

### CUSTOMER GUIDE: License Selection Guide

#### Overview

If you have decided that FLEETMATE® offers the features that you need, the next step is to determine which license you need to purchase. The chart below can be used as basic guide to help you determine which FLEETMATE license will work best for you based on the number of assets you need to manage, and the number of simultaneous user sessions you need to support.

| # Users \ # Assets  | 1 or 2                    | 3 to 5<br><i>(Concurrent)</i> | 6 or More<br><i>(Concurrent)</i> |
|---------------------|---------------------------|-------------------------------|----------------------------------|
| Up to <b>50</b>     | FLEETMATE 50<br>Per-User  | FLEETMATE<br>Office 50        | FLEETMATE<br>Enterprise          |
| Up to <b>100</b>    | FLEETMATE 100<br>Per-User | FLEETMATE<br>Office 100       | FLEETMATE<br>Enterprise          |
| <b>100 to 1500</b>  | FLEETMATE<br>Per-User     | FLEETMATE<br>Office           | FLEETMATE<br>Enterprise          |
| <b>1500 or More</b> | FLEETMATE<br>Enterprise   | FLEETMATE<br>Enterprise       | FLEETMATE<br>Enterprise          |

License Selection Chart

The term **Asset** refers to any motor vehicle or other type of equipment/machine that you are managing with FLEETMATE. The term **User** is referring to an active user session.

The license that you choose is based primarily on the number of assets you need to manage, and the number of concurrent users that will be using FLEETMATE.

If you wish to use the FLEETMATE Report Designer and/or Work Order Retrieval options, consider an Office license. Licensing for these two optional products is included in an Office license purchase at no additional cost.

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## Example Scenarios

1) - I operate a residential and commercial landscaping and lawn-care business. There are 320 vehicles and various pieces of equipment that needs to be managed. There will be one (1) FLEETMATE user at one PC, but I would like my database file stored on my file server.

**Purchase: One (1) FLEETMATE License**  
**Cost: US\$799.95**

2) - I run a local sedan service with 22 cars and 6 limousines. There will be one (1) FLEETMATE user at one PC.

**Purchase: One (1) FLEETMATE 50 License**  
**Cost: US\$399.95**

3) - I have a small HVAC service business with 12 service vans. There will be two (2) concurrent users.

**Purchase: Two (2) FLEETMATE 50 Licenses**  
**Cost: US\$799.90**

4) - I manage a small metro transit operation with 55 transit busses, 10 light trucks, and 12 sedans. Three users will need access to the software simultaneously.

**Purchase: One (1) FLEETMATE 100 Office license**  
**Cost: US\$1999.95**

5) - I run a short-haul trucking company with 50 company owned tractors, 110 trailers, and 60 pieces of material handling equipment that needs to be managed. Four (4) users will require access to the software at the same time.

**Purchase: One (1) FLEETMATE Office license**  
**Cost: US\$2499.95**

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### Can I increase my user count or capacity later?

Yes, you can either add an additional license (same asset capacity), or upgrade your license.

For per-user licensing, you can purchase an additional user license. You will be adding to your existing license count, as opposed to upgrading it. This will increase the number of concurrent sessions supported, but will not increase your current asset capacity.

If you later find that you need the next level of licensing (users and/or assets), you can upgrade your current license. To do this, you will need to call or write for a special online link to use to upgrade your license.

If you purchase a license upgrade within 12 months of your original purchase, you will receive full credit for your original purchase. Basically, you'll pay the difference in price. You will need to call or write us for instructions in order to receive your upgrade discount.

If you purchase a license upgrade within 12-24 months of your original purchase, you will receive a 50% credit for your original purchase. You will need to call or write us for instructions in order to receive your upgrade discount.

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### Additional Assistance

If you need any assistance determining which license is best for you, please contact us to discuss your needs. We will be glad to assist you.

Please write to us at [support@fleetmate.com](mailto:support@fleetmate.com) or call us at **410-282-3603** (weekdays, 9 AM to 5 PM EDT).

Thank you for your interest in FLEETMATE.