



Partners and the Hybrid Software Model

Frequently Asked Questions (FAQs)

Overview

QNX has launched a program that changes the way software development is done. QNX is bridging traditional open source and commercial development models to foster a thriving community and bring customers, partners and community together. Open communication, developer enablement, availability of source, and innovative ways to market partner technology are key elements of this new program.

The QNX hybrid model supports the customer and partner goal of profiting from software while fueling the passion for developing it. This new software model is based on three fundamental and intersecting enablement strategies:

- Developer Enablement
- Community Enablement
- Business Enablement

This approach offers a practical balance of interests critical to successful software design. The model continues to support the competitive and business interests of QNX partners, while providing individual developers with ready access to tools, technology and solutions. At the same time, the model nurtures a broader development community, which stimulates creativity, new design concepts and leading-edge development approaches.

A comprehensive description of this new program can be found at www.qnx.com.

Who can participate in this new program?

This program is open to customers, partners, QNX employees, QNX enthusiasts and educational institutions. Together, these groups form the QNX community. Once a member of the community, all participants have the ability to contribute, interact with



and benefit from the community. Different groups can access the QNX Development Suite under different software licenses.

Partners

How do I know if I am a potential partner?

A QNX partner is an organization or individual who wishes to develop commercially available complementary technology or provide services in support of mutual customers; companies and developers that are interested in offering QNX support for their processors, peripherals, boards, middleware, protocols, development tools, graphics toolkits, browsers, virtual machines and other complementary technologies are all candidates for participation in this program.

How is software licensed to partners?

The QNX Development Suite, comprising the QNX Neutrino core OS and operating system services (including access to source code) as well as software development tools are licensed to partners via the Partner Software License Agreement (PSLA). BSPs including IPL, start-up, drivers etc. are licensed to partners under the Apache 2.0 license. Other licenses may also apply for specific technologies.

If I am an existing partner, does my license change immediately?

Partners currently licensed under the existing one year expiring license will continue to be licensed under this license until such time as it expires. Once expired, license re-activation will be subject to the PSLA.

What is the philosophy of the PSLA?

The PSLA is driven by enablement and innovation. The license enables partners with to provide the community with QNX support for their products in an easy and efficient manner. Under the PSLA, individual developers within partner organizations are free to download the QNX Development Suite by providing minimal contact and use information. A partner organization can obtain, at no charge, as many development seats as are required to prototype, create demos and evaluations as well as create, port, maintain and support products that are complementary to QNX technology. Further, partners are free to develop derivative works and are actively encouraged, but not required, to contribute derivative works back to licensed members of the community at no charge.



Ultimately our goal is to extend the scope of the ecosystem of supporting technologies that are available to the QNX community. To achieve this, we make it easy for partner companies and their developers to access QNX products.

Which portions of your technology are now available in source form?

The initial source release includes the QNX microkernel — the heart of the QNX[®] Neutrino[®] RTOS — and a number of application libraries that will form the foundation for future source releases. The initial release is available now and comprises over 650,000 lines of code. Subsequent releases over the next 18 months will add many more source modules: networking stacks, file systems, utilities, graphics, media players, and a variety of other applications, middleware, and system services.

How do partners engage with QNX under this new program?

For a developer to get started with the QNX Development Suite they visit www.qnx.com and create a myQNX account. Once this account is created, the developer self-declares as an individual employed by a partner or potential partner company and provides minimal information about themselves, their company and their envisioned use of QNX. Once they accept the terms of the Partner Software License Agreement they are free to begin development.

As a member of the community, the developer will have access to not only the software but also forums, ongoing projects, educational material and derivative works and other resources all via Foundy27, the QNX community portal. Please note, the PSLA stipulates that a partner company apply to QNX Partner Program within 6 months of the initial download. If the partner company chooses not to join the Partner Network, rights under the PSLA terminate.

The business engagement is separate from the developer experience. While the developer is not necessarily obliged to develop or port complementary technology at the outset, application to the QNX Partner Network indicates agreement that a commercial QNX version of the partner's product will be made generally available to the market in the foreseeable future.

To join the QNX Partner Network, the prospective partner simply applies to the QNX Partner Network. This application is reviewed by QNX and, if accepted, initiates entrance into the Network. Once accepted the partner enjoys numerous benefits including the opportunity to list their company description and logo in the QNX Partner Directory and post evaluation offerings of their products in the QNX Bazaar. In addition, the partner



may have the opportunity to participate in other marketing campaigns targeting the QNX community. Typically, the level of marketing engagement between a partner and QNX is the result of factors including alignment of target markets, partner activity in the QNX community and the level of customer engagement.

What is Foundry27?

Foundry27 is the heart of this initiative. It is a QNX hosted portal for interaction between members of the QNX community and a comprehensive repository of resources and technologies to support development using QNX related technology. Foundry27 includes forums for discussion between community members, the infrastructure to support development projects and derivative works, blogs, source code, educational and training resources and the QNX bazaar, a virtual marketplace that allows partners to provide evaluation versions of their products directly to the community

How can I take advantage of the source?

QNX created the hybrid software model to help developers design and innovate more quickly and easily. Developers can take advantage of it in several ways: 1) view OS source code to debug designs more quickly; 2) modify the source code for optimizations or customizations and either contribute the code back to QNX or keep the changes proprietary; or 3) create their own “flavour” of QNX OS technology.

How do I get the source code?

Beginning with the QNX Neutrino micro-kernel, QNX will be making runtime component source available to the community in a phased manner. Once released, development will take place in the open and therefore experimental software will be available in real time. Access to source that has not yet been released or restricted source will be evaluated on a case by case basis and may be subject to specific conditions. Source code is available to partners under the PSLA.

Can I redistribute QNX runtime components?

A zero charge runtime redistribution agreement with QNX can be used to facilitate redistribution for the purposes of demonstration or evaluation versions of your products. If, however, it is your intention to redistribute runtime components as part of a commercial product then the PSLA may not be available for these activities. The Commercial Software License Agreement (CSLA) would be the appropriate licensing mechanism for your purposes.



Do partners have to give derivative works, in source, back to QNX and/or the community?

While QNX is introducing this initiative in the spirit of making source widely available and encourages partners and the community to do the same, there is no legal requirement for partners or the community to give derivatives back to the community or QNX directly.

If a partner does wish to give derivative works back to the community to be made available free of charge, then they may do so via Foundry27.

Will QNX take back source that I modify?

QNX will consider taking modified QNX source code back on a case by case basis.

Who will support derivative works?

The community will provide a first level of support for community projects. In addition, the originator of the derivative work is free to provide support for financial compensation should they desire. Subject to a review of the derivative work, QNX may support derivative works via our Custom Engineering organization.

What kind of support can a partner expect when working with QNX?

Support Services are not included under the PSLA. Supporting resources including the community, public forums, blogs, project wikis, bug reporting systems and technical content are available at www.qnx.com. The levels of QNX commercial support remain unchanged. Partners can purchase dedicated support plans should they require.

Software Partners

As a software partner, what business opportunities exist for me?

There are many business opportunities for a software partner. Software vendors can create demos or prototypes of their products based on QNX technology. Software partners are encouraged to create or port products that are complementary to QNX technology. Once available, these products can be marketed directly to the QNX community via mechanisms including the QNX Partner Network, the QNX Bazaar and other more traditional marketing mechanisms.

At Foundry27, discussion forums will put partners and customers in direct contact. Through ongoing participation in the forums, partners will have the opportunity to continuously reach and educate prospective customers, positioning themselves as subject



matter experts. Partners will have the ability to contribute whitepapers, videos and other educational material to the virtual campus.

Partners will be able to lead, influence and contribute to development projects based on QNX technology. Partners are free to develop derivative works and products built using QNX runtime components. The availability of QNX core source will provide insight into the underlying technology and could lead to the ability to strongly differentiate partner technology through superior integration.

Foundry27 also puts partners in contact with other partners, creating an environment conducive to the development of reference platforms where multiple partner products are incorporated, creating a whole that is greater than the sum of its parts.

Can I port tools that target QNX runtime components?

Partners are free to port tools that target QNX runtime components provided they are delivered as QNX Momentics plug-ins.

Silicon and Board Vendors

As a silicon or board vendor, what business opportunities exist for me?

As with software vendors, many business opportunities exist. QNX is opening eligible BSPs and drivers under the Apache License, version 2.0. Partners are now enabled to develop new and derivative BSPs and drivers and make them freely available to the market. By developing their own BSPs, partners are able to bring QNX support to market in timely fashion, enabling QNX customers as the silicon becomes available. Once BSPs are available, partners will be able to market them directly to QNX customers via Foundry27.

At Foundry27, discussion forums will put partners and customers in direct contact. Through ongoing participation in the forums, partners will have the opportunity to continuously reach and educate prospective customers. Partners will have the ability to contribute whitepapers, videos and other educational material to the virtual campus.

Partners will be able to lead, influence and contribute to development projects based on QNX technology. As an example, a silicon vendor could lead a project that sees the development of drivers for advanced functionality including graphics acceleration, TCP



offload or encryption acceleration etc., thereby differentiating their technology. Conversely, if early silicon has bugs that could be worked around by way of kernel modifications, silicon vendors will be able to implement these workarounds and provide the derivative kernel to lead customers at no charge via Foundry27

Foundry27 also puts partners in contact with other partners, creating an environment conducive to the development of reference platforms where multiple partner products are incorporated, creating a whole that is greater than the sum of the parts. Increasingly, customers are actively seeking pre-integrated solutions comprising hardware, OS and middleware to accelerate their own time to market.

Silicon and board vendors can leverage the unlimited number of free QNX development seats to bring their boards up in the lab. The QNX driver development model is such that the full QNX Momentics IDE is used for driver development in the same way it used for application development. Expensive tools such as JTAG are not required for board bring up when developing with QNX.

Once developed, the QNX BSP can be used as a reference BSP for board bring up with other operating systems. In the same manner as Linux is used today, a QNX BSP can be used for this purpose but without the risk of contamination inherent in GPL Licensed code. QNX BSPs are distributed under Apache 2.0 and if desired the derivative BSP, along with a runtime image, can be published on Foundry27 for easy download by the community.

QNX currently supports a finite number of processor architectures. A partner would be free to support additional architectures, extending their product reach into the QNX market by developing a derivative kernel.

How will you help me develop BSPs?

In addition to providing source, QNX will provide training (course material) on the writing, testing and packaging of BSPs. QNX will provide sample BSPs on which partners can base their BSPs. QNX will also offer services to facilitate validation of partner developed BSPs.

How are BSPs licensed?

Where possible, QNX is providing our existing and future BSPs under the Apache 2.0 license. Under the Apache license there is no requirement to give back BSPs to QNX or the community, although giving back to the community is highly encouraged. Further,



under the Apache license, partners are free to commercialize their offerings under terms specified by the partner developing the BSP.

How will you make my BSPs available to your customers?

QNX will host a BSP project on Foundy27. In this project, partners will be able to contribute BSPs and the community will be able to download them subject to your specified licensing terms.

Services Partners

What are your policies for services companies such as contract engineering shops and custom development houses?

Product Use and the PSLA

Companies doing development for a specific customer opportunity are required to use the CSLA based software. In other words, they are expected to pay for their development seats and/or runtime components.

QNX Partner Network Membership

Although there are restrictions on the free use of our software, we encourage companies that want to promote themselves and their QNX related development services to join the program.

What are your policies for Independent Consultants?

Product Use and the PSLA

Independent consultants can take advantage of the PSLA licensed software to provide consulting services for customers. This is an exception we've made because we feel that although the use case falls out of our intended scope for GA product offerings, we believe that independent consultants as individuals will play a critical role in establishing a thriving community around QNX. However, in order to avoid confusion between the use by an independent consultant vs. a custom engineering shop, we define an independent consultancy as having five employees or less and we limit their use of the PSLA to a single development seat.



QNX Partner Network Membership

Independent consultants, as described herein, are welcome to join the program. Their use of the software is governed by the PSLA.

The Simple Overview of the Partner Software License Agreement (PSLA)

This is a simplified overview of the rights and obligations of the PSLA and in the case of any discrepancies, the PSLA will govern.

Under what licenses is the QNX Development Suite Available?

QNX has created three distinct licenses, each targeted at enabling specific segments of the QNX community. For commercial development, the QNX Development Suite is provided under the Commercial Software License Agreement (CSLA). The CSLA applies to individuals or organizations who wish to develop commercial QNX runtime products and applications. This commercial license allow organizations to charge fees for their QNX based products or services provided they obtain a distribution license for any royalty bearing QNX runtime components that they wish to offer in their original form or as part of their derivative work.

The QNX Development Suite is provided under the Non Commercial End User License agreement for enthusiasts and educational organizations.

The QNX Development Suite is provided under the Partner Software License Agreement (PSLA) for partners. This license is intended to provide partners with easy access to QNX technology to promote development of complementary technology and to improve the quality of support for mutual customers.

What is the PSLA?

The PSLA is a software license that allows partner developers to obtain the QNX Development Suite. Under it, partners can access as many development seats as they need to develop products and services that are complementary to QNX technology.



What comprises a partner product?

A partner product is a generally available hardware or software product (other than end-use products) that runs on, interoperates or enables QNX runtime components. It can be a tool, provided it is offered as a QNX Momentics plug in.

What can I use a partner license for?

Generally you can use your partner license to:

- Develop or port your products to work with QNX
- Write QNX BSPs and QNX drivers to support your hardware
- Support mutual customers
- Create evaluations and demonstrations based on QNX
- Provide software services as an independent contractor subject to the conditions set forth in the PSLA

Are there any restrictions on what I can use a partner license for?

There are a few restrictions. If you are doing work on behalf of a third party you will need to be licensed via a Commercial Software License Agreement (CSLA). Similarly if you are developing an end user product that incorporates QNX runtime components, the CSLA would apply.

If you are doing a port for a single customer or select customers without the intention of making your product generally available, the CSLA would also apply.

Does my partner license enable all of my activities?

You may find opportunities for development that don't relate to Partner Products or otherwise fall outside the scope of the PSLA. If this occurs, you will need to obtain fee based CSLA rights for these activities

Can I redistribute runtime components under the PSLA?

To generally redistribute runtime components for the purposes of limited demonstration or evaluation a zero charge runtime redistribution agreement with QNX can be made available. Redistribution of runtime components as part of a commercial product falls



outside of the scope of the PSLA and would require commercial licensing to be put in place.

The PSLA allows you to distribute your derivative works of runtime components to the QNX community via the QNX Foundry²⁷ community portal for the purpose of enabling the QNX community to adopt your modifications free of charge and only for use in conjunction with their own QNX-issued license for the underlying software.

Can I use a partner license to do development on behalf of another commercial entity?

A partner may not do development on behalf of another commercial entity. For development on behalf of another entity the Development Suite is subject to the Commercial Software License Agreement.

The one exception to this rule applies to Independent Consultants with five or fewer employees. Independent Consultants with five or fewer employees are entitled to one development seat for the purposes of performing work on behalf of another commercial entity provided that there is no other independent consultant (as defined herein) doing work for the same commercial entity.

How is the licensing of third party software included in your product handled?

Some portions of the QNX Development Suite contain third party software that has been licensed to QNX. These portions are sublicensed to partners under the terms provided to QNX by the third party. Additional details are provided in the QNX Development Suite License Guide and corresponding Third Party License Terms List.

Are support services covered by the PSLA?

Support services are not covered by the PSLA. Supporting resources including the community, public forms, blogs, project wikis, bug reporting systems and technical content are available at www.qnx.com. In addition, partners have the option of purchasing dedicated support plans, should they require.

How will QNX monitor the use of partner licenses?

QNX will monitor the use of partner licenses. Periodically, QNX may ask for a report indicating where our software has been or is being deployed to ensure that the software is being used in the spirit of the PSLA. Also, because our system is based on self-declaration, re-categorization from partner to other classification may be required.



If I modify QNX source code, will QNX take it back?

QNX will consider taking modified QNX source code back on a case by case basis.

Can I support a processor architecture that is not currently supported by QNX?

Subject to the conditions stipulated in the PSLA, a partner is encouraged to support a processor architecture not currently supported by QNX. Such an undertaking could have significant business benefits inasmuch as the partner could become a reseller of QNX complete with a professional services organization.

Under the PSLA can I port tools that target QNX runtime components?

Under the PSLA, partners can port tools that target QNX runtime components provided they are delivered as QNX Momentics plug-ins.