



Openbravo Subscription and Pricing Guide

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About This Guide

Thank you for your interest in learning more about subscribing to Openbravo software. This guide provides a wealth of information designed to help you make more informed investment decisions in line with your specific business requirements.

If you have any questions about licensing, pricing, or related topics, feel free to either contact your Openbravo Authorized Partner or your Openbravo sales representative.

Openbravo reserves the right to review and/or update the existing version of this document without any advance notice.

This guide does not supersede or replace any of the legal documentation covering usage rights for Openbravo products.

The Subscription and Pricing model from Openbravo: benefits for you

The following features of Openbravo's subscription and pricing model help ensure your Openbravo software delivers maximum value for your business:

- **Lower initial cost and high flexibility** to increase or decrease subscription counts from one subscription term to the next
- **Enterprise and Professional Editions** to better adapt to your business needs
- Higher value and flexibility provided by **concurrent users** subscription
- **Full access to all existing functionality** from both editions so you don't need to worry about future limitations
- **Full and Limited users** to better adapt to your user profiles with Enterprise Edition
- **Higher flexibility and better budget control with multi-year subscriptions** that provide important pricing benefits and allow you to be more focused on your business
- **Deployment flexibility** with both On Premise or Openbravo Cloud
- **Premium solutions included at no additional charge** such as Openbravo Analytics or Mobile Infrastructure that help to ensure you are acquiring a future-proof technology platform

Openbravo Solutions

Openbravo provides its customers with two different solutions:

The **Openbravo Commerce Suite**, a multichannel retail business solution that allows specialty retailers to manage their entire business and transform their physical store channel to deliver great shopping experiences, while enabling more focus on business differentiation thanks to a highly flexible and extendible commerce technology platform, which is mobile-enabled and cloud-ready

The **Openbravo Business Suite**, a global management solution with broad horizontal ERP functionality developed on top of a highly flexible and easily extendable web, mobile-enabled and cloud-ready technology platform.

Openbravo solutions can be deployed On Premise or in the Cloud.

Openbravo Subscription Model

Openbravo Editions

Openbravo distributes its solutions in 3 different editions:

- Openbravo **Community Edition**, a totally free web-based ERP solution including a vast horizontal ERP functionality from Sales to Purchasing Management, Warehouse and Financials Management, released under the [Openbravo Public License](#). A good way for developers and advanced users to get to know Openbravo and in general for companies not interested in premium functionality nor in professional services.
- Openbravo Commercial Editions, that extend the free Community Edition with exclusive benefits:
 - Openbravo **Enterprise Edition**, preferred by most of our mid-sized and larger clients that require a substantial number of users and terminals and the highest level of support
 - Openbravo **Professional Edition**, a great way for our clients to start benefitting from a more affordable enterprise class Openbravo Solution with a limited number of users and terminals and requirements for a standard level of support.

The Openbravo Commercial Editions extend the free Community Edition with **exclusive features and access to professional services delivered by Openbravo and its Official Authorized Partners network**. An Openbravo Commercial Edition is the best choice for a business to start benefitting from a fully professionally supported solution offering a complete set of exclusive functionality that will provide the maximum business value for today and in the future. Exclusive functionality is delivered in 3 ways:

Functionality	Description
Premium core modules	Premium core modules include: <ul style="list-style-type: none"> ▪ Production Management & MRP ▪ Projects & Service Management
Premium core features	Key premium core features currently include features like: <ul style="list-style-type: none"> ▪ Integrated Audit Trail ▪ Ability to Personalize Windows ▪ Name / Save Views ▪ Google Accounts Integration (this may require a not included Google API license)
Ability to install commercial modules	A growing list of commercial modules is available delivered by both Openbravo and its partners. Some of these commercial modules available today include:

Functionality	Description
	<ul style="list-style-type: none"> Professional localization packs Connectors with third party solutions like with Magento¹ Functional extensions like "Warehouse Picking" Complete solutions like "Academies Management" Tools like "Initial Data Load"

Commercial modules are released under the [Openbravo Commercial License](#).

Many more premium features and commercial modules are available and periodically released through official Openbravo Maintenance Packs or published by our partners. Our public [Product Roadmap](#) shows you what is coming from us in the coming quarters.

	Community	Enterprise	Professional
Openbravo Commerce Suite	●	●	●
Openbravo Business Suite	●	●	●
Openbravo Cloud	●	●	●
Basic Core Modules	●	●	●
Premium Core Modules	●	●	●
Public Extension Modules	●	●	●
Commercial Extension Modules	●	●	●
Openbravo Analytics	●	●	●
Application Monitoring Tool	●	<i>Included 1 server</i>	<i>Optional</i>
Mobile Infrastructure	●	●	●
Support	●	<i>24x7 Premium SLAs</i>	<i>Standard</i>
Additional Professional Services	●	●	●

¹ In general the Openbravo subscription for these connector modules won't include possible required licenses for the corresponding third-party system that if necessary will need to be acquired by the customer through their regular channels.

How Openbravo product subscriptions work

For the Enterprise and Professional Editions, Openbravo solutions are offered to customers under a **Subscription Based Model**. The Customer gets access to use the Openbravo solution for a limited period (one to multiple years) and the corresponding Edition, based on the following subscription types:

Product	Subscription Type
Openbravo Commerce Suite	<ul style="list-style-type: none"> ▪ Concurrent User subscription ▪ POS terminal subscription
Openbravo Business Suite	<ul style="list-style-type: none"> ▪ Concurrent User subscription

Subscriptions are non-perpetual licenses that can be only used during the term of the agreement (from one to multiple years). Customers receive term-based rights to use Openbravo solutions and services as part of a service offering. The customer may benefit from a lower initial licensing cost and flexibility to increase or decrease subscription license counts from one subscription term to the next.

Customers can access additional features and tools, available through extension modules. For each extension module specific subscription terms can apply which may differ from the base solution.

Concurrent User Subscription

Concurrent user subscriptions are **based on the maximum number of users that may access the Openbravo solution simultaneously**. Concurrent user subscriptions can be shared between multiple individuals with the limitation being the number of individuals that are able to access the Openbravo solution at the same time.

Concurrent user subscriptions are assigned temporarily to a user for the duration of their active session. Once that individual ends the active session, the user becomes available for use by another individual.

Under the concurrent user subscription model, Openbravo allows two different user types:

- **Full User** subscriptions provide users full access to all of the subscribed solution functionality through any and all modes of access and for an unlimited time. As long as the number of users needing simultaneous access to the solution does not exceed the number of Full User subscriptions you have acquired, these users are properly subscribed for full access to the complete solution functionality.
- **Limited User** subscriptions provide users a limited use of the whole system functionality either in time or in scope. The Limited User license is designed to give customers a lower-cost alternative for extending ERP to users who only need to perform very specific and limited tasks or make use of the system during a very limited time during the day. Limited User subscriptions in Openbravo include:

Limited User Type	Description
Casual Users	<p>Casual users allow Openbravo to be price effective in those situations where only a minority of the staff connects to Openbravo on a regular basis while others make limited usage of the system.</p> <p>If that limited usage is distributed in time, normal concurrent users will be adequate; however, if the limited access tends to be concentrated during peak hours, normal concurrent user access might be too limiting.</p> <p>The typical situation is with large professional services organizations, where a small number of administrative staff make continuous usage of Openbravo while the bulk of the users access the system to report time and expenses against projects. Since that tends to happen on Friday afternoon, under full concurrent user rules customers would need to subscribe to a very high number of concurrent users to accommodate that spike. Casual users allow the flexibility to accommodate peaks of usage at a very competitive price.</p>
Portal Users	<p>A Portal User is entitled to use a limited standard Openbravo functionality through the portal, a simplified user interface based on a special workspace. The user can only use the functionality that can be accessed through this portal. This pricing option cost-effectively accommodates usage scenarios wherein a significant portion of the end user community will only use Openbravo for very limited functionality or with a very limited interaction with the existing business processes. A typical scenario can be the case of giving access to external users (suppliers...).</p>

POS Terminal subscription

A POS subscription is **assigned to a device for accessing the POS solution**. Unlimited users are allowed to access the POS from the terminal. Users requiring access to an additional functionality will need to use an additional Concurrent/Named User.

Additional functionality

Openbravo is a **fully modular platform**. Modularity changes the way in which Openbravo can be adapted to user needs. Instead of customizing the code to match user requirements, it is possible to externally -from an independent module- extend functionality and to configure it, providing higher flexibility and greatly simplifying the way of adapting the system to customer needs.

Additional functionalities developed by Openbravo or its Partners are provided to customers through extension modules. Examples of extension modules can be localization packs, functional extensions, reports, connectors with third party solutions, development and configuration tools or complete vertical solutions amongst others.

Extension modules can be **Public** or **Commercial**:

- Public: available to all Openbravo Editions
- Commercial: only available to Enterprise and Professional Editions. Free or fee based commercial modules

A list of hundreds of modules exist that can be used to extend the standard functionality.

Localization Packs

Localization is the process of **adapting software to meet country-specific laws or regulations**. Openbravo or its partners localize their solutions to include features and functionality designed to address specific tax, accounting or financial reporting requirements for various countries. Features or functionalities that are available in a particular country may not be available in all countries.

Translation is the process of **adapting software or documentation to meet language requirements for a particular country**. For a given language, Openbravo may translate some, all or none of the user interface and documentation for Openbravo solutions.

Localization Packs are available as either:

- Community Localization Packs: provided by the Openbravo Community and offered without any guarantee of completeness, support, maintenance and future evolution in response to legislative changes.
- Professional Localization Packs: only provided by Openbravo and its Partners as an exclusive service to Commercial Edition subscribers and offering support, maintenance and guaranteed evolution in response to legislative changes.

Multiple Localization Packs can be installed in a single Openbravo system. Ask your Openbravo Partner or your Openbravo Sales Representative to find out the price of each required Localization Pack.

Mobile solutions

Openbravo's mobile-ready platform allows you to easily extend your business processes to any of your employees' mobile devices and touch screens. Thanks to the Openbravo Core Mobile Infrastructure you can **build and deploy mobile applications for secure access to business processes, anytime, anywhere, and on any device** thanks to the use of HTML5 and responsive design technologies.

The Openbravo Core Mobile Infrastructure **also ensures uninterrupted operations** thanks to its offline capabilities from your mobile or fixed device by using local browser storage of transactions processed during connection outage and offers transparent synchronization with the back-office once connectivity returns.

Mobile applications may require to subscribe to concurrent users and/or terminals.

Openbravo Analytics

[Openbravo Analytics](#)² is a **full web embedded analytics solution** that provides fast access to business information in the browser, in both graphical and pivot-style formats, with minimal IT overheads, since it can be installed as a single module in the same Openbravo instance³.

It combines the power of high-performing open source business intelligence components from [Pentaho](#) and [Saiku](#) allied with the Openbravo highly productive user interface to provide a fully integrated analytics solution for the creation of OLAP cubes and analytical reports to analyze your company's data. For end users it provides also a powerful visual tool that allows to see results and enables you to drill through dimensions, export the report, show graphics...

Application Monitoring Tool

The Application Monitoring Tool is another commercial module based on a third party solution by [AppDynamics](#), that is installed by the application server and that **enables monitoring of Openbravo application elements**. Under the most typical deployment scenario (single server) it means that only one installation will be necessary.

Connectors with third-party solutions

Connectors are just integration modules with existing third-party solutions such as the existing Magento and SugarCRM connector and usually developed by Openbravo Partners.

Ask your local partner to find out about the existing list of connectors and their pricing.

Other modules

Additional tools or solutions are also provided as modules.

Ask your local partner to find out about the existing additional modules and their pricing.

² Watch a short Openbravo Analytics video [here](#)

³ Due to Mondrian, for large instances with big datasets it can make sense to host the Openbravo database on a separate server, to share the load between the application and database server.

Extending the Openbravo solution

Development tools

A suite of tools is available to help partners adapt the Openbravo Solution to their customers. Openbravo provides full freedom to create as many as needed new application objects like tables, reports, windows or to modify the existing ones. No additional developing tools need to be subscribed.

Sponsorship development

There are some cases when customers can require a non-existing functionality, which has been already identified by Openbravo in its Roadmap and will be developed in the future.

In these cases, **the Roadmap Acceleration program offers important benefits** to customers with very special commercial conditions and the security of a fully maintained functionality by Openbravo in the future. The new functionality is generalized and developed by Openbravo. It is made available to all customers as part of the standard software distribution or as a new specific module.

The main benefits of this program are:

- A lower TCO in the life cycle thanks to guaranteed support and maintenance and guaranteed evolution in future versions by Openbravo
- Enhanced design, supporting customers' requirements and generalized to support best industry practices
- Best value thanks to being developed by Openbravo experts. Receive discounted price list and additional discounts depending on relevance for our Roadmap

Contact your Openbravo Partner or your Openbravo Sales Representative for additional details.

Activation key

After acquiring an Openbravo Subscription (or [requesting a free trial](#)), the customer will receive an email containing an attached text file, which contains its own System Key for the purpose of activating its Entitlements. The entitlement key grants rights in relation to the product for use by the purchased number of users and/or POS Terminals.

Customers can activate more than one instance with a (non-trial) System key. Usually they will activate one (or more) instances for development, one instance for testing and one instance for production. A license key can be used to activate one and only one production system.

Licenses for Additional Software

Licenses for additional software that may be required for the solution, such as Microsoft Windows or Oracle database, are not included with the Openbravo subscription and must be acquired separately in accordance with the applicable licensing requirements for these products.

Maintenance and Support

In addition to securing your Openbravo software subscription, you want to maximize the business value of your Openbravo solution today and deploy new and improved functionality that can benefit your business in the future. By acquiring an Openbravo Enterprise or Professional Edition, Openbravo offers comprehensive maintenance and support services designed specifically to meet these requirements.

During the term of the subscription Openbravo support provides you with continuous improvement and innovation of your software through new releases as well as support to your Openbravo Partner with committed SLAs per incidence based on different priority levels.

Subscription terms

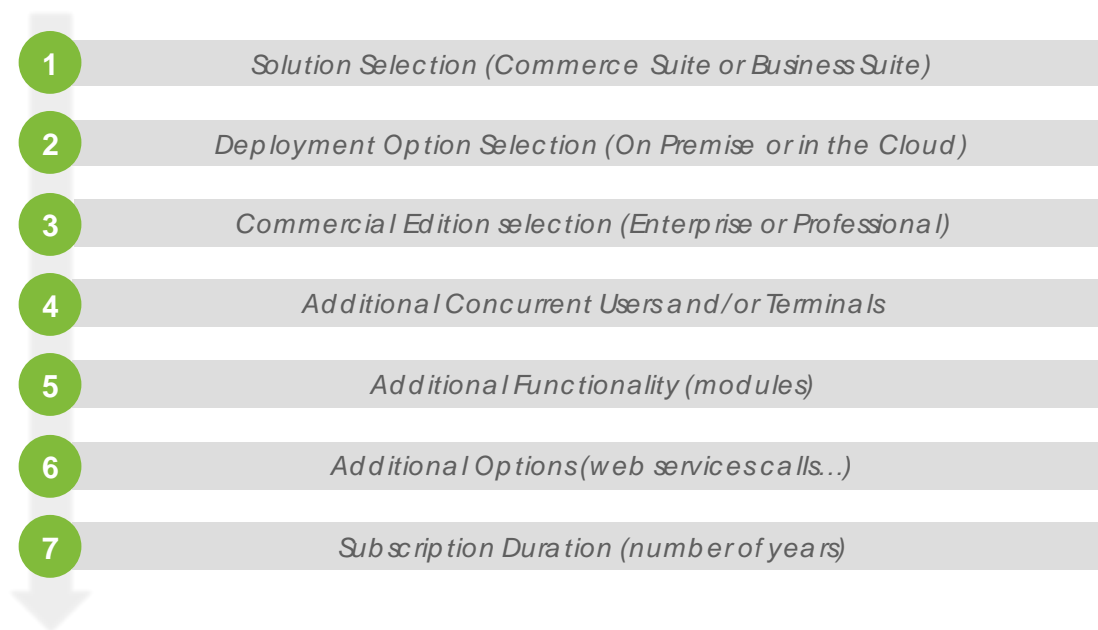
Once the subscription expires, and if its system had commercial modules, the customer has two options:

1. Continue using the system as it is. In this case there are no options to increase the number of users or devices
2. Uninstall all existing commercial modules and revert back to a Community Edition

Openbravo Pricing Model

Your final Openbravo fees will be determined by the final combination of the following elements, and include two main components depending on your deployment option:

- Software Subscription Component: based on your chosen solution, edition, number of concurrent users and POS terminals and additional software options
- Cloud Subscription Component: based on Cloud infrastructure resources and related services required to cover your business requirements



Solution selection

The customer will select either the Openbravo Commerce Suite or the Openbravo Business Suite. This selection will influence the pre-packaged features, available additional options and the Edition pricing.

Deployment option selection

Openbravo products can be deployed On Premise or in the Cloud with Openbravo Cloud. [Openbravo Cloud](#) is only available for an Enterprise Edition. When you choose Openbravo Cloud, you will be charged with additional costs corresponding the required Cloud infrastructure (servers, storage) and related services.

Ask your Openbravo Partner or Openbravo Sales Representative for details.

Commercial Edition selection

Both Enterprise and Professional editions give access to the whole public and commercial functionality. Some specific extension modules can be priced differently for Professional and Enterprise.

The Openbravo Analytics subscription is included at no additional cost for both editions⁴. Specific additional reports built on top of the Openbravo Analytics infrastructure and released in coming Maintenance Packs could be priced separately.

A full use subscription to the Openbravo Core Mobile Infrastructure is included at no additional cost for both Enterprise and Professional Editions, giving the capacity to use and create an unlimited number of mobile applications and allow an unlimited number of mobile users and devices.

Additional free commercial modules can be included for each edition. The rest of the modules will be charged according to their pricing conditions.

Openbravo Enterprise Edition

The Enterprise Edition is preferred by most of our midsize and larger clients that require a substantial number of users and terminals and the highest level of support.

It gives access to exclusive features such as Casual or Portal users or exclusive 24/7 Premium Support and unlimited access to web services for integration with external systems. The subscription fee also includes two seats to on-line functional or technical training per year at no additional cost or premium tools such as the Application Monitoring Tool⁵. Openbravo Cloud is only available for Enterprise customers.

Openbravo Professional Edition

The Professional Edition is a great way for our clients to start benefitting from an Openbravo Solution with a limited number of users and terminals and requirements for a standard level of support.

Customers choosing the Professional Edition receive Standard Support and have access to an allowance of 500 web service calls per day at no additional cost.

The Openbravo Professional Edition doesn't include the license to any server for the Application Monitoring Tool but this can be subscribed as an option.

⁴ Only for Enterprise and Professional Edition in the new 2014 pricing or newer. Extra fees apply for customers with the previous pricing

⁵ See next section in this document *Subscribing the Application Monitoring Tool*

		Enterprise	Professional
Solution	Commerce Suite	●	●
	Business Suite	●	●
Deployment	On Premise	●	●
	Openbravo Cloud	●	●
Subscription Types	Full Concurrent User Subscription	●	●
	Limited Concurrent User Subscription	●	●
	POS Terminals Subscription	●	●
	Min Number of Concurrent Users and/or POS	20 Concurrent Users and 20 POS Terminals	5 Concurrent Users and 5 POS Terminals
	Max Number of Concurrent Users and/or POS	No maximum	20 Concurrent Users And 20 POS Terminals
Core Functionality	Public Core Modules	●	●
	Premium Core Modules	●	●
Extension Modules	Public Extension Modules	●	●
	Commercial Extension Modules	●	●
Premium Solutions	Embedded Analytics	●	●
	Application Monitoring Tool	1 server included	Optional at a cost
Interface	Unlimited Web Services Calls	●	●
Mobile	Mobile Core Infrastructure	Full access	Full access
	Mobile solutions	POS Purchasing, Warehouse	POS Purchasing, Warehouse
Professional Services	Support Services	24/7 Premium SLAs	Standard SLAs
	Training Services	2 seat per year to scheduled online functional and/or technical training included	Optional at a cost
Subscription Terms	Yearly Subscriptions	●	●
	Multiyear Subscriptions	●	●

Additional Users and POS Terminals

When the number of users and terminals included in the base edition fee is not enough, customers can acquire additional users and POS terminals. For these additional units a tiered pricing model applies.

Additional functionality

Additional functionality can be incorporated by subscribing to existing extension modules. Each extension module will have its own subscription terms. Typically:

Subscription Terms	Description
User or Devices based	Annual fee based on the number of subscribed Users or Terminals
Perpetual fixed	A single fee paid only one time
System based	Annual or perpetually based on the number of systems
Number of employee	Annual fee based on the number of employee records, a typical

Subscription Terms	Description
records	model for example with human resources modules

Additional subscription options

Interfaced access to Openbravo software

Professional Edition customers will be able to buy additional web services calls in packs of 500 per day.

Subscription duration

Enterprise and Professional Edition customers can decide about the subscription duration and therefore be interested in one year or multi-year subscriptions.

Multi-year subscriptions are **long-term agreements that allow customers to subscribe to an Openbravo solution for a number of years** instead of the regular one-year subscription. Customers pay in advance for the resulting subscription fee and in return they can benefit from special commercial conditions (growing discounts based on number of years).

Rather than having to renew their contracts every year, with multi-year subscriptions customers have the **assurance of continuous service coverage at fixed prices. Customers also benefit from financial incentives and can better manage their budget.**

Multiyear subscriptions can also help reduce the administrative burden for customers and partners. Instead of having to renew every year, customers know that they have uninterrupted service coverage, while partners have to make the renewal call only once every two or more years, offering an opportunity to discuss other matters important to a customer's evolving business.

Customers not interested in multi-year subscriptions can benefit from volume discounts on each new purchase.

Ask your Openbravo Partner or Openbravo Sales Representative for additional details.

Additional information

- Editions and Pricing section for the [Openbravo Commerce Suite](#) and [Openbravo Business Suite](#)
- [Demo section](#) where you can experience our Product Tour and our Online Trial
- [Openbravo Commerce Cloud](#) solution description

Need more information? Please [contact us](#)! We can help you!

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