




FUTURE SIGHT AR

**KATANA LICENSING
GUIDE**

2019/2020

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INTRODUCTION: USING THIS GUIDE

The purpose of this guide is to improve your understanding of how to license Katana XR and Katana Pro.

This guide is not marketing material for Future Sight AR SaaS products and services. The use cases presented in this guide are for information only. Future Sight AR may review or update this document at any time and without notice.

This guide is broken up into the following sections:

- 1) Product description
- 2) Where to purchase a license
- 3) Licensing procedure
- 4) License enhancements
- 5) Freemium and Pilots

For assistance selecting the right hardware and software combination for your company, including licensing options, consult a Future Sight AR team member or reach out to the Magic Leap enterprise channel via the Magic Leap website.

OVERVIEW OF KATANA

Katana XR uses augmented reality, sometimes called mixed reality, hybrid reality or spatial computing, to integrate the real world and digital media to create a new meta-environments. Unlike a heads-up-display (HUD) digital assets in Katana takes into account real-world objects including floors and walls. This technology works well within enterprise as it can facilitate a digital transformation, allow organization to become agile, reduces manpower requirements, near eliminates rework, improves productivity and allows for more creative problem solving.

Katana empowers front-line workers to clear roadblocks and work more efficiently by giving them the tools to get the job done right the first time. When used on a headset such as a Realwear device or Magic Leap, workers can keep their eyes on the work front and task at hand without ever reaching for paperwork.

Katana Pro is the companion web app that allows subject matter experts, supervisors and managers to author standardized workflows. Through the web app Pro users can upload text, 3D models, images, video and audio. They can also enable "smart" instruction that adapt depending on user inputs. Pro users can also use the web app to track and report on team progress. Identifying bottlenecks and star performers can help teams better manage work and remain as agile as possible.

HOW TO PURCHASE A LICENSE

Channels

There several channels you can utilize to purchase a Katana XR and/or Katana Pro License. You can license Katana XR and Katana Pro, or just Katana XR. For project-wide and company-wide licensing, Katana XR and Katana Pro are available through a(n):

- Enterprise Agreement (EA)
- Technical Service Agreement (TSA)

Additional channels:

- Future Sight AR (purchase order)
- Magic Leap for Enterprise
- Schneider Electric Exchange
- Ariba
- Department of Defense SMB Contractor

Mixing of licenses across different licensing programs on a single tenant is not recommended and could lead to incompatible subscriptions.

Enrollment in project-wide and company-wide licenses typically requires meeting a minimum user requirement. Information on Katana pricing and options available by request [here](#).

LICENSING PROCEDURE

Licensing Requirements for Company Employees

Customers must purchase subscription licenses for their employees or their representatives, vendors or contractors who directly or indirectly access Katana XR and/or Katana Pro.

Unless otherwise negotiated, all licenses are single-user. Under a single user license (SUL), access is granted on a named-user basis. Every user requires separate and unique login credentials. SULs cannot be shared; however a single user may access the applications on multiple devices.

- Magic Leap One – To experience Katana in extended reality or spatial computing, customers must also purchase a Magic Leap One. Customers can purchase a Magic Leap device via Magic Leap Inc or request devices as a bundled package through Future Sight AR. There is no price difference for either option.
- Realwear HMT-1 - To use Katana handsfree in Class I, Division II or Division II areas, customers must purchase a HMT-1 Realwear device. Customers can purchase these devices directly from Realwear or request devices as a bundled package through Future Sight AR. There is no price difference for either option.
- Android and iOS - Katana can be used on any smartphone or tablet running on the latest Android or iOS operating system. Customers can supply their own device or request a Sonim ruggedized device (Android) as a bundled package through Future Sight AR.

The license grants users non-perpetual rights (no buy-out rights) to use the Katana and Katana Pro services. As long as subscription payments are maintained and on-time and users adhere to the Terms of Service and the End User License Agreement, users will have access to Future Sight AR applications.

Licensing Requirements for Contractors, Vendors, Clients and Non-Employees

Non-company employees, contractors, vendors or clients can be included with the organization's single user licenses. Non-employee users include entities, such as outsourced IT support cannot be included in the organization license if those entities service multiple clients outside of the licensing organization. These users must take out a separate license to access Katana applications.

Examples of End Users

SUL users can license the following Future Sight AR applications

- Katana XR
- Katana Pro

Examples of Katana XR users:

- Front-line workers on real-world projects
- Office-based personnel who support field activities
- Personnel executed procedures and/or repeatable tasks
- Field Technicians
- Field Engineers
- Operators
- Craft Personnel
- Trainees

Examples of Katana Pro users:

- Subject Matter Experts (SMEs)
- Superintendents
- Project Management
- Content Creators
- Training Managers
- HS&E Managers
- Designers, Design Engineers, Architects
- Remote Support Technicians

Examples of Use Cases

A field technician needs to know how to maintain an instrument installed on his or her project. An SME can use the vendor documentation to create a step-by-step maintenance procedure on Katana and assign it to the field tech.

An operator is responding to an alarm on the MCC. The operator can use Katana XR to work through the standard procedure for that alarm and digitally track progress along the way.

LICENSE ENHANCEMENTS

Subscription enhancements include:

- Hardware upgrades
- Quickstart
- On-site training
- Additional customer support
- Content creation
- Digital transformation services

Enhancements can be added to a subscription at any time and remain on the subscription for the remainder of the subscription term.

FREEMIUM AND PILOTS

Freemium

Free trials of Katana XR are available on the Magic Leap One and by downloading the app on Google Play. To try Katana XR for free on Magic Leap:

- Sign-in on your Magic Leap One device
- Open Magic Leap World
- Search for "Katana"
- Download and Launch

To try Katana for free on Google Play:

- Launch Google Play
- Search for Katana XR by Future Sight AR
- Download and launch
- Create a login
- Enjoy free access for 14 days.

Pilots

Organizations also have the option to pilot Katana with company-specific content. Pilots typically run for 30 or 60 days, and include 12 seats. Pilots include set-up, user training and weekly check-ins with the Future Sight AR product team. Pilots convert to a regular paid subscription at the end of the pilot term.