

Embarcadero Licensing with Grey Matter »

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Agenda »

- › Introduction
- › New Licences
- › Upgrading versions
- › Renewals
- › Questions / Discussion





About Grey Matter

- > Launched in 1983
- > Software reseller and cloud service provider focused on supporting developers and technology-led companies
- > Acquired by the Climb Global Solutions (NASDAQ: CLMB) in 2020
- > Offices in the UK, Canada, Ireland and the USA
- > Vast catalogue of solutions from leading and niche vendors
- > Cyber security, ISV, Microsoft, Embarcadero and mapping specialist teams

Grey Matter Embarcadero Team

Andy Hill – Renewals & Support

Robin Ashby – New Licensing & Support

Note: Please remember Andy and I are not technical; our job is to find the answer or the person to help resolve your issue.

You also don't have to be in support to talk to us we are here to help all Embarcadero users.



New Licensing

Licence Types

Workstation

A Workstation (Named) licence is for use by one person. It is not intended to be shared by multiple users. For more information, see [Registering a Workstation Licence after Application Startup](#). The Workstation licensing option works best for power-users who need a copy of the software available on their workstation at all times.

Network Named User

A Network Named User licence is similar to Workstation licensing in that a licence is designated to an individual. Licences are managed over a network using a License Server. An administrator installs the Licence Server in a central location on your network where users are authorised to operate the product. The Network Named User is permitted access to that licence at all times but may be restricted by the Administrator, if required.

This option has many advantages including centralised administration, fast and easy provisioning and de-provisioning of software assets, and asset management features including usage reports.

Network Concurrent

Network Concurrent licences are managed through the Licence Server. This provides multiple users with the flexibility of using any Embarcadero product, but each user will only acquire a licence when the application or feature is open. This licence option tracks the number of simultaneous users. If the number of simultaneous users exceeds the number of purchased licences, anyone who subsequently tries to start the software is denied access.

*Network Concurrent licences are only valid for the geographic region in which they are sold.

Upgrading versions

Licence Upgrade path

A licence can be upgraded to the next version as long as the licence is in Maintenance*

Examples - Delphi/C++ Professional to Enterprise

Delphi/C++ Professional to RAD studio Professional

Delphi/C++ Enterprise to Architect

Delphi/C++ Enterprise to RAD studio Enterprise

* If a licence has less than 12 months maintenance to run an extra year of Maintenance will need to be included

Maintenance & Support

What's included

Update Subscription provides:

- > All updates and hotfixes for the current release
- > Ongoing maintenance - updates and hotfixes
- > Access to all Updates and Upgrades for Active Subscribers
- > 3 Annual developer support incidents
- > Exclusive bonus features, add-ons and technical content
- > Licence mobility (you can switch the license to another user only if the licence is in maintenance)

Note: If you do not renew within 12 month of licence expiry date you will be required to purchase a new licence.

Platinum Support

What's included

The Platinum Enablement package provides additional assistance to ensure a smooth deployment. This package includes all the support features and benefits that are included in our Standard Software Maintenance and Support, plus customised features to protect your investment with an 'insurance policy' of specialised services, above and beyond our standard support.

This package includes:

- › Safeguard your operations and ensure deployment success with **flexible project support** (installation, migration and upgrades).
- › Optimise your deployment and improve your ROI value with proactive **usage assessment support** to gain expert insights on ways to improve product usage.
- › Reduce ramp time and resolve issues faster with **remote product guidance sessions** with Client Success Manager (CSM).
- › Be among the first to evaluate future releases with **beta program privileges** (early invitations, early access and priority enrollment)
- › Receive **priority support** for issues submitted via the website and telephone
- › Provides strategic roadmaps and business sync sessions with Product Management Team

Do I need support ?

Simple answer It depends on your development roadmap

I would recommend it for the below

1. Mobile application developments
2. Security compliance (Cyber Essentials Plus & ISO 270001)
3. If you are actively selling an application to new subscribers.
4. If you have a regular turnover of developers and need to reassign the license.

Otherwise no you don't need to have support you can continue to use the version you have. But to save costs you will need to not move to a newer version for 4 plus years

Do I need support ?

Is it cheaper to be in maintenance?

Licence Cost Professional	Year 2	Total	Year 3	Total	Year 4	Total	Year 5	Total
£1,539.00	£399.00	£1,938.00	£399.00	£2,337.00	£399.00	£2,736.00	£399.00	£3,135.00
£1,539.00	£0.00	£1,539.00	£0.00	£1,539.00	£0.00	£1,359.00	£1,539.00	£2,898.00

If you update after 3 years your total cost would be **£2,898.00** against £2,337.00

If you update at year 4 your cost would be **£2,898.00** against £2,736.00

Licence Cost Enterprise	Year 1	Total	Year 2	Total	Year 3	Total	Year 4	Total
£3,299.00	£999.00	£4,298.00	£999.00	£5,297.00	£999.00	£6,296.00	£999.00	£7,295.00
£3,299.00	£0.00	£3,299.00	£0.00	£3,299.00	£0.00	£3,299.00	£3,299.00	£6,598.00

If you update after 3 years your total cost would be **£6,598.00** against £6,296.00

Summary

If you are unsure of the best course of action always talk to either Andy or myself and we will advise on the best course of action.

We can help with special offers and multiple year deals which give discounts and protect against increases in costs.

Questions

Any Questions?

Get in contact


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