# Pricing Guide

Facilities Management

Here's What We'll Cover
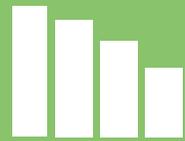
Pricing models

**Pricing ranges**

Unexpected costs

Pricing of popular systems

Two Common Pricing Models
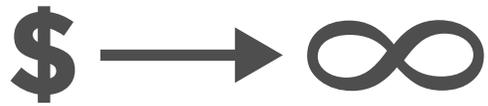
Perpetual License

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	↓ LOW	→ MEDIUM
Subscription	↓ LOW	↑ HIGH	↓ LOW
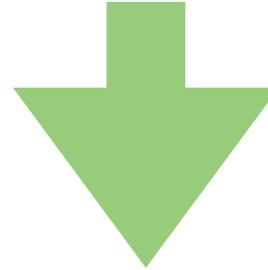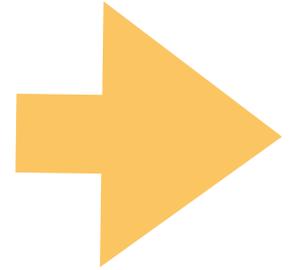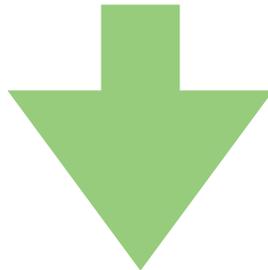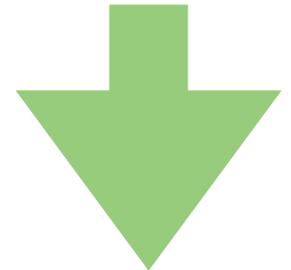
Perpetual License Costs
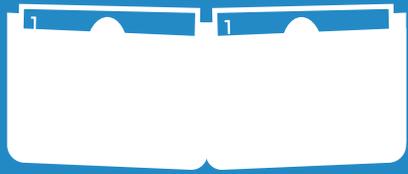
Upfront costs

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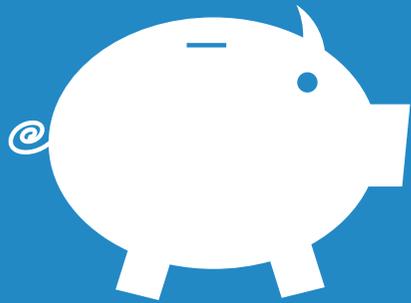
Recurring costs

- 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
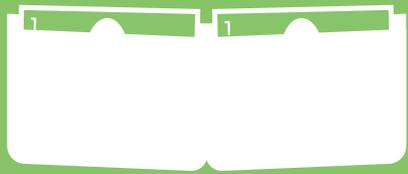
Upfront costs

- 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.

Total cost of ownership converges over time.

Cost ($)

Year 1 • Year 2 • Year 3 • Year 4 • Year 5 • Year 6 • Year 7 • Year 8 • Year 9 • Year 10

● Perpetual License ● Subscription
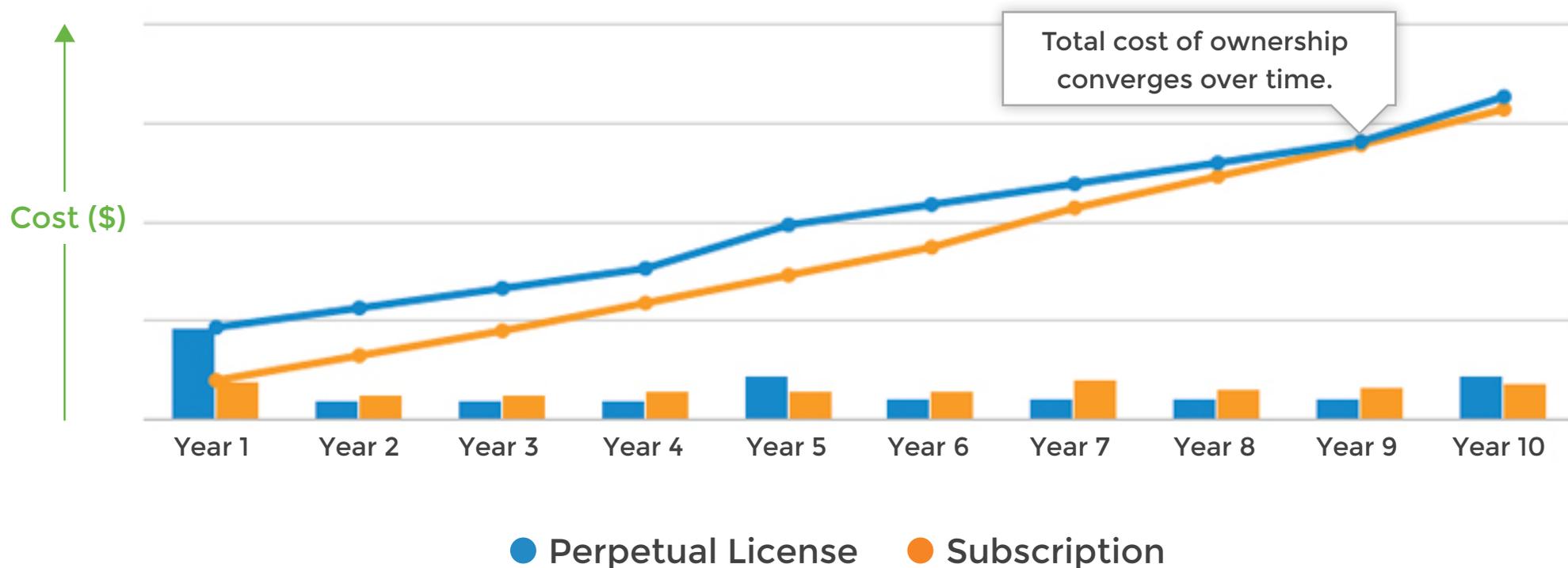
Visit our Total Cost of Ownership Calculator for a more detailed estimate.

Perpetual License Price Ranges

License fee

Starter

$495-$2,800

Mid-range

$1,000-$6,500

Enterprise

$4,000-$12,300

Functional breadth and depth
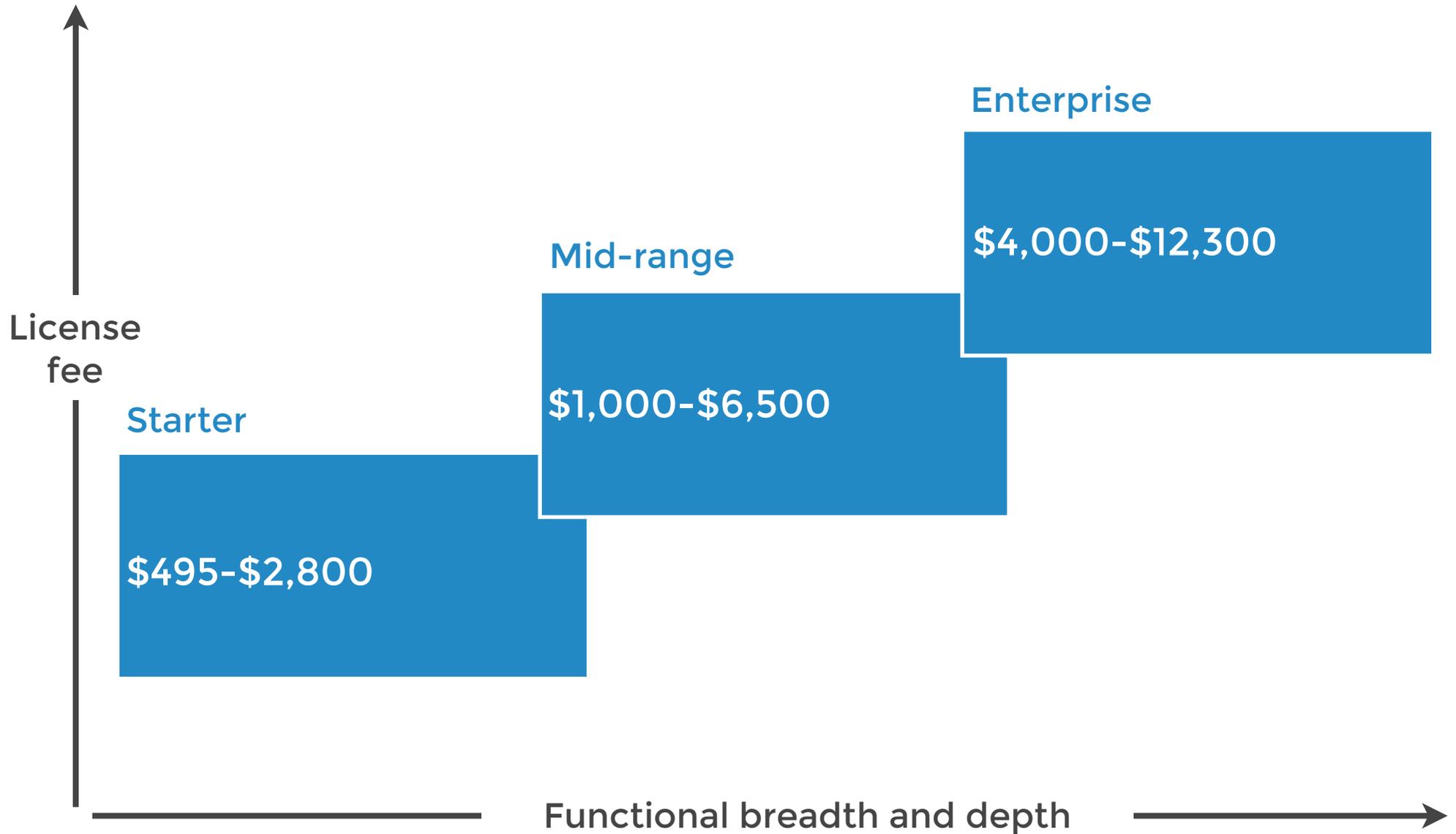
Subscription Price Ranges

Monthly fee

Enterprise

$300-$1,000

Mid-range

$60-$500

Starter

$30-$200

Functional breadth and depth
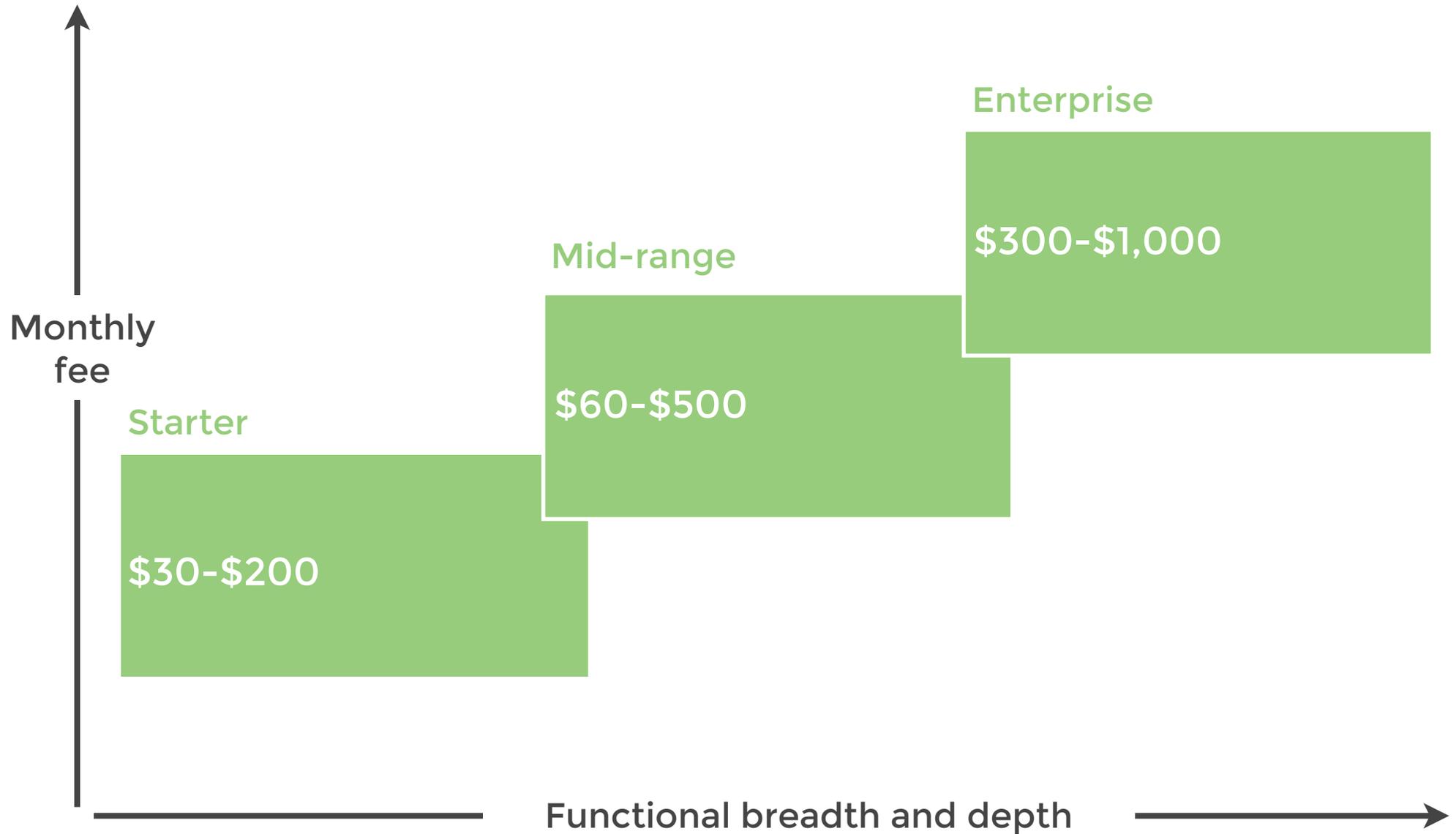
Often Overlooked Costs

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

Product	Pricing Model	Starter	Mid-Range	Enterprise
eMaint [1]	Subscription (user/month)	$40-$65	$85	$120
HippoFM [2]	Monthly Subscription	$40	$60	N/A
IBM Tririga [3]	Perpetual License Fee	N/A	N/A	$12,300
Que Centre [4]	Monthly Subscription	$90	$150	N/A
Visual Lease [5]	Monthly Subscription	$99	$300-$500	$1,000
EvolveFM [6]	Monthly Subscription	N/A	$305	$575
	Perpetual License Fee	N/A	$6,500	$11,750
FaciliWorks [7]	Subscription (user/month)	N/A	$79	$99
	Perpetual License Fee	$999	$1,499	$1,999

Pricing for Popular Packages Continued

Product	Pricing Model	Starter	Mid-Range	Enterprise
Maintenance Connection [8]	Subscription (user/month)	$199	N/A	N/A
	Perpetual License Fee	$2,799	N/A	N/A
MAPCON [9]	Monthly Subscription	$30	$60	N/A
	Perpetual License Fee	$495	$1,000	N/A
Proteus MMX [10]	Subscription (user/month)	$49	$99	$149
	Perpetual License Fee	$2,499	N/A	N/A

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:

1.   http://www.emaint.com/cmms_software_pricing_form/

2.   http://www.hippofm.com/facility-managment-cmms-software.html

3.   http://goo.gl/0v8tRZ

4.   http://www.quecentre.com/pricing.html

5.   http://www.visuallease.com/pricing.php

6.   http://cafmresources.com/pricing/

7.   Pricing information obtained by email from vendor's sales department.

8.   Pricing information obtained by email from vendor's sales department.

9.   http://www.mapcon.com/us-en/cmms-software-products

10. http://www.eaglecmms.com/products/prices.htm

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