Here's What We'll Cover

- Pricing models
- Pricing ranges
- Unexpected costs
- Pricing of popular systems
Two Common Pricing Models

Perpetual License

$ \rightarrow \infty

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

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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

<table>
<thead>
<tr>
<th></th>
<th>Upfront costs</th>
<th>Recurring costs</th>
<th>Other costs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Perpetual License</td>
<td>HIGH</td>
<td>LOW</td>
<td>MEDIUM</td>
</tr>
<tr>
<td>Subscription</td>
<td>LOW</td>
<td>HIGH</td>
<td>LOW</td>
</tr>
</tbody>
</table>
Perpetual License Costs

**Upfront costs**
- Perpetual license fee
- Customizations
- Installation/setup
- Integration with existing systems

**Recurring costs**
- Maintenance (updates, patches & upgrades)
- Premium support services

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

Recurring costs
- Subscription fee
- Premium support services

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

- **Starter**: Free-$2,000
- **Mid-range**: $200-$2,340
- **Enterprise**: $2,500-$3,850

The chart illustrates the relationship between license fees and functional breadth and depth.
Subscription Price Ranges

- **Starter**: Free-$50
- **Mid-range**: $20-$200
- **Enterprise**: $60-$250

Monthly fee vs. Functional breadth and depth
Often Overlooked Costs

**Additional modules**

Many vendors offer additional modules such as barcoding or mobile access.

**Training**

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

**Hardware & IT**

This can be a major expense for on-premise software buyers that need their own servers.
<table>
<thead>
<tr>
<th>Product</th>
<th>Pricing Model</th>
<th>Starter</th>
<th>Mid-Range</th>
<th>Enterprise</th>
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</thead>
<tbody>
<tr>
<td>eMaint</td>
<td>Subscription</td>
<td>$40-$65</td>
<td>$85</td>
<td>$120</td>
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<td></td>
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<td>FastMaint CMMS</td>
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<tr>
<td></td>
<td>License Fee</td>
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<td></td>
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</tr>
<tr>
<td>MainPlan</td>
<td>Perpetual License Fee</td>
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<td>$150</td>
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<td>Maintenance Assistant</td>
<td>Subscription</td>
<td>Free-$9</td>
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<td>$29</td>
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<td></td>
<td>user/month</td>
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<tr>
<td>MaxPanda</td>
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<td>$100</td>
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</tr>
</tbody>
</table>

1. COGZ CMMS
2. eMaint
3. FastMaint CMMS
4. MainPlan
5. Maintenance Assistant
6. MaxPanda
7. MicroMain
8. MP CMMS
9. Que Centre
10. Transcendent CMMS
## Pricing for Popular Packages Continued

<table>
<thead>
<tr>
<th>Product</th>
<th>Pricing Model</th>
<th>Starter</th>
<th>Mid-Range</th>
<th>Enterprise</th>
</tr>
</thead>
<tbody>
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<tr>
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<tr>
<td></td>
<td>Perpetual License Fee</td>
<td>$495</td>
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</tr>
<tr>
<td>Proteus MMX</td>
<td>Subscription (user/month)</td>
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<td>Perpetual License Fee</td>
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<td>$2,499</td>
</tr>
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</table>
Sources of Pricing Data

The pricing information included in this presentation was collected from the vendors' websites in July 2014. 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 or offered by the vendor's sales department. Buyers should contact the software vendor for actual pricing.

It's important to note that the CMMS vendors in this guide have varying pricing models. For example, some offer their system for a flat monthly fee, regardless of how many users you need (e.g., MicroMain). Conversely, some vendors, such as Maintenance Assistant, charge a monthly fee per user. Still others, such as Que Centre, offer a flat monthly price for a set number or users (e.g., $90 per month for up to 5 users).

Below is a list of sources for where this information was collected:

11. Pricing information obtained by email from vendor's sales department.
12. Pricing information obtained by email from vendor's sales department.
Get free price quotes on top CMMS software

Get unbiased reviews & free demos on top CMMS software

Learn about buyer trends in our BuyerView Report