



What is Viveport Arcade?

Viveport Arcade is HTC VIVE's proprietary content management and distribution platform for VR developers and operators who want to introduce out-of-home VR experiences. It enables operators around the world running venues such as arcades, internet cafes, movie theaters and shopping malls to legally acquire VR content and offer it to the public for a fee. The Viveport Arcade platform is an end-to-end software solution which provides both a front-end consumer interface and a backend that accurately tracks usage data, manages sales and offers a secure billing solution for developers and operators

When is the program available?

The Viveport Arcade platform will be launching globally early April 2017.

I am an operator, how can I learn more about the program?

An operator interested in the Viveport Arcade program content management and distribution system may visit our information page with the most updated information at INSERT URL here and contact us at directly through the site with interest and questions. As more details become available for operators, we will be posting to the community forum.

Which model of the HTC Vive do I use for the operation of a location?

Operators should use the Vive Business Edition. Commercial operators interested in purchasing hardware for their locations can learn more about the Vive Business Edition which provides such benefits as dedicated support, a special business warranty and a 5-meter (16 foot) headset extension kit at <http://www.vive.com/us/enterprise>. Please check the site for the most up-to-date information as to available markets. For territories where the hardware is not yet distributed or if operators choose not to use the commercial units, the Viveport Arcade platform is compatible with the consumer units however operators should note the warranty and service will not apply.

What are the benefits to an operator for the Viveport Arcade program?

The Viveport Arcade program is an end-to-end platform solution for many commercial operators looking to have an efficient software solution that is both an operating system and one-stop for DRM and legally acquired content library. The Viveport Arcade team works directly with developers to secure their titles for location-based initiatives; therefore, operators can access multiple apps from one source rather than spend time independently negotiating with individual VR developers and managing reporting and payments. Operators who implement the service also receive access to a custom tool kit with approved logos, brand guidelines and co-marketing templates for in-store and digital promotion.



What is the business model for operators?

Viveport Arcade is based on a pay-by-time model where operators pre-purchase points directly from HTC which can be used towards a library of content. Points are deducted from the operator's total point reserve as customers engage with the content on a per minute basis. For each 1,000 points, operators will receive 60-minutes of total playtime (e.g. US \$10 = 1,000 points = 60 minutes). All titles are valued at 1,000 points unless otherwise noted by HTC. Please refer to the Viveport Arcade website or VIVE community forum for the most updated per market rate card. Through the Viveport Arcade platform, HTC accurately tracks usage of each VR app and in turn shares the pre-paid point value with the developer based on pre-negotiated terms. No additional payment from the operator to the developer is required. As an operator, the retail price charged at retail to customers is at your discretion.

What content is available to me as an operator?

Operators will have access to an evolving portfolio of VR games and experiences secured by HTC for public distribution. The availability of content may vary depending on territory and rights. Operators may select a la carte or from recommended lists curated by HTC.

I have direct deals with certain developers or want to pursue deals independently, how does that affect using Viveport Arcade?

Viveport Arcade is meant as efficient solution for both operators and developers to mitigate having to independently negotiate hundreds of deals and to establish a transparent payment and reporting system for both sides. If in certain cases there are pre-existing arrangements between operator and developer, we respect those partnerships and an operator may simply choose to not select that specific title from the Viveport Arcade portfolio if also available.

Do I need to sign up for the Steam Site Licensing Program to run Viveport Arcade?

The Viveport Arcade commercial program is independent of the Steam program.

I've heard of VIVELAND™, what is that? Are you franchising?

Viveland™ is HTC's showcase in Taipei for a dedicated VR amusement center. This is a limited showroom at this time and franchising is not currently available. Together with the Business Edition hardware, the Viveport Arcade program is HTC's turnkey solution for third-party venues looking to provide VR experiences to the public.