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

<table>
<thead>
<tr>
<th></th>
<th>Upfront costs</th>
<th>Recurring costs</th>
<th>Other costs</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Perpetual License</strong></td>
<td>HIGH</td>
<td>LOW</td>
<td>MEDIUM</td>
</tr>
<tr>
<td><strong>Subscription</strong></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.
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**: $495-$2,800
- **Mid-range**: $1,000-$6,500
- **Enterprise**: $4,000-$12,300
Subscription Price Ranges

- **Starter**: $30-$200
- **Mid-range**: $60-$500
- **Enterprise**: $300-$1,000

**Monthly fee** vs. **Functional breadth and depth**
Often Overlooked Costs

**Additional users**

Many systems increase in cost as additional users are given access to the software.

**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.
# Pricing for Popular Packages

<table>
<thead>
<tr>
<th>Product</th>
<th>Pricing Model</th>
<th>Starter</th>
<th>Mid-Range</th>
<th>Enterprise</th>
</tr>
</thead>
<tbody>
<tr>
<td>eMaint</td>
<td>Subscription (user/month)</td>
<td>$40-$65</td>
<td>$85</td>
<td>$120</td>
</tr>
<tr>
<td>HippoFM</td>
<td>Monthly Subscription</td>
<td>$40</td>
<td>$60</td>
<td>N/A</td>
</tr>
<tr>
<td>IBM Tririga</td>
<td>Perpetual License Fee</td>
<td>N/A</td>
<td>N/A</td>
<td>$12,300</td>
</tr>
<tr>
<td>Que Centre</td>
<td>Monthly Subscription</td>
<td>$90</td>
<td>$150</td>
<td>N/A</td>
</tr>
<tr>
<td>Visual Lease</td>
<td>Monthly Subscription</td>
<td>$99</td>
<td>$300-$500</td>
<td>$1,000</td>
</tr>
<tr>
<td>EvolveFM</td>
<td>Monthly Subscription</td>
<td>N/A</td>
<td>$305</td>
<td>$575</td>
</tr>
<tr>
<td></td>
<td>Perpetual License Fee</td>
<td>N/A</td>
<td>$6,500</td>
<td>$11,750</td>
</tr>
<tr>
<td>FaciliWorks</td>
<td>Subscription (user/month)</td>
<td>N/A</td>
<td>$79</td>
<td>$99</td>
</tr>
<tr>
<td></td>
<td>Perpetual License Fee</td>
<td>$999</td>
<td>$1,499</td>
<td>$1,999</td>
</tr>
</tbody>
</table>
### 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>
<tr>
<td>Maintenance Connection 8</td>
<td>Subscription (user/month)</td>
<td>$199</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td></td>
<td>Perpetual License Fee</td>
<td>$2,799</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>MAPCON 9</td>
<td>Monthly Subscription</td>
<td>$30</td>
<td>$60</td>
<td>N/A</td>
</tr>
<tr>
<td></td>
<td>Perpetual License Fee</td>
<td>$495</td>
<td>$1,000</td>
<td>N/A</td>
</tr>
<tr>
<td>Proteus MMX 10</td>
<td>Subscription (user/month)</td>
<td>$49</td>
<td>$99</td>
<td>$149</td>
</tr>
<tr>
<td></td>
<td>Perpetual License Fee</td>
<td>$2,499</td>
<td>N/A</td>
<td>N/A</td>
</tr>
</tbody>
</table>
Sources of Pricing Data

The pricing information included in this presentation was collected from the vendors' websites in June 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 pricing model may vary across different systems. For example, FaciliWorks charges a flat rate per month for unlimited users; while others sell single user licenses, unlimited user licenses (e.g., HippoFM or EvolveFM), or a flat rate for a limited number of users (e.g., Que Centre). Still others increase in price as users and features increase, like Proteus MMX.

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

3. http://goo.gl/0v8tRZ
7. Pricing information obtained by email from vendor's sales department.
8. Pricing information obtained by email from vendor's sales department.
Learn More About Facilities Management Software

- Get Free Quotes: Get free price quotes on top Facilities Management software
- Get Free Demos: Get unbiased reviews & free demos on top Facilities Management software
- Free Consultation: Get a free consultation and save weeks of research. Call (888) 918-2747.