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Paths to Obtaining a Commercial License

- Commercial License Required
  - 2 choices
    - Join Forum, get Commercial License as benefit
    - Obtain Commercial License without membership
Commercial License Required

Join Forum:
Sign Membership Agreement
(Membership fee)

Sign Commercial License
(No license fee)

Non-Member:
Sign Commercial License
(License Fee)
Becoming A Forum Member

The most cost effective way to obtain a commercial license is to first become a member of the Forum which produces the standard that you are interested in. All members of the Forums listed below receive an entitlement to a commercial license for the relevant standard at no additional cost:

- Architecture Forum  The TOGAF® Standard
- ArchiMate® Forum  The ArchiMate® Specification
- IT4IT™ Forum  The IT4IT™ Reference Architecture
- Security Forum  The Open FAIR™ Body of Knowledge

Obtaining membership with a commercial license is significantly more cost effective. For larger vendors, and for those who will require two or more licenses at some point, it is actually less expensive to obtain membership (with included commercial license) than it is to obtain the commercial license without first becoming members. The fee schedules for forum membership are as follows:

**Pricing per year for corporations**

- < $25M  $2500
- $25M - $100M  $7,500
- > $100M  $12,500

**Pricing per year for government**

- < 200 staff  $2500
- 200 staff or more  $7,500

Note: A 25% discount is applied to 2nd and 3rd forums
Obtaining A Commercial License

Organizations may also obtain the relevant commercial license without becoming a member. The fee schedules for commercial licenses without membership are below (note that these are required for each standard you are licensing and there are no discounts for additional licenses):

<table>
<thead>
<tr>
<th>Revenues</th>
<th>Annual Commercial License Fee: *</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under $25M:</td>
<td>$2.5K</td>
</tr>
<tr>
<td>$25M-$100M</td>
<td>$12.5K</td>
</tr>
<tr>
<td>$100M-$1B</td>
<td>$20K</td>
</tr>
<tr>
<td>Over $1B</td>
<td>$50K</td>
</tr>
</tbody>
</table>

*There is no fee if you are already a member of the corresponding forum.

Please see these links to complete and sign a commercial license agreement for the standards listed below:

- [ArchiMate® 3.0 Specification](#)
- [IT4IT™ Reference Architecture, Version 2.1](#)
- [Open FAIR™ Body of Knowledge (O-RT and O-RA)](#)
- [TOGAF® Standard, Version 9.2](#)
# Fee Examples of 2 ways to obtain a Commercial License

**Organization with less than $25 million in annual revenues**

<table>
<thead>
<tr>
<th>First Course/License</th>
<th>Second Course/License</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1) Becomes Member</strong></td>
<td><strong>Fee</strong></td>
</tr>
<tr>
<td>Membership</td>
<td>$2500</td>
</tr>
<tr>
<td>Commercial License</td>
<td>$0</td>
</tr>
<tr>
<td>Course Accreditation*</td>
<td>$3250</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$5750</strong></td>
</tr>
<tr>
<td><strong>Fee</strong></td>
<td><strong>$1875</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th><strong>Fee</strong></th>
<th><strong>Fee</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>2) Non-Member</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commercial License</td>
<td>$2500</td>
<td></td>
</tr>
<tr>
<td>Course Accreditation*</td>
<td>$3250</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$5750</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Fee</strong></td>
<td><strong>$5000</strong></td>
<td></td>
</tr>
</tbody>
</table>

* Course Accreditation is optional
Membership Benefits

Also please note that whether your organization is a trainer, consultant, or software tools provider, becoming a member provides a number of additional benefits beyond those available to organizations that obtain a commercial license without membership:

- Provides the ability to contribute to the development of future versions of the standard and related guidance
- Can help position you and your organization as thought leaders
- Can assist with establishing credibility for your brand; your organizations will be listed alongside of the impressive list of technology suppliers and end users who are members of The Open Group
- Numerous opportunities to grow personally through leadership of the Forums and Work Groups
- Ability to network with like-minded peers and other industry thought leaders through the regular Forum meetings and calls
- Reduced fees for attendance at The Open Group events
How to Apply For a Commercial License

• Right-click the following link to download the desired Commercial License agreement.
  - ArchiMate® 3.0 Specification Annual Commercial License
  - IT4IT™ Reference Architecture Ver. 2.1 Annual Commercial License
  - Open FAIR™ Body of Knowledge (O-RT and O-RA) Annual Commercial License
  - TOGAF® Standard, Version 9.2 Annual Commercial License

• The form may be filled by most PDF readers; otherwise, the form may be printed, filled using clear block letters, physically signed, and scanned to PDF format
• Review the licensing conditions and complete the information in the spaces provided. Please provide the Organization's complete legal entity name in the first and signature page. If you wish to be included in the List of Commercial Licensees by your familiar trading or short name, please make a notation by including it in brackets or let us know by email
• Identify an appropriate authority to sign the license on behalf of your organization, and secure his/her signature. A digital or e-signature is acceptable
• Email the signed license to legal(at)opengroup.org or fax to the number indicated in the license

...CONTINUED
How to Apply For a Commercial License (continued)

If your organization is not already a member of The Open Group, then you may take out a free annual membership as part of the same transaction:

• Download The Open Group [Membership Application Form](#)
• Complete the information in the spaces provided in all three pages. (In Clause 1, select the forum that corresponds to the standard covered by the license; in Clause 2, enter “C. License” *(in lieu of a fee.)*
• Review the terms and conditions in the links provided in Clause 4
• Email the completed form, executed by your organization's authorized signatory, email it to legal(at)opengroup.org together with the Commercial License Agreement as described above

The Director, Legal will then countersign the license (and membership agreement, if submitted) on behalf of The Open Group and a copy will be emailed to your designated primary contact for your records.
Thank you for your interest.

Please contact us if you have any questions regarding licensing or membership
memberservices@opengroup.org