

This document is for your reference. Have a client that needs to be briefed? Please contact your local Sales.

Features

The new FileMaker 13 Platform gives you the set of tools and technologies you need to deliver custom business solutions that go everywhere your business takes you

- Breakthrough web technology for data access anywhere
- Creating for iOS
- New design tools
- Stronger security
- 50+ new features

FileMaker Pro 13 and FileMaker Pro 13 Advanced

- **FileMaker WebDirect** - Breakthrough web technology that runs custom business solutions directly in a web browser on a desktop or laptop – with no web development skills required.
- **Custom themes** — Modify and save changes to existing layout themes to match your exact business needs. Reuse or share these themes with your team.
- **Styles** — Themes now have styles (sets of attributes like colors, fonts and text sizes applied to objects such as buttons, fields, and backgrounds) to give your solutions a consistent and professional look. Choose from predefined styles or create your own. Modify a style once and it changes everywhere.
- **Improved Starter Solutions** — The Contacts, Assets, Content Management and Invoices Starter Solutions have been entirely redesigned with a fresh look.
- **Field Picker** — Drag and drop fields directly onto your layout with the new Field Picker. Includes convenient options for controlling field and label placement.
- **Control Object Visibility** — Make your layouts more interactive by hiding or displaying objects, such as fields and buttons, based on a condition or calculation.
- **Use FileMaker Pro 13 Advanced** (not available in FileMaker Pro) **to enable AES 256-bit database encryption** so that your data is protected whether it's hosted on FileMaker Server 13 or on a local FileMaker client.

FileMaker Go 13

- **Bar code scanner** — Automatically scan bar codes using your iPad and iPhone with FileMaker Go – no plug-ins required.
- **More iOS keyboards** — Choose one of 7 new keyboards to match the type of data you want to collect including URL, number, email, phone, and more.
- **Slide control** — Manage images and other data in separate slide panels all within the same layout. Just swipe to change panels.
- **Popovers** — Use iOS-style popovers on iPad, iPhone and desktop to group fields, links and other information without changing layouts or windows.

FileMaker Server 13

- **FileMaker WebDirect** — Breakthrough web technology that runs custom business solutions directly in a web browser on a desktop or laptop.
- **All-new Admin Console** — Re-written in HTML5 for instant, secure access from any web browser. New user interface prominently displays important alerts for easier administration.
- **Database encryption** — Use powerful AES 256-bit encryption to secure databases hosted on FileMaker Server 13.
- **Encryption state indicator** — Visual indicator appears when securely connecting to FileMaker Server 13 from FileMaker Pro 13.
- **Improved SSL certificate management** — When using a single machine installation, just one SSL certificate is needed to support all clients.
- **TCP/IP port consolidation** - Open only 4 ports to communicate outside the firewall.

Key Product Points (other than the product feature set)

- In general, refer to the “FileMaker Platform”, not the “FileMaker Product Line”
- Mac OS X 10.6 (Snow Leopard) and Windows XP are no longer supported
- **FileMaker WebDirect**
 - FileMaker WebDirect simplifies deployment by providing access via a web browser
 - It is a feature of FileMaker Server only (not FileMaker Pro)
 - It is not currently designed for use on a mobile device
 - Existing solutions must be modified for the best experience in a browser
 - We will provide a FileMaker WebDirect Guide
 - While there are no set limits, it has been tested to support up to 50 concurrent connections
 - We will be recommending server hardware for the best FileMaker WebDirect experience
- **Instant Web Publishing (IWP)**
 - The IWP feature has been removed from all FileMaker 13 products
 - Existing users of IWP
 - May continue to use FileMaker 12 instead of upgrading to FileMaker 13
 - But there will be no further investment in IWP
 - Future investment will go into FileMaker WebDirect
 - FileMaker Server 12 does work with FileMaker Pro 13
 - See multi-instance policy below
- **Concurrent Connections**
 - Concurrent connections are required for iPads and iPhones running FileMaker Go and web browsers accessing FileMaker Server 13
 - One concurrent connection comes with FileMaker Server 13 and additional connections can be purchased through the Server Admin Console or the FileMaker Store
 - Concurrent connections are sold in groups of 5, up to 50 connections
 - Up to 5 FileMaker Pro 13, FileMaker Pro 13 Advanced or FileMaker Go clients may connect to FileMaker Pro 13 (no concurrent connections required for peer-to-peer)
 - Customers may purchase FileMaker Server with unrestricted concurrent connections
- FileMaker Server Advanced has been discontinued

If you have FileMaker Server 10, 11 or 12 Advanced....	
Today	Tomorrow
AVLA and VLA current contracts (not expired)	You'll be sent FileMaker Server 13 with 25 concurrent connections
ASLA and SLA current contracts (not expired)	You'll be sent FileMaker Server 13 with Unrestricted concurrent connections
Everyone else	Upgrade to FileMaker Server 13

- Multi-Instance policy for Maintenance and Annual customers
 - During development and testing, customer may continue to use FileMaker 11 or 12
 - When a customer has deployed their FileMaker 13 software license into a production environment, they must immediately cease using their FileMaker 11 or 12 software license

Pricing

- Licensing pricing, licensing overview, purchasing guide and helpful video: <https://store.filemaker.com/US/ENG/LIC/>
- ASLA and SLA prices have not changed
- New pricing (Individual, VLA and AVLA) changed worldwide
 - Prices went up in these currencies: USD, CAD, GBP, AUD, NZD
 - Rounded to natural price points in these currencies: YEN, RMB, EUR, CHF, SEK, DKK, NOK
- Renewals for FileMaker Pro, FileMaker Pro Advanced, and FileMaker Server
 - Thru June 27, 2014: Renewal pricing will be the same as FileMaker 12 renewal pricing
 - After June 27, 2014: Renewal price will go up
- Renewals for FileMaker Server Advanced
 - Up to 1 year after FileMaker 13 launch: Renewal pricing will be the same as FileMaker 12 renewal pricing
 - 1 year after FileMaker 13 launch: Renewal price will go up and customer renews only the concurrent connections he/she needs
- Upgrades
 - Thru September 27, 2014: Individual and VLA upgrade pricing available for FileMaker 10, 11 and 12. FileMaker 13 upgrade pricing will be the same as FileMaker 12 upgrade pricing
 - After September 27, 2014: Individual license upgrade pricing will be available for FileMaker Pro 11, FileMaker Pro 12, FileMaker Pro 11 Advanced and FileMaker Pro 12 Advanced only - No VLA upgrade pricing - Upgrade prices will go up
 - VLA Upgrades include one year of Maintenance
- Education/Non-Profit pricing continues to be 60% of Corporate pricing

Calendar			
Launch <ul style="list-style-type: none"> • FileMaker 13 Platform Launch • Concurrent connections added • New prices go up for new customers only 	Dates TBD <ul style="list-style-type: none"> • FileMaker Training Series in English • iOS Guide in English • FM 13 Guide in English Language schedule TBD	June 27, 2014 <ul style="list-style-type: none"> • FileMaker Pro, Pro Advanced and Server VLA and AVLA renewal prices at the 12 price ends • New prices at the 12 prices ends for current customers Dates TBD <ul style="list-style-type: none"> • Certification • Add'l FM WebDirect content 	June 27, 2014 <ul style="list-style-type: none"> • VLA Upgrades end July 28-31, 2014 <ul style="list-style-type: none"> • DevCon