



UPDATED PRICING STRATEGY – ADOBE AIR SDK

HARMAN CONNECTED SERVICES

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STATEMENT

The AIR SDK from HARMAN is now available under licensing terms available from <https://airsdk.harman.com>

This document clarifies the pricing approach and levels for users of the AIR SDK:

- A subscription license is required to use the tools for development/packaging of an “Developer Application”. Once a Developer Application has been created, it can continue to be deployed even if the license has expired.
- Revenue levels are based on overall income for the company/individual. There is little difference between how we treat companies vs individuals, except that an individual using the SDK as a hobby should not count income from their (separate) paid employment when considering their revenue.
- We reserve the right to carry out audits should we have strong grounds to suspect that a company was trying to ‘cheat’, and these would only happen after discussions and clarifications with the company. We hope that these are never required.
- Subscriptions are for annual periods, currently there is no auto-renewal but we will email reminders and the tools should provide warnings prior to licenses expiring.

These pricing details will shortly be available on the website along with a mechanism for payments to be made online, at which point we will remove this document. We are also looking to update and publish the roadmap so that developers can see (and contribute to) the features that will be added to the AIR SDK in the future.

NEW PRICING

FREE TIER

- Free to download and use the AIR SDK, build tools and redistributables
- A splash screen will be injected during the application start-up
- Use limited to individuals/companies with a total income of less than \$50k/year

COMMERCIAL OPTIONS

Basic

- Revenue cap of \$100k/year
- Annual fee of \$199
- Support via web channels

Professional

- Revenue cap of \$500k/year
- Annual fee of \$799
- Support via web channels

Enterprise

- No revenue cap
- Annual fee of \$1199
- Priority email support for issues

- Pricing is all “per seat”
- Contact us for bulk discount pricing if your subscriptions would be \$10k/yr or more

NOTES

- Subscription charges are for the use of the AIR Developer Tool when creating a redistributable application
 - Initially (in AIR v33.0) this applies just for Android targets; iOS/desktop remain free as these will be the same as the Adobe v32 versions
 - Use of the SDK from computers without a license file will result in a splash screen being shown during application start-up i.e. an assumption that you are working in the “free tier”.
- Use of the AIR Developer Tool for creating AIR Native Extensions is not impacted by this update: ANE creation and packaging remains free
- You will need to explicitly acknowledge and agree with the updated AIR SDK License Agreement prior to downloading the SDK
- HARMAN may issue a beta/Pre-Release SDK but this must not be used to distribute applications to end users: this is for development/testing purposes only.
- Revenue caps are based on your or your company’s income over the preceding 12 month accounting period, your subscription tier will not change during a year

There are a number of requests that we have had for updates/changes which we are planning to make to the AIR SDK, plus some other requests that require us to do further investigations/analysis. Our current plans are below, but we would like to remain very responsive to the needs of the community to help drive AIR's features.

- Short term goals (2019 and H1 2020)
 - Publish new AIR SDK for Android (inc 64-bit ARM), iOS, Windows, MacOS
 - Notch/display information for Android/iOS
 - Object pooling in AS3 APIs
 - Increase in texture memory, texture management APIs
 - ANE improvements (Android assets, investigation of support for Swift ANEs)
 - 64-bit Windows ADL and performance improvements
- Longer term goals
 - Updating of WebKit component on desktop platforms
 - Updating of SQLite component
 - Enhancement of multimedia support (new protocols/codecs)
 - Investigations into Linux support, WebAssembly target etc, perhaps with limited APIs



Thank you