

Document Hierarchy: This document is provided for guidance only. In case of any conflict, `COMMERCIAL_LICENSE.md` is the authoritative and controlling document for all commercial licensing terms and obligations, and `LICENSE (AGPL-3.0)` controls for open-source licensing.

Licensing & Access Requests

FoxML Core is available under annual commercial licensing for organizations.

Commercial license pricing is aligned with enterprise ML infrastructure standards.

License Requirements & Definitions

Business / Internal Use

“Business use” or “internal use” means any Commercial Use (as defined in `COMMERCIAL_LICENSE.md` Section 1), including but not limited to:

- Internal tools, dashboards, or research pipelines
- Proofs of concept, evaluations, or pilot projects (regardless of whether they generate revenue or are “experimental”)
- Non-revenue or “experimental” usage (even if not generating revenue, experimental use within a business context requires a commercial license)
- Use by employees, contractors, interns, or affiliates in the course of their work
- Use by sole proprietors, freelancers, or independent contractors in connection with any business activity or client work
- Use in any environment (development, testing, staging, or production) within a business or organizational context

Any business or internal use by or for a commercial organization requires a commercial license, regardless of whether the use directly generates revenue, is experimental, is a proof of concept, or is claimed to be “non-commercial” or “research-only.” See `COMMERCIAL_LICENSE.md` Section 1 for the complete definition of “Commercial Use.”

30-DAY EVALUATION PERIOD FOR COMMERCIAL USE: Commercial organizations may evaluate the Software for up to 30 days from initial download for testing and evaluation purposes without a paid license. This evaluation period allows organizations to test the Software’s functionality, performance, and suitability before committing to a commercial license. Continued use after the 30-day evaluation period requires a commercial license. See `COMMERCIAL_LICENSE.md` Section 2 for complete evaluation license terms.

FOR THE AVOIDANCE OF DOUBT: The 30-day evaluation period is for evaluation and testing purposes only. Production use, revenue-generating activities, or use beyond the evaluation period requires a paid commercial license. The 30-day evaluation period described in `LEGAL/SUPPORT_POLICY.md` is for non-commercial evaluation only and is separate from the commercial evaluation period.

Academic & Personal Use (AGPL-3.0 Only)

“Non-commercial academic or personal research use” means:

- Use by an individual in their personal capacity (meaning: not as an employee, contractor, or agent of any business, organization, or other entity; not for the benefit of any third party; and not in connection with any commercial activity, including but not limited to freelance work, consulting, or sole proprietorship activities), or
- Use by a degree-granting educational or non-profit research institution that is: (i) recognized as a tax-exempt organization under applicable law, (ii) not owned, controlled by, or operated for the benefit of any commercial entity, and (iii) where the research results are not used to support commercial operations, trading, revenue-generating activities, or any business purpose of any commercial organization

EXPLICIT EXCLUSIONS FROM NON-COMMERCIAL USE:

- **Sole proprietorships, freelancers, and independent contractors** [UNICODE] Any use by a sole proprietor, freelancer, or independent contractor, even if claimed to be “personal,” requires a commercial license if the Software is used in connection with any business activity, client work, or revenue-generating activity
- **For-profit educational institutions** [UNICODE] Any use by for-profit universities, bootcamps, training companies, or corporate training programs requires a commercial license
- **Corporate training and bootcamps** [UNICODE] Any use for corporate training, professional development, bootcamp instruction, or educational services provided by commercial entities requires a commercial license, regardless of whether the training is provided to employees or external students
- **Corporate research labs** [UNICODE] Any research conducted by, for, or on behalf of a commercial organization requires a commercial license, regardless of whether the research lab has non-profit status or is operated as a separate entity
- **University research with commercial ties** [UNICODE] Research funded by, sponsored by, or operationally integrated into commercial organizations requires a commercial license, even if performed at a non-profit institution
- **Development, testing, and staging environments** [UNICODE] Any use in development, testing, staging, quality assurance, or other non-production environments within a business context requires a commercial license, regardless of whether such environments are labeled as “experimental” or “non-production”
- **Open source contributions** [UNICODE] Contributing code, fixes, or improvements to the open-source version does not exempt Commercial Use (as defined in `COMMERCIAL_LICENSE.md` Section 1) from licensing requirements

Academic research that is conducted for, funded by, sponsored by, or operationally integrated into a commercial organization’s activities requires a commercial license, even if the research is performed by students, interns, or contractors.

IMPORTANT: Use of the AGPL-3.0 version for any commercial purpose (including but not limited to: business operations, trading, investment decisions, client services, or any revenue-generating activity) is a violation of the AGPL-3.0 license terms and may result in copyright infringement claims. If you have used the Software commercially under AGPL-3.0, you must immediately obtain a commercial license and may be required to pay retroactive licensing fees.

See `DUAL_LICENSE.md` for complete dual licensing information.

Usage Scenarios

Scenario	License Required	Notes
Personal / Individual	AGPL-3.0	Personal study, experimentation, or non-commercial research by an individual (NOT for business, client work, or revenue-generating activities)
Academic Institution	AGPL-3.0	Non-profit, tax-exempt educational institution, research not supporting commercial operations (for-profit universities require commercial license)
Sole Proprietor / Freelancer	Commercial	Any use in connection with business activity, client work, or revenue generation (even if claimed to be “personal”)
Startup / Small Business	Commercial	Any business entity, regardless of size, revenue, profitability, or stage (including pre-revenue startups, companies operating at a loss, or companies in development phase)

Scenario	License Required	Notes
Subsidiary / Affiliate	Commercial	Each legal entity (including subsidiaries, affiliates, and parent companies) must have its own license. A parent company's license does not cover subsidiaries, and vice versa
Hedge Fund / Trading Firm	Commercial	Trading, investment, or financial decision-making
Corporate Research Lab	Commercial	Research conducted by or for a commercial organization (regardless of non-profit status of lab)
University Research (Corporate-Funded)	Commercial	Research funded by, sponsored by, or integrated into commercial operations
Internal Tools / Dashboards	Commercial	Any internal use within a business organization (including experimental or non-revenue use)
Proof of Concept / Pilot	Commercial	Evaluation or pilot projects within a business context (no free trial for Commercial Use)
SaaS / Hosted Service	Commercial + Custom	Requires explicit written permission and custom licensing terms
Vendor / Reseller	Commercial + Custom	Requires separate commercial agreement

When in doubt, assume a commercial license is required. Contact jenn.lewis5789@gmail.com for clarification.

Paid Pilots (Non-Negotiable Entry Point)

All commercial licensing begins with a paid pilot. This ensures commitment and allows for proper evaluation in a production-like environment.

Pilot (30 days): \$15,000[UNICODE]\$30,000

- 1 environment (development or staging)
- Limited scope evaluation
- Async support (email/issues)
- No custom features
- **Credit:** 50[UNICODE]100% of pilot fee applies toward first-year license if converted

Pilot+ (60[UNICODE]90 days): \$35,000[UNICODE]\$90,000

- 2 environments (dev + prod, or dev + stage)
- Onboarding calls included
- Tighter success criteria and defined evaluation milestones
- **Credit:** 50[UNICODE]100% of pilot fee applies toward first-year license if converted

Note: Pilot fees are non-refundable but credited toward annual license upon conversion.

Annual License Tiers

Licensing is scoped to the business unit/desk and the authorized users/environments operating the software, not the parent company's total headcount.

Tiers are based on the **using team/desk size** (number of users and environments), not total legal-entity headcount.

Option A: Team/Desk Tiers (Recommended)

- **Team** (1[UNICODE]5 users, 1 environment): **\$75,000 / year**
- **Desk** (6[UNICODE]20 users, up to 2 environments): **\$150,000[UNICODE]\$300,000 / year**
- **Division** (21[UNICODE]75 users, up to 3 environments): **\$350,000[UNICODE]\$750,000 / year**
- **Enterprise** (76[UNICODE]250 users, multi-environment): **\$800,000[UNICODE]\$2,000,000 / year**
- **>250 users / multi-region / regulated bank rollout:** Custom **\$2,000,000+ / year**

Option B: Platform Fee + Per-Seat (Alternative Model)

- **Platform fee:** \$50,000[UNICODE]\$200,000 / year (depends on environment count + deployment complexity)
- **Per-seat:** \$5,000[UNICODE]\$15,000 / user / year

- **Per-production environment add-on:** \$25,000[UNICODE]\$100,000 / environment / year

Default Recommendation: Pilot \$35k (60 days) [UNICODE] Desk \$250k/yr [UNICODE] Support +\$75k/yr

Pricing aligned with enterprise ML infrastructure standards while maintaining accessible entry points for teams and desks.

To request access or begin the licensing process, email:

[EMAIL] jenn.lewis5789@gmail.com

Please include:

- Your full name
- Organization name
- Work email
- Company website or LinkedIn
- Organization size (from tiers above)
- Primary use case (1[UNICODE]3 sentences)
- Desired start timeline
- Any special requirements (optional)

Once received, we will review your information and reply with the appropriate licensing option, pricing confirmation, and the Stripe payment link for your organization.

Optional Enterprise Add-Ons

Standard Support (Included)

- Email/issues support
- Best-effort response (no SLA)
- Community documentation access
- Updates and patches (as released)

Business Support [UNICODE] +\$25,000 / year

- Response targets: Initial acknowledgement within 1 business day, substantive response within 3 business days
- Coverage: Business hours (US Central Time, Monday[UNICODE]Friday)
- Channels: Dedicated support email, private issue tracking
- Includes: Priority bug fixes, deployment guidance, integration questions, configuration assistance
- **Pricing:** Approximately 15[UNICODE]30% of annual license fee

Enterprise Support [UNICODE] +\$75,000[UNICODE]\$150,000 / year

- Response targets: Initial acknowledgement same business day, substantive response within 1[UNICODE]2 business days
- Coverage: Business hours with scheduled call windows (pre-arranged)
- Channels: Dedicated enterprise support email, optional scheduled calls, prioritized issue handling
- Includes: Priority bug fixes, deployment guidance, integration questions, architecture review, scheduled support calls (limited hours)
- **Pricing:** Approximately 15[UNICODE]30% of annual license fee

Premium / 24[UNICODE]5 Support [UNICODE] +\$200,000[UNICODE]\$400,000 / year

- Response targets: Initial acknowledgement same business day (typically within hours), substantive response within 1 business day
- Coverage: Extended business hours (24[UNICODE]5 or custom schedule)
- Channels: Dedicated premium support email, scheduled support calls (flexible scheduling), direct access to engineering resources
- Includes: Highest priority bug fixes, deployment guidance, architecture review, direct engineering consultation, flexible support call scheduling
- **Availability:** Only if we can staff it
- **Pricing:** Approximately 15[UNICODE]30% of annual license fee

Note: Support add-ons are priced as a percentage of license (15[UNICODE]30% range), not as a separate giant contract. Support SLAs do not include custom feature development, which requires separate Statements of Work (SOWs). See `LEGAL/SUPPORT_POLICY.md` and `LEGAL/SERVICE_LEVEL_AGREEMENT.md` for complete details.

Onboarding / Integration Package [UNICODE] \$25,000[UNICODE]\$150,000 one-time

Founder-led onboarding and integration services to accelerate adoption. Pricing reflects realistic “founder-led” professional services capacity.

Scope (defined via separate SOW): - Architecture review and integration planning - Training sessions on core functionality - Initial pipeline design assistance - Basic integration with client infrastructure - Standard documentation and guides

Pricing based on scope: - **Basic Onboarding** (\$25,000[UNICODE]\$75,000): Training + architecture review + initial pipeline design - **Standard Integration** (\$75,000[UNICODE]\$150,000): Custom training workshops + deep architecture review + hands-on pipeline design + integration assistance

Excludes: - Ongoing feature development (separate SOW) - Ongoing maintenance (covered by support SLA or separate agreement) - Custom feature development (separate SOW)

Note: All onboarding/integration work is scoped via a separate Statement of Work (SOW) with defined deliverables and milestones. Higher license tiers may include basic onboarding.

On-Prem / High-Security Deployment [UNICODE] \$150,000[UNICODE]\$500,000+ one-time

Custom on-premises deployment and high-security setup. Pricing depends on infrastructure complexity, security review requirements, environment count, and deployment scope.

Scope (defined via separate SOW): - On-premises deployment configuration - Security review and compliance alignment - Multi-environment setup (dev/staging/production) - High-security deployment requirements - Custom security hardening

Note: All on-prem deployment work is scoped via a separate Statement of Work (SOW). Custom deployments beyond \$500k require custom quotes.

Additional User Seats [UNICODE] \$5,000[UNICODE]\$15,000 / seat / year

Additional named users beyond the included seats per license tier. Pricing depends on seat type (standard user vs. power user/administrator). Seats are for named individuals, not shared accounts.

Note: Additional seats are priced per the per-seat model in Option B above. For Option A (Team/Desk tiers), additional seats beyond the tier limits are available at per-seat pricing.

Delivery Model

Commercial licenses include access to the enterprise base repository. Custom client repositories with specific configurations and integrations are available for additional customization needs. See ENTERPRISE_DELIVERY.md for details on the repository structure, IP ownership, and delivery tiers.