

Pricing Guide

Retail Software

Here's What We'll Cover



Pricing
models



Pricing
ranges

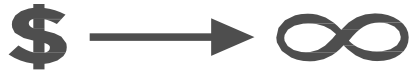


Unexpected
costs



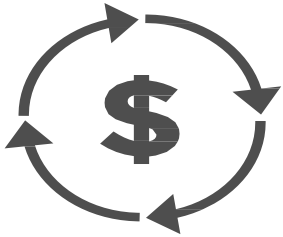
Pricing of
popular systems

Two Common Pricing Models



Perpetual License

An upfront sum for the license to own the software and use it in perpetuity. This is the more traditional model and is most common with on-premise applications.



Subscription

A monthly fee to use the software for a specific amount of time. Subscription pricing became popular with the advent of Software as a Service (SaaS).

Comparing Costs by Pricing Model

Upfront costs

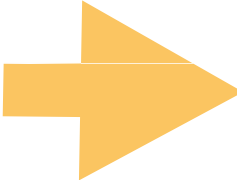
Recurring costs

Other costs

Perpetual License



HIGH



MEDIUM

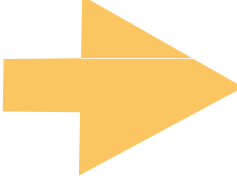


LOW

Subscription



LOW



MEDIUM



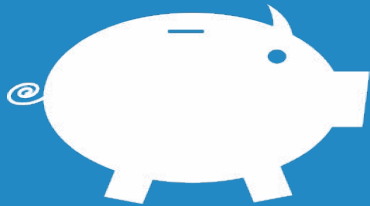
LOW

Perpetual License Costs



Upfront costs

- Perpetual license fee
- Customizations
- Installation/setup
- Integration with existing systems
- Point-of-sale equipment costs



Recurring costs

- Maintenance (updates, patches & upgrades)
- Premium support services
- Merchant account fees
- Recurring costs



Customization and integration costs can be significant--often as much or more than the software--if you choose to change the software substantially.

Subscription Costs



Upfront costs

- Customizations
- Installation/setup
- Integration with existing systems
- Point-of-sale equipment costs



Recurring costs

- Subscription fee
- Premium support services
- Merchant account fees



Customization and integration costs are often less costly simply because SaaS systems have not provided as much flexibility in this area. Although that is changing as SaaS systems evolve.

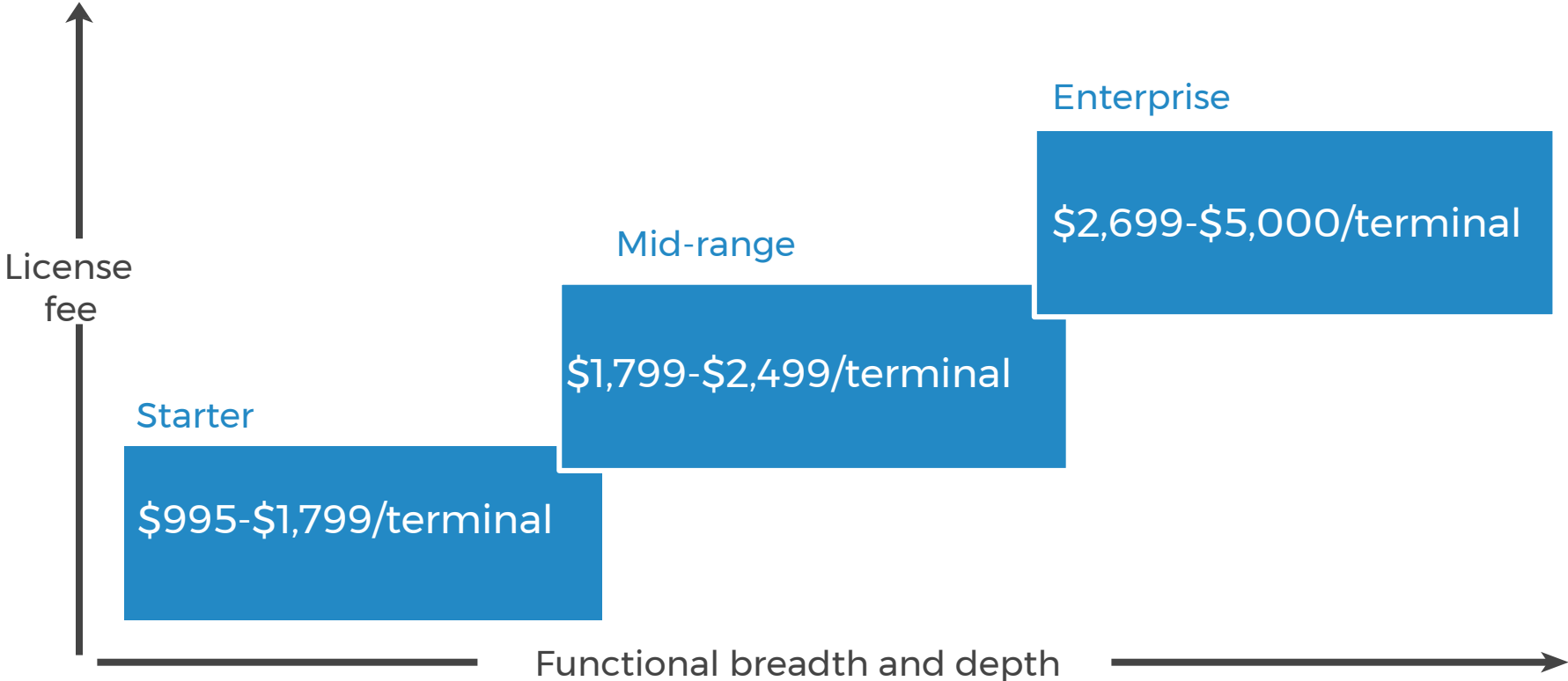
Total Cost of Ownership

While a perpetual license may cost more upfront, the total cost of ownership typically converges with subscription packages over time.

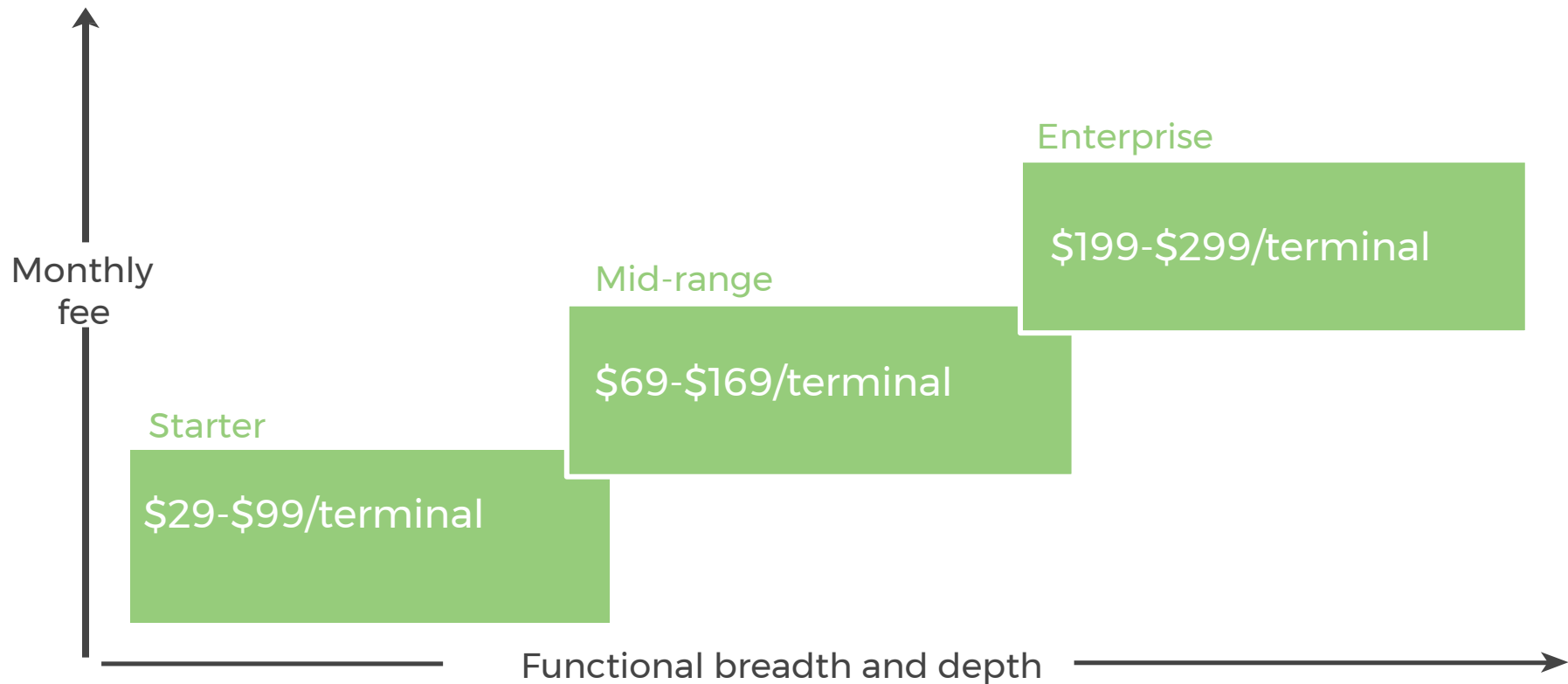


Visit our [Total Cost of Ownership Calculator](#) for a more detailed estimate.

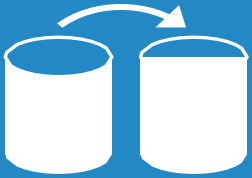
Perpetual License Price Ranges



Subscription Price Ranges



Often Overlooked Costs



Data Migration

While this can be done in-house, most will want to pay the vendor to transfer data.



Training

Often web-based training is included, but vendors will charge for in-person training.



Hardware & IT

This can be a major expense for buyers requiring many POS terminals or on-premise servers.

Pricing for Popular POS Packages

Product	Pricing Model	Starter	Mid-Range	Enterprise
Shopify ¹	Per month	\$29	\$79	\$299
Clover POS ²	Per month (per register)	\$39	N/A	N/A
Talech POS ³	Per month (per register)	\$49	\$69	N/A
MicroBiz Cloud ⁴	Per month (per register)	\$55	\$80	N/A
AccuPOS ⁵	Per month (per register)	\$59	\$79	N/A
Square Register POS ⁶	Per month (per register)	\$60	N/A	N/A
ShopKeep ⁷	Per month (per register)	\$69	N/A	N/A
Lightspeed Retail ⁸	Per month (per register)	\$99	\$169	\$289
Vend POS ⁹	Per month (per register/user)	\$69	\$79	\$199
Springboard Retail ¹⁰	Per month (per register/user)	\$99	\$149	\$209

Pricing for Popular POS Packages Continued

Product	Pricing Model	Starter	Mid-Range	Enterprise
Cashier Live ¹¹	Per month (per store)	\$75	N/A	N/A
Cin7 ¹²	Per month (per user)	\$249	\$349	\$799
AIMsi ¹³	Per license	\$995	N/A	N/A
QuickBooks POS ¹⁴	Per license	\$1,799.95	\$2,499.95	\$2,699.95
Epos Now ¹⁵	Per workstation & license	\$1,799	N/A	N/A

Sources of Pricing Data

The pricing information included in this presentation was collected from the following websites in March 2017. Software Advice is not in a position to provide detailed price quotes on behalf of these vendors, and this data should not be considered as such. The information is simply a compilation of what is publicly available online. Buyers should contact the software vendor for actual pricing. Below is a list of sources from which this information was collected.

1. <https://www.shopify.com/pricing>
2. <http://possuperstore.com/cloverpos/index.php/clover-pos-pricing/>
3. <https://www.talech.com/pricing>
4. <https://microbiz.com/microbiz-cloud-pos/>
5. <http://www.accupos.com/business-types/price-plans/>
6. <https://squareup.com/pos/retail>
7. <http://www.shopkeep.com/pricing>
8. <https://www.lightspeedhq.com/pos/retail/pricing/>
9. <https://www.vendhq.com/pricing>
10. <https://www.springboardretail.com/pricing#pricing-faq>
11. <https://www.cashierlive.com/pricing>
12. <https://www.cin7.com/pricing/>
13. https://www.technology4retailers.com/t-aimsi_pricing.aspx
14. <https://quickbooks.intuit.com/point-of-sale-compare/>
15. <http://www.eposnow.com/us/systems>

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