

# Term License

## Frequently Asked Questions

### 1. What is a term license?

A term license for the POSPac Desktop Software is timed. While the standard term is 12 months, multi-year licenses are also available at a discounted rate.

### 2. What is covered by this license?

The term license provides full access to POSPac, including maintenance and support, for the entitled period.

### 3. What is the difference to a perpetual license?

The initial cost of a perpetual license is substantially higher, but it grants the buyer indefinite use of the software. To access the most recent version, however, a current maintenance contract is required, resulting in yearly fees.

### 4. Why should I choose a term license when I could own the software forever with a perpetual license?

While "forever" sounds appealing, technology evolves rapidly. A term license ensures you're always using the latest and greatest version of our software, with access to all new features, security updates, and performance enhancements. With a perpetual license, you risk falling behind and missing out on crucial improvements, potentially impacting your productivity and efficiency. Think of it as trading the outdated model for the latest, high-performance vehicle—it's about staying ahead of the curve!

### 5. What are the benefits of the term license?

- Lower upfront investment
- Predictable budgeting
- Access to the latest features and updates
- Flexibility and scalability
- Included support and maintenance
- Reduced risk of obsolescence
- Potentially lower total cost of ownership

Please also refer to our [Applanix POSPac Term License Infosheet](#).

### 6. I'm concerned about the recurring cost of a term license. Doesn't a perpetual license save me money in the long run?

Let's break it down. A perpetual license often comes with a hefty upfront cost, and that's just the beginning. You'll likely need to pay extra for updates and support, which can quickly add up. With a term license, you get a predictable, budget-friendly subscription that includes everything: the latest software, ongoing support, and regular updates. This eliminates surprise expenses and allows for better financial planning. Plus, consider the opportunity cost of sticking with outdated software—lost productivity and missed opportunities can be far more expensive than a subscription fee.

### 7. What happens if I need support with a term license? Is it as reliable as with a perpetual license?

Absolutely! Term license holders get priority support, including dedicated teams, training, and resources. Perpetual license support may be limited or cost extra.

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### 8. What are the benefits of a term license for a growing business?

A term license offers unparalleled flexibility for scaling businesses. You can easily adjust the number of licenses as your team grows or shrinks, ensuring you're only paying for what you need. This agility is crucial for managing costs and adapting to changing market demands. With a perpetual license, you might end up with unused licenses or face significant costs when expanding. A term license lets you scale smartly and efficiently, supporting your business's growth trajectory.

### 9. Can I switch from my perpetual license to a term license?

Yes, you can. You can even keep your perpetual license by adding the term license to your license pool while hibernating the perpetual license in terms of the version and support.

### 10. Is the term license a good replacement for my perpetual license if I have lapsed maintenance?

Yes. The term license price is more cost-effective than paying for maintenance if your maintenance has lapsed for two or more years. Additionally, the term license is separate from your perpetual license and is not pro-rated against it.

### 11. Which license types are supported by a term license currently?

POSPac supports GNSS-Inertial post-processing (SBET) licenses, in particular the latest "Complete" bundled license is very attractive since it supports all various processing modes. In addition, the user can purchase term licenses for the add-on features like LiDAR QC, Camera QC, SAR etc...

### 12. Can I get a term license with multiple seats?

Except for POSPac UAV and LiDAR QC Tools, multiple seats are supported for term licenses. The term license comes as a network license (concurrent).

### 13. Can I purchase a multi-year term license package?

Yes, this is very attractive because depending on the years purchased, the license becomes discounted.

### 14. Can I update the term license through the Software License Utility?

Yes, if the order for extension or renewal has been processed, you can update the expiry date by a single button click on "Upgrade License".

### 15. Would I get a warning message in POSPac before license expiration?

You will receive a notification at the start of every session that uses the licensed function, beginning 150 days before the license expires.

### 16. Does the term license need to be contiguous?

No.

### 17. Whom can I contact to extend/renew/upgrade my term license or even get a trial license?

Please contact [customersuccess@applanix.com](mailto:customersuccess@applanix.com) or [sales@applanix.com](mailto:sales@applanix.com).