, from one client (for example, the AJAX client, QlikView Desktop, or the Internet Explorer plugin) for a time period of 60 minutes per 28-day period. If a user exceeds the 60 minute time limitation, the user will have consumed two Usage CALs without any warning being given to the user. Every 28 days, the Usage CAL is refreshed and the user may once again view a new QlikView document for 60 minutes, using the same Usage CAL. Usage CALs are continuously recharged (at a pace corresponding to 1/28 of the $total$ number of Usage CALs assigned to the QlikView Server per day).

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Identification

To use a Named User CAL or a Document CAL, the client user must be identified via an authenticated user name (Windows Active Directory or through a ticket exchange between the web server and QlikView Server). An IP address is not a valid form of identification for a Named User CAL. The two methods of identification cannot be mixed on the same instance of QlikView Server. Note that the user name identification requires Windows authentication on AJAX clients, since machine name identification cannot be used for these clients.

Any CAL used by an identified user may not be transferred to another user, unless the transfer is due to a change in the employment status or work duties of the prior user, in which case there is a 24-hour quarantine before the CAL be transferred to another user.

Document CAL Restrictions

The purpose of the Document CAL is to provide a mechanism by which licensees can license the use of a single document. To prevent the combination of many data models in a single document, there are restrictions in the documents that can be used with the Document CAL. However, the Named User CAL, the Session CAL, and the Usage CAL can be used to open any functional QlikView document. The Document CAL can only be used with documents that have a single contiguous data model and do not contain any chasm traps between tables.

Most common data models used in QlikView documents can be used for Document CALs. For instance, proper star schemas and snowflake schemas typically have the field with the highest cardinality in the fact table and the keys in dimensional tables have a lower cardinality. For snowflake schemas, the cardinality decreases further when moving away from the fact table. Documents containing such models typically fulfill the above demands and are well-suited for Document CALs.

Documents with multiple logical islands are normally not allowed. Multiple logical islands are only allowed, if the additional tables are unconnected and contain only few records or a single column.

In addition, the document may not contain any loosely coupled tables. Finally, the cardinality (that is, the number of distinct values) of the key fields must decrease when moving away from the fact table.

Combining Different CALs

A given instance of QlikView Server can carry any combination of the CAL types listed above. When different CAL types are combined on the same server, the order of priority in the CAL assignment is done as follows:

- If there is a dedicated Named User CAL for the connecting client, it is used.
- If there is a dedicated Document CAL for the connecting client, it is used.
- If a new Named User CAL can be assigned to the connecting client, it is used.
- If a new Document CAL can be assigned to the connecting client, it is used.
- If there is an available Session CAL, it is used.
- If there is an available Usage CAL, it is used.
- If none of the above, access is denied.

License Lease

A QlikView client that does not have a registered license is allowed to connect to QlikView Server and "borrow" a license, so that the user can work offline for a period of 30 days. The QlikView client must then make an authenticated log on (not anonymous) and obtain a Named User CAL. Each time QlikView is started, QlikView tries to contact QlikView

Server and renew the license lease. If the client cannot reach the server after 30 days, the license lease expires.

A license lease can only be used with QlikView Desktop and the Internet Explorer plugin. This means a license lease cannot be obtained when using an AJAX client.

Additional Server and Cluster Licensing

A special type of license is available to allow multiple QlikView Server installations to share the same license serial number and support shared CALs. The servers are automatically considered as clustered. Note that this configuration affects networks where unauthorized license sharing between test and production environments has been configured.

Note! The CALs require the QlikView Servers within a cluster to be within the same geographical and physical location and within the same network sub-net/segment.

Note! Cold Failover will not require an Additional Server licensed. This is supported by using the same QlikView Server license number in more than one server installation. The restriction would be that only one server could be active at any given time, hence this often considered to be a manual and Cold Failover solution.

Publisher and Addition Distribution Service

We are now introducing a new product for Additional Distribution Service. The is the same as for the Publisher. This feature is not new but to make the configuration as complete as possible, this new product is added. The Addition Distribution Service will be delivered in the Publisher license key and will be visible in the LEF file as the tag XS.

So this means if you Customer need more than one Publisher, you have two ways to enter products to the opportunity.

> If your Customer would like to have multiple Distribution Services and load sharing across multiple nodes you should combine the Products Publisher and Additional Distribution Service. If you Customer would like to use load sharing across 3 different nodes, you would need to sell 1 Publisher (includes 1 Distribution Service) and 2 Additional Distribution Services. This would be handled with only 1 license number and this could be installed on all nodes.

> The same scenario would be true if your Customer would like to have a single point of Management for multiple Publisher nodes not clustered. If they have in total 3 Publishers running but would like to only use one console for management, you would need to sell 1 Publisher (includes 1 Distribution Service) and 2 Additional Distribution Services. This would be handled with only 1 license number and this could be installed on all nodes.

But if you Customer would like to have different tiers in his deployment or multiple points of management, they would need to have 2 different keys. If they would need one Publisher in US and one in Europe, you would add the Publisher product for each needed node. In this case you Customer will receive 2 different license keys.

Upgrades

Existing End Users <u>with a valid</u> Maintenance & Support Agreement

Existing End Users are entitled to upgrade to version 11.

End Users deploying Local Clients

An upgrade to QlikView version 9 or later for QlikView Professional or QlikView Analyzer+ clients will result in a QlikView Local Client. The Maintenance & Support Agreement will not change and QlikTech will not recalculate the Maintenance & Support.

End Users deploying QlikView Servers

A QlikView Small Business Edition Server maybe upgraded to a QlikView Enterprise Edition Server by paying the price difference between the servers.

Transition of Local Clients to a QlikView Server Environment

We allow an End User with a valid Maintenance & Support agreement to upgrade to a Small Business Edition or an Enterprise Edition QlikView Server and migrate all existing Local Clients to Named User CALs without paying any delta price for the users. Where there has been a significant discount on the previously licensed Local Clients, the pricing policy is to upgrade the Local Clients to Named CALs by charging the difference between the current list price and the previous license fee paid per local client, before we permit the End User to do the migration.

The End User needs to order and pay for the QlikView Server – either Small Business Edition, or Enterprise Edition. Maintenance & Support Agreement will be charged from delivery date according to the standard terms. There will be no changes to the existing Maintenance & Support Agreement and no refund of already paid Maintenance & Support Agreement fee for the upgraded Local Clients.

Examples:
Scenario I – Local to local
The End User has licensed 1 QlikView Developer and 1 QlikView Professional and 3 QlikView Analyzer+ as Local Client. When the upgrade to version 9 or later is done, the End User will have 5 QlikView Developers. There is no need for creating a new license key; the existing LEF file will work. There will be no change to the existing maintenance agreement or fee.

Scenario II – Local to Server
The End User has licensed 4 QlikView Developer and 2 QlikView Professional and 1 QlikView Analyzer+ as Local Clients and would like to upgrade to a Version 11 QlikView Small Business Edition Server. We would upgrade (deactivate) the existing Local Clients to 7 Named User CALs and charge for the QlikView Server. The Maintenance & Support Agreement for the QlikView Small Business Server will be charged from delivery date. No change will be applied to the existing Maintenance & Support Agreement for the upgraded (deactivated) Local Clients.

If the End User would like to add more users to the server, this will be handled as a normal transaction based on the new Price list. Maintenance & Support Agreement will be charge from delivery date with 20% from net price.

Scenario III – Server environment with local clients to v11
The End User has licensed a QlikView Enterprise Edition Server with 150 Named User CALs and has also licensed 5 QlikView Developers and 10 QlikView Professional. On the End

User request we would upgrade (deactivate) the 15 Local Clients and deliver 15 Named User CALs. No change will be applied to the Maintenance & Support Agreement.

Upgrades from Document CALs to Named User CALs.

An End User with Document CALs will be entitled to upgrade to Named User CALs. The End User can upgrade one or the maximum two Document CALs to a Named User CAL by paying the delta price. When a Document CAL is upgraded it can no longer be used. Examples:

(I) An End User would like to upgrade 50 Document CALs to 50 Named User CALs. The upgrade will cost 50 * USD 1 350 less 50 * USD 350. The LEF-file will be updated with 50 more Named User CALs and less 50 Document CALs.

(II) An End User would like to upgrade 100 Document CALs to 50 Named User CALs. The upgrade will cost 50 * USD 1 350 less 100 * USD 350. The LEF-file will be updated with 50 more Named User CALs and less 100 Document CALs.

(III) An End User would like to upgrade 50 Document CALs to 25 Named User CALs. The upgrade will cost 25 * USD 1 350 less 50 * USD 350. The LEF-file will be updated with 25 more Named User CALs and less 50 Document CALs.

Upgrades from Q4C to QlikView Extranet Server.

This license lifecycle ended with the release of QlikView version 9 SR1. We will offer two different upgrade paths.

If the Q4C license are used internally

Any End Users with a QlikView Community User or a Q4C license used for internal users will be entitled to exchange these licenses for Document CAL licensing on a QlikView Server. In addition, the customer needs to license a QlikView EE Server if they not already have one. The numbers of Document CALs are to be calculated as per the follow examples;

(I) If an End User has 3 units (300 users/1 document) for Q4C this will give 300*1= 300 Document CALs.

(II) If an End User has 6 units (300 users/2 documents) for Q4C will give 300*2 = 600 Documents CALs.

No partial upgrade will be allowed. No change to the existing Maintenance & Support Agreement. Incremental License fee for the new EE Server plus 20% Maintenance will be applied. No change to the existing Q4C Maintenance fee.

If the Q4C license are used externally (only applicable if V10 are used)

Any End Users with a QlikView Community User or a Q4C license used for external users will be entitled to exchange these licenses for Session CAL licensing on a QlikView Extranet Server. The maximum numbers of Documents are set to 3. The numbers of Session CALs are to be calculated as per the follow examples;

(I) If an End User has 3 units (300 users/1 document) for Q4C this will give 300/10= 30 Session CALs

(II) If an End User has 6 units (300 users/2 documents) for Q4C will give 300/10 = 30 Session CALs.

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No partial upgrade will be allowed. No change to the existing Maintenance & Support Agreement. Incremental License fee for the new Extranet Server plus 20% Maintenance will be applied. No change to the existing Q4C Maintenance fee.

Any discount has to be approved by the standard discount approval process.

Existing End Users <u>without a valid</u> Maintenance & Support Agreement

If an End User doesn't renew the Maintenance & Support Agreement they are permitted to install all releases published for the Version of QlikView available at the time the End User lapsed the Maintenance & Support Agreement but not any subsequent releases.

If the time from last renewal date is less than one year, we would backdate the Maintenance & Support Agreement and invoice the Maintenance & Support fee from last renewal date. At the same time we will issue a new invoice for the next year.

If the time from last renewal date exceeds 12 months, we will charge the licenses fee according to the current price list and demand a new Maintenance & Support Agreement to allow the End User to upgrade to QlikView 11.

Examples;

Scenario I
The End User termed the Maintenance & Support Agreement 9 months previous to the request to upgrade. Maintenance & Support Agreement totaled to USD 11 800. We would backdate and invoice the Maintenance & Support Agreement and approve the upgrade process.

Scenario II
The End User termed the Maintenance & Support Agreement more than 12 months previous to the request to upgrade. The End User has to repurchase the license prior to the upgrade to QlikView Version 11. Any license discount has to be approved through the Approval process.

--end--