



**belledonne**  
communications.

# Voice and video over IP

## Solution description and prices

2021

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**Company legal information:**

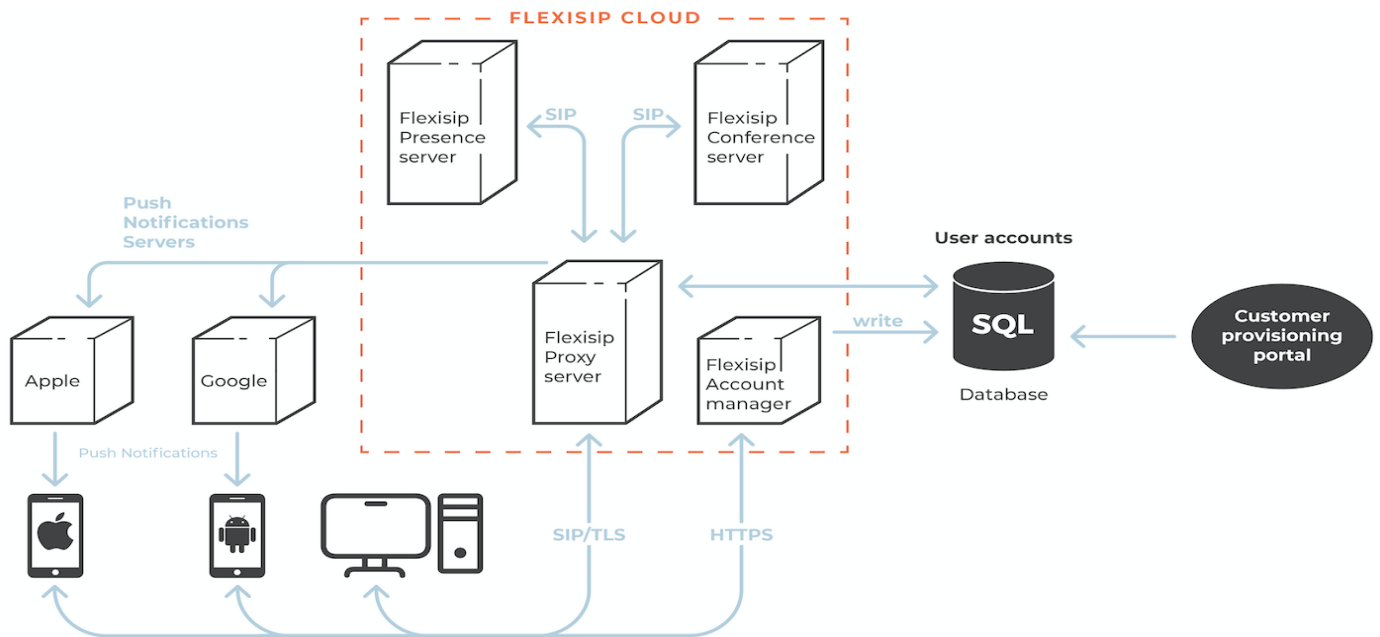
SARL au capital de 604 000 €  
SIRET : 520 318 437 00016  
EU VAT Number : FR89 520 318 437

# IP to IP calls and IM solution

Our mission is to provide a complete, secure, and interoperable software solution to communication systems developers. We help small, medium, and global enterprises create their own **customised solutions** for Voice over IP calling (VoIP) and Instant Messaging (IM).

- Complete** We offer an integrated client and server software solution for VoIP calling and instant messaging, including the **Linphone** SIP client and its **SDK** (Liblinphone), **Flexisip** server suite, **LIME** encryption library and the **VoIP tunnel** anti-blocking solution.
- Secure** Linphone softphone and Flexisip server provide strong built-in security features based on **state-of-the-art open standards** for secure user authentication, secure call setup, and end-to-end encryption for audio/video calls, instant messaging, group messaging and file sharing.
- Interoperable** Our VoIP and IM solutions are based on IETF standards and are interoperable with most PBXs and SIP infrastructures built around the **SIP protocol**.

We develop internally the source code of the full-stack software solution that we distribute, which gives our customers full control on the solution that they chose.



## Supported features

- |                               |                                      |  |
|-------------------------------|--------------------------------------|--|
| HD audio and video calls      | Instant Messaging, with file sharing | Smart contact list                     |
| Multi-call management         | Group Instant Messaging (group chat) | Account creation assistant             |
| Multi-participant audio calls | End-to-end encryption                | Remote provisioning (Qr code or URL)   |
| Call history                  | Secure user authentication           | Multi-account and multi-device support |
| Call recording and replay     | Push notifications                   |  |

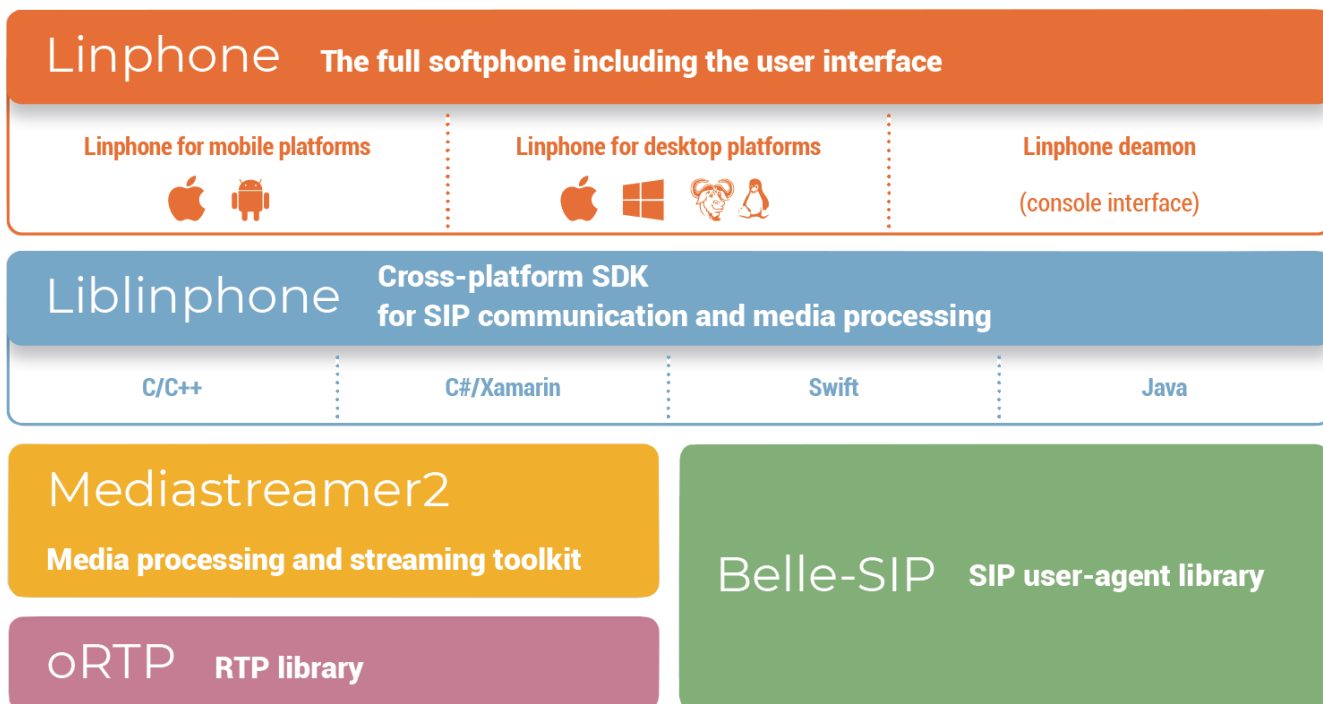
You can find more information about advanced features, supported RFCs, supported processor architecture, OS and codecs, in the **Technical corner** of our website <https://www.linphone.org>.

# Software products

Our software architecture is completely modular, so that you can pick and choose the components that you need. This comprises three main elements:

- **Linphone** – complete softphone including the user interfaces.
- **Liblinphone** – cross-platform library implementing all calling and IM features within a single API.
- **Flexisip** – scalable SIP server suite with proxy, presence, account management, and conference functions.

## Linphone architecture (SIP client)



## Flexisip architecture (SIP server)

Flexisip Proxy	Flexisip Presence	Flexisip Conference	Flexisip Account Manager
<ul style="list-style-type: none"> <li>• Call routing</li> <li>• Media relay with ICE/STUN/TURN</li> <li>• Push notifications</li> <li>• High-availability and cluster mode</li> <li>• Secure user authentication</li> </ul>	<ul style="list-style-type: none"> <li>• Real-time presence status</li> <li>• Smart address book</li> </ul>	<ul style="list-style-type: none"> <li>• Participants management (group chat)</li> <li>• Multi-device support</li> <li>• Group events notifications</li> </ul>	<ul style="list-style-type: none"> <li>• User account creation</li> <li>• User identity validation (via email or SMS)</li> <li>• Account recovery</li> <li>• Remote provisioning (via QR code or URL)</li> </ul>

## Complementary software products

LIME	VoIP Tunnel	bcg729
End-to-end encryption library for instant messages, based on state-of-the-art open standards.	A VoIP anti-blocking solution to overcome VoIP blocking in some countries.	A fully portable implementation of both an encoder and a decoder for the G.729A/B codec.

# Dual-license model

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All our software is dual-licensed, and can be used and distributed either under a GPL/AGPL license for free (open source) or under a proprietary license for a fee (closed source).

## Open source

Our **client software products** (Linphone, Liblinphone, Mediastreamer2, Belle-sip, oRTP, LIME library, and bcg729) can be used under the **GPLv3 license**.

Under GPLv3, the entire source code of the resulting application integrating the GPL software has to be made available to customers or end-users that receive the product.

Our **server software products** (Flexisip Proxy, Flexisip Presence, Flexisip Conference, and Flexisip Account Manager) can be used under the **Affero GPLv3 license**.

Affero GPLv3 “requires the operator of a network server to provide the source code of the modified version running there to the users of that server”.

See GPL and Affero GPL license conditions on [gnu.org](http://gnu.org).

## Closed source

For companies who would rather keep the sources of their own software products closed, we sell proprietary licenses, allowing you to integrate our software in closed source and modify it as you need.

# Client software – license and support pricing

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For our client software, prices of proprietary licenses depend both on the **number of platforms** (iOS, Android, Windows, macOS, GNU/Linux) and on the **number of units** of your product integrating our software that you intend to distribute. We provide an incremental license upgrade path from single platform to multi-platform and from 1 million to unlimited number of units.

### Licensing terms:

- The prices indicated below in the Prices section are for only **one product**. If you want to distribute several products (having different names), license extensions can be purchased. (Quotation available on demand)
- source code included, free modifications allowed
- one-time fee
- 6 months Premium support included

## License renewal and support plans

Our proprietary licenses cover the source code released at the time of the purchase order and during the following 6 months. After this 6-months period, you can subscribe to one of our yearly Support Plans to extend your rights of integrating software updates, new releases and new features.

For **Linphone**, **Liblinphone** and **Mediastreamer2**, we offer three different types and levels of support services. For **Belle-sip** and **oRTP**, only the Standard support plan is available.

- **Basic** = 12 months extension of your rights of integrating source code updates, fixes and new features into your closed source product(s).
- **Standard** and **Premium** plans include Basic extended rights.

All Support Plans are for 12 months and may be renewed or stopped annually.

Included rights:

	<b>Basic</b>	<b>Standard</b>	<b>Premium</b>
License renewal: one-year extension of your rights of integrating updates, fixes and new features into closed source product(s)	✓	✓	✓
Public mailing-list: request assistance from the Linphone community (best effort)	✓	✓	✓
Access to Linphone's private ticketing portal (number of accounts not limited)	X	✓	✓
Troubleshooting of issues occurring in our software and delivery of fixes or workarounds	X	✓	✓
Assistance and answers to questions related to configuration and builds of our software	X	X	✓*
Assistance and troubleshooting related to the usage of our software APIs	X	X	✓*
Suggestions for introducing of network / hardware changes and workaround for non-standard behaviors (when doable)	X	X	✓*
Technical consulting about the SIP protocol and architectures	X	X	✓*
Live chat and technical calls on demand	X	X	✓*

\* Up to 20 hours, counted globally. Additional hours can be purchased on demand.

Prices:

The Linphone license also includes all the components on which Linphone is based: Liblinphone, Mediastreamer2, Belle-sip and oRTP.

Liblinphone includes Mediastreamer2, Belle-sip and oRTP.

Mediastreamer2 includes oRTP.

You don't have to pay for each product separately.

6 months of Premium support are included with all of our proprietary licenses.

### Linphone

		< 1 million of units			Unlimited units		
		Single platform	Dual platform	Multi-platform	Single platform	Dual platform	Multi-platform
<b>License fee</b>		<b>19 000 €</b>	<b>24 700 €</b>	<b>36 300 €</b>	<b>24 000 €</b>	<b>30 750 €</b>	<b>42 000 €</b>
Support plan	Basic	5 500 €	6 600 €	9 900 €	8 000 €	10 300 €	14 000 €
	Standard	7 500 €	9 000 €	13 500 €	12 000 €	15 600 €	21 600 €
	<b>Premium</b>	<b>10 500 €</b>	<b>12 000 €</b>	<b>16 500 €</b>	<b>15 000 €</b>	<b>18 600 €</b>	<b>24 600 €</b>

### Liblinphone

		< 1 million of units			Unlimited units		
		Single platform	Dual platform	Multi-platform	Single platform	Dual platform	Multi-platform
<b>License fee</b>		<b>15 500 €</b>	<b>19 000 €</b>	<b>25 000 €</b>	<b>19 500 €</b>	<b>24 000 €</b>	<b>29 600 €</b>
Support plan	Basic	4 400 €	5 500 €	8 250 €	6 500 €	8 000 €	9 900 €
	Standard	6 000 €	7 500 €	11 250 €	9 600 €	12 000 €	15 000 €
	<b>Premium</b>	<b>9 000 €</b>	<b>10 500 €</b>	<b>14 250 €</b>	<b>12 600 €</b>	<b>15 000 €</b>	<b>18 000 €</b>

### Mediastreamer2

		< 1 million of units		Unlimited units	
		Single platform	Multi-platform	Single platform	Multi-platform
<b>License fee</b>		<b>12 200 €</b>	<b>19 000 €</b>	<b>15 000 €</b>	<b>26 800 €</b>
Support plan	Basic	4 400 €	5 500 €	5 000 €	8 900 €
	Standard	6 000 €	7 500 €	7 200 €	13 500 €
	<b>Premium</b>	<b>9 000 €</b>	<b>10 500 €</b>	<b>10 200 €</b>	<b>16 500 €</b>

### Belle-sip

		< 1 million of units		Unlimited units	
		Single platform	Multi-platform	Single platform	Multi-platform
License fee		5 700 €	11 200 €	7 900 €	13 500 €
Standard support		3 000 €	3 600 €	4 200 €	7 200 €

### oRTP

	< 1 million	Unlimited units
License fee	5 000 €	7 000 €
Standard support	3 000 €	3 500 €

### Bcg729

License fee, if purchased with a Linphone or Liblinphone license	12 000 €
License fee, if purchased alone	14 000 €

# Server software - license and support pricing

Flexisip is a complete, modular and scalable SIP server suite comprising proxy, presence, conference (group chat) and account manager functions.

Flexisip can be integrated into your SIP infrastructure for various purposes:

- as a complete server suite to be deployed on server machines used in the CLOUD in order to run your VoIP service
- EMBEDDED in small hardware
- for its PUSH GATEWAY operation mode
- as your ACCOUNT MANAGER solution for the creation of SIP accounts and/or remote provisioning

You can find more information about Flexisip features and supported RFCs, on [our website](#).

## Flexisip “cloud” license

Flexisip is an easy-to-install SIP server solution, offering “out-of-the-box” all the features to deploy your own secure communications service tuned for mobile or desktop applications.

The free linphone.org SIP service has run on Flexisip since 2011 and enables Linphone users to create SIP addresses and connect with each other.

The “cloud” license is typically suitable for deploying Flexisip instances on server machines, in order to run a SIP VoIP service. In such case, there is **no limit in terms of number of deployed instances**, but the **number of subscribers** (users) of the service is counted globally.

In this model, Flexisip proxy and presence servers can be used alone or together with Flexisip conference server.

### Under Proprietary license :

Number of subscribers	License <i>Installation* offered + 6 months support</i>		12 months support	
	Proxy + presence	Proxy + presence + conference	Proxy + presence	Proxy + presence + conference
< 100 000	15 000 €	25 000 €	7 500 €/year	12 500 €/year
< 500 000	20 000 €	33 000 €	11 500 €/year	19 000 €/year
< 1 000 000	30 000 €	50 000 €	15 000 €/year	25 000 €/year

### Under Affero GPLv3 license :

Number of subscribers	Installation* & 6 months support		12 months support	
	Proxy + presence	Proxy + presence + conference	Proxy + presence	Proxy + presence + conference
< 100 000	10 000 €	14 000 €	10 000 €/year	17 500 €/year
< 500 000	12 500 €	18 000 €	15 000 €/year	26 000 €/year
< 1 000 000	15 000 €	22 500 €	20 000 €/year	35 000 €/year

\* Installation and configuration offered for a first machine, + 2 000 euros per additional host. This service can be performed either for a single instance, or in high availability mode (two instances), or in cluster mode (several instances).

## Flexisip “embedded” license

Thanks to its modular architecture and its limited number of required dependencies, Flexisip embedded can perfectly run on small hardware products (embedded systems). It is suitable for both low-footprint embedded systems and large cloud deployment in high availability and cluster mode.

The “embedded” license is typically suitable for distributing Flexisip in hardware products. In this model, the number of distributed units is counted. The number of connected SIP clients for each Flexisip instance must not exceed 30.

Number of units	License	12 months support under proprietary license	12 months support under Affero GPL license
Up to 1 million of units	15 000 €	7 500 €/year	10 000 €/year
Unlimited number of units	30 000 €	15 000 €/year	15 000 €/year

## Flexisip “Push Gateway”

Supporting push notifications became mandatory for VoIP apps since iOS 10 and on most recent Android phones.

Based on iOS/Android push systems, Flexisip Push Gateway has been developed by Belledonne Communications to deliver SIP incoming calls or text messages on mobile device platforms where push notifications are required to receive information when the app is not active in the foreground.

The Push Gateway is a specific operation mode of **Flexisip proxy**.

For legacy SIP infrastructures, the Push Gateway can also be integrated as a front-end to SIP servers that do not support push notifications, without configuration change.

- When you use Flexisip proxy (Flexisip “cloud” offer), there is no extra fee to use the Push Gateway.
- If you prefer to keep your existing SIP servers and add Flexisip servers for the Push Gateway only, the same pricing as for Flexisip cloud (*proxy + presence*) applies.

## Flexisip Account Manager

Flexisip account manager is a software product running on a server, designed for the creation and management of SIP accounts from Linphone-based apps.

It includes a remote provisioning server for auto-configuration, that can be customised to connect to your user account database if you already have your own solution for the creation and management of accounts.

### Under Proprietary license :

License * ( <i>Installation offered + 6 months support</i> )	12 months support
5 000 €	1 000 €/year

### Under Affero GPLv3 license :

Installation and configuration * ( <i>+ 6 months support</i> )	12 months support
5 000 €	1 000 €/year

\* SMS not included. It is the customer’s responsibility to contract with an SMS provider.

# Tunnel VoIP anti-blocking system

Our tunnel VoIP anti-blocking solution has been developed for VoIP operators who wish to bypass firewall restrictions on 3G networks.

It can tunnel all SIP and RTP traffic through a single secure https connection to a de-tunnelling server.

You can find more information about the tunnel solution on [our website](#).

The Tunnel VoIP anti-blocking solution can only be licensed under a proprietary license (closed source environment), as an extension to the Linphone client or to the Liblinphone library.

License and support terms and conditions: identical to Linphone and Liblinphone.

	< 1 million of units			Unlimited units		
	Single platform	Dual platform	Multi-platform	Single platform	Dual platform	Multi-platform
<b>License fee</b>	7 000 €	8 750 €	11 750 €	9 600 €	12 000 €	15 000 €
<b>Annual support</b>	3 000 €	3 750 €	5 000 €	4 000 €	5 000 €	6 500 €

# Linphone Instant Messaging Encryption (LIME)

LIME is an end-to-end encryption library for one-to-one and group instant messaging, allowing users to exchange messages privately and asynchronously. It supports multiple devices per user and multiple users per device.

LIME is available as a Liblinphone extension or as a standalone library. It is protocol-agnostic and can be integrated with any third-party IM stack or used as part of the standard Linphone product.

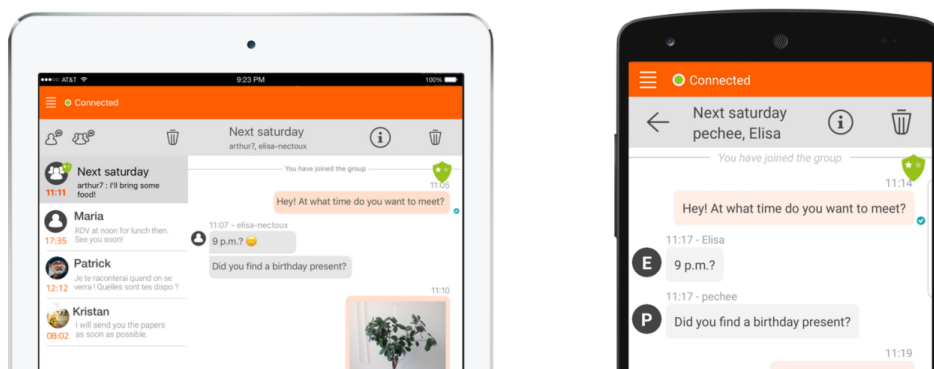
You can find more information about supported features on [our website](#).

LIME is composed of a portable client library (LIME library) coupled with a public key server (LIME server) developed by Belledonne Communications to allow end-to-end encryption for messaging without having to exchange cryptographic keys simultaneously.

- ➔ LIME library is dual-licensed and can be distributed either under **GPLv3** or **proprietary** licenses.
- ➔ LIME server can only be licensed under a **proprietary license**.

<b>LIME client + server</b> Installation offered + 6 months support	<b>License</b>	<b>12 months support</b>
	15 000 €	2 500 €/year

<b>LIME server only</b> + 6 months support	<b>License</b>	<b>License + installation</b>	<b>12 months support</b>
	5 000 €	10 000 €	2 500 €/year



# Services

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## DEVELOPMENT ASSISTANCE

For all kinds of assistance requests, we recommend our development assistance service. Our team will dedicate the necessary time to helping you with any issues that arise.

Our engineers can directly answer any question regarding our source code and provide technical advice on how to implement new features or overcome any issues you may be facing.

Our entry service is 20 hours of chat/email dev assistance for 3 000 €. This service ends after 3 months.

## SPECIFIC DEVELOPMENT

Based on your technical specifications, we will assess the development effort required and provide you with an official quote for the work to be performed.

## REBRANDING

We offer a rebranding service for Linphone that includes:

- Title, logo, icon replacement (graphical resources to be provided by customer)
- Add-on of a login view so that the user just enters username and password
- Predefined settings to work with your SIP network and interoperability testing
- Submission to the Apple App Store / Google Play Store

This service is available for iOS, Android, Windows desktop, macOS and GNU/Linux.

For mobile platforms: 5 000 euros per platform, and additional 2 000 euros per iPad/tablet.

For desktop platforms: 5 000 euros for 1 OS, 8 000 euros for 2 OS and 10 000 euros for the 3 OS.

# Solutions

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You can download our white papers at <https://www.linphone.org/licensing-services>.

## Linphone-based video door entry intercom system

Digital video door entry intercom systems combined with smartphones can highly leverage regular SIP VoIP technology to bring a new set of services to end-users: get notified when a visitor presses the ring button, see him with video, interact with him with voice and video – at home as well as anywhere else under Wi-Fi or 3G coverage.

## Secure communications using Linphone and Flexisip

Digital communications including voice, video and messaging are sensitive user data that need to be protected against unauthorised access. Both Linphone and Flexisip provide built-in security capabilities allowing to create a secure communications service across the public internet.

# Contact

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### Worldwide sales

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### Office

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