



# SBA (Solution Bundle Agreement)

## Overview

Many customers share a need for packaged custom apps that are specifically designed for their industry or task. FileMaker, Inc. encourages the creation of professionally developed apps bundled with FileMaker software for specific industries or vertical markets.

The Solution Bundle Agreement (SBA) program addresses this and is designed for FBA solution providers who want to distribute FileMaker software with their commercial application as a product. You must be a FileMaker Business Alliance (FBA) partner to be eligible to participate in this program.

The SBA program offers FBA partners a unique and affordable way to bundle FileMaker software with a complete custom app to sell to clients. Please review the pricing and application requirements.

## Licensing benefits and requirements

- You will receive a 50% margin on the following corporate licensing programs:
  - Annual FileMaker User Licensing
  - Perpetual FileMaker User Licensing
  - Annual Concurrent Connections Licensing
  - Perpetual Concurrent Connections Licensing
- Minimum initial order of 10 User Licenses and/or Concurrent Connection Licenses.
- There is a 5-license minimum for reorders. Reorder pricing is based upon the quantity of the reorder only. The pricing tier is not impacted by past or future orders.
- Each year, SBA program participants must renew or purchase a minimum of 50 User Licenses and/or Concurrent Connection Licenses per approved solution per year to stay in the SBA program.
- FileMaker, Inc. reserves the right to audit customer licensing usage.

## SBA requirements

- Be an active FileMaker Business Alliance (FBA) partner.)
- Custom apps considered for the SBA program must be submitted to FileMaker, Inc. for review and approval.
  - Provide a 5-10 minute informal video demonstrating the custom app using YouTube/Vimeo/link
- Provide a link to your hosted demo app with full access permissions. Provide user name and password. It may only be modified for integration/implementation purposes (e.g. connect to other hardware and systems) and personalization purposes (e.g. client company logo for example).
- Bundle the FileMaker Platform with the approved custom app. FileMaker software purchased under SBA program cannot be sold separately from the bundled app.
- Provide sales reporting of end-user customers with each subsequent order. FileMaker, Inc. reserve the right to audit.
- Maintain your account with FileMaker in accordance with our terms by regular, on-time payment of invoices.
- Complete annual SBA agreement.

## Recommendations and Help links

- We strongly recommend that you list your approved application on **Made for FileMaker**, as it is an excellent marketing opportunity for members.
- FBA Program Guide: <https://community.filemaker.com/docs/DOC-4764>
- Solution Review Guidelines: <https://community.filemaker.com/docs/DOC-8057>
- Solution Bundle Agreement: <https://community.filemaker.com/docs/DOC-8065>

Please see the Solution Bundle Agreement for complete terms and conditions of the program. Do not hesitate to contact FileMaker, Inc. should you have additional questions regarding the SBA program.

**Contact FileMaker to learn more:** <https://community.filemaker.com/docs/DOC-7513>

