# Software Advice™

# Pricing Guide

## Enterprise Resource Planning (ERP) Software

# Here's What We'll cover

- Pricing Models

- Pricing Ranges

- Unexpected Costs

- Pricing of Popular Systems

# Three 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).

### Open Source

Licenses are usually free of charge, which reduces upfront costs. Implementation, integration and ongoing maintenance, however, can be major expenses.

# Comparing Costs by Pricing Model
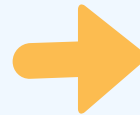
|  | Upfront Costs | Recurring Costs | Other Costs |
|---|---|---|---|
| **Perpetual License** | ⬆ | ⬇ | ➡ |
| **Subscription** | ⬇ | ⬆ | ⬇ |
| **Open Source** | ⬇ | ➡ | ⬆ |

# 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.*

# Free & Open Source Costs

### Upfront Costs

- Customizations
- Installation/setup
- Integration with existing systems
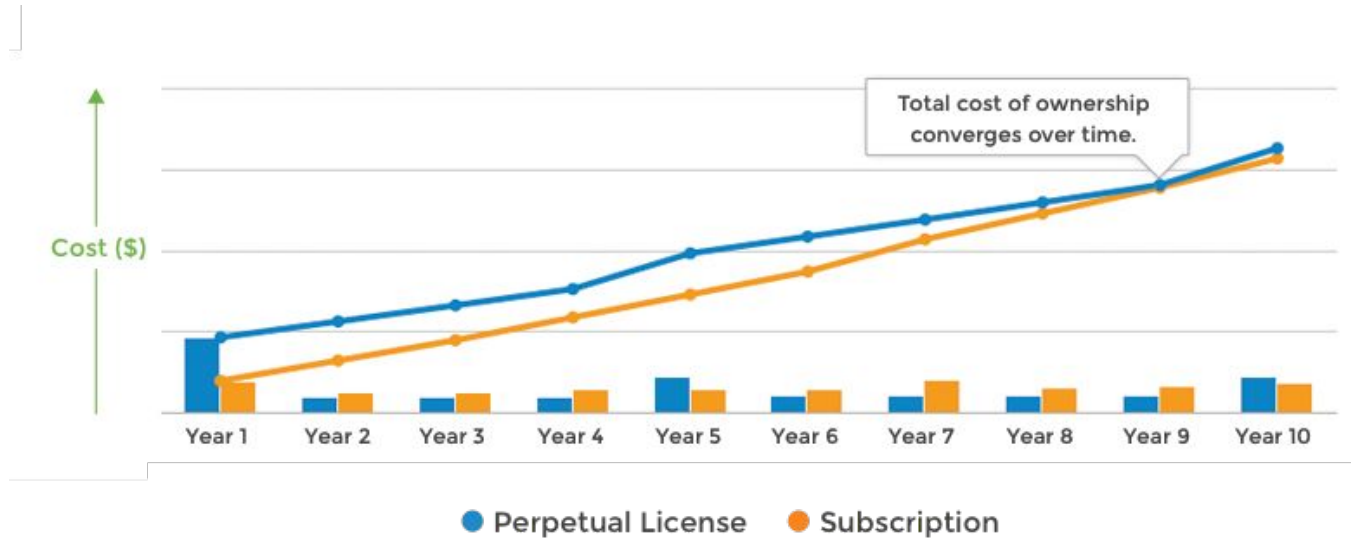
### Recurring Costs

- Maintenance (updates, patches and upgrades)
- In-house or outsourced IT consultants

*Open-source software is typically free to download and develop. Customization, integrations, ongoing maintenance and upgrades, however, can incur major costs.*
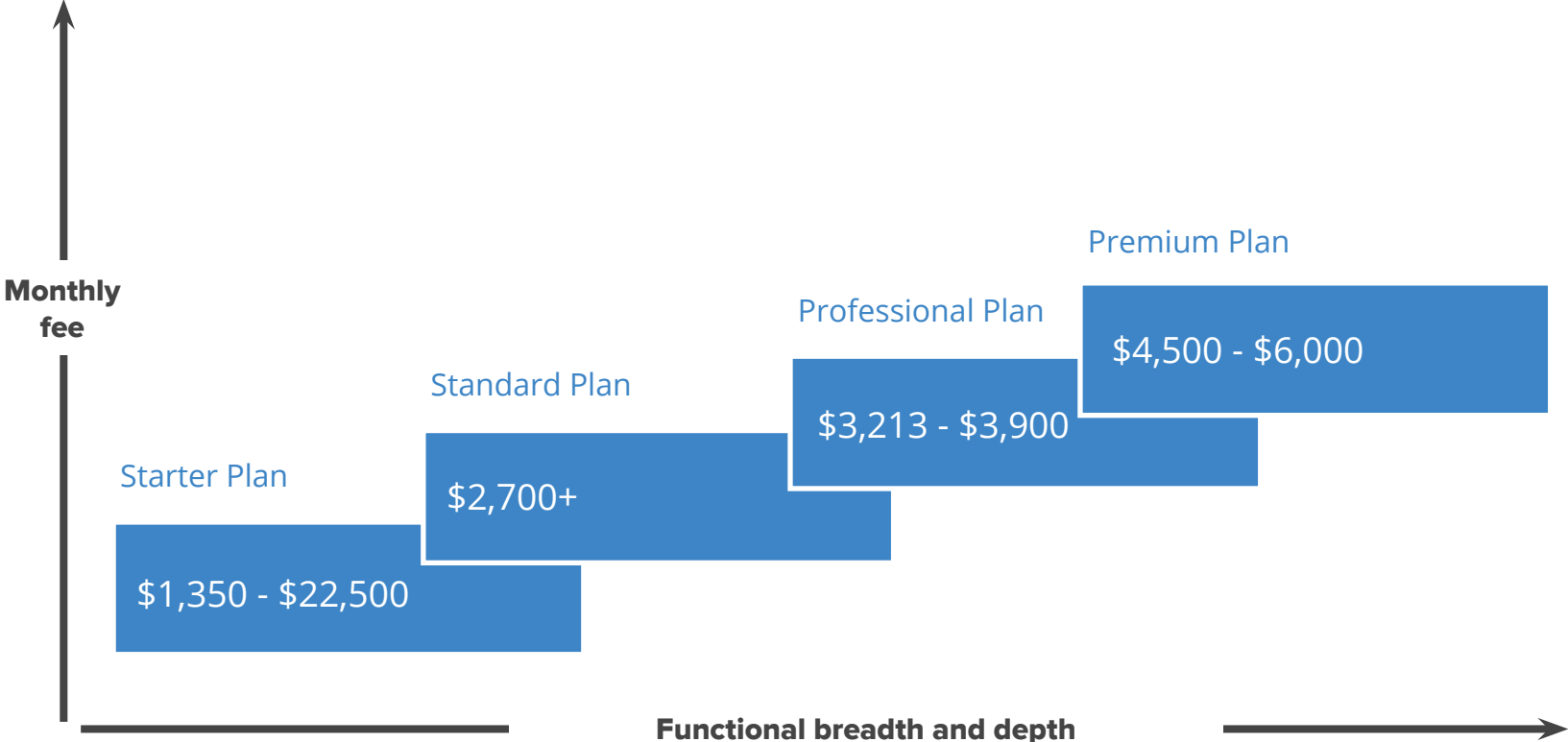
# Total Cost of Ownership

While a perpetual license may cost more upfront, the total cost of ownership typically converges with subscription packages in about 7-10 years.



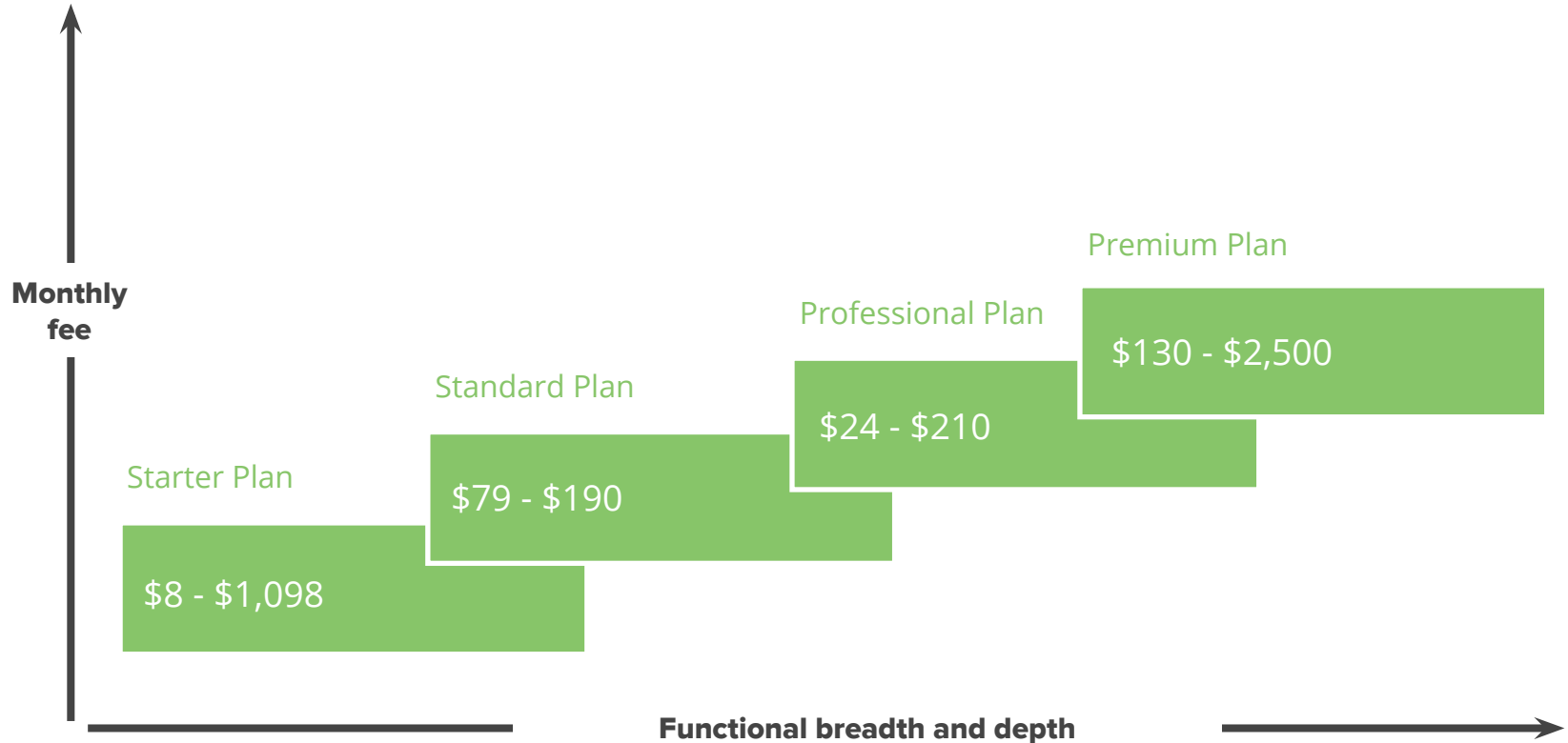Visit our Total Cost of Ownership Calculator for a more detailed estimate.

# Subscription Price Ranges



Monthly fee

Starter Plan
$8 - $1,098

Standard Plan
$79 - $190

Professional Plan
$24 - $210

Premium Plan
$130 - $2,500

Functional breadth and depth

# Often Overlooked Costs

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

**Training** — Web-based training is often 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.

**Maintenance & Upgrades** — This can be a major expense for on-premise software buyers that need their own servers.

# Pricing for Popular Packages

| PRODUCT | PRICING MODEL | Starter Plan | Standard Plan | Professional Plan | Premium Plan |
|---------|--------------|--------------|---------------|-------------------|--------------|
| Odoo[1] | Subscription /mo | $8 | - | - | - |
| WorkBook[2] | Subscription /mo | $19 | - | $24 | - |
| ERPAG[3] | Subscription /mo | $49 | $79 | $149 | - |
| SAP Business One[4] | Perpetual License Fee | $1,666 | - | $3,213 | - |
| | Subscription /mo | $54 | - | $94 | - |
| ECount ERP[5] | Subscription /mo | $55 | - | - | - |
| aAce[6] | Perpetual License Fee | $22,500 | - | - | - |
| | Subscription /mo | $99 | - | - | - |

# Pricing for Popular Packages Continued

| PRODUCT | PRICING MODEL | Starter Plan | Standard Plan | Professional Plan | Premium Plan |
|---------|---------------|--------------|---------------|-------------------|--------------|
| Pilot ERP[7] | Perpetual License Fee | $1,995 | - | - | - |
| | Subscription /mo | $99 | - | - | - |
| Microsoft Dynamics 365[8] | Subscription /mo | $115 | $190 | $210 | - |
| xTuple[9] | Perpetual License Fee | $1,350 | $2,700 | $3,900 | $4,500 |
| | Subscription /mo | $130 | $130 | $130 | $130 |
| Epicor[10] | Perpetual License Fee | $4,000 | - | - | $6,000 |
| | Subscription /mo | $834 | - | - | $2,500 |
| NetSuite[11] | Subscription /mo | $1,098 | NA | NA | NA |

# Sources of Pricing Data

*The pricing information included in this presentation was collected from the vendors' websites in December 2018. 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 for where this information was collected:*

1. https://www.odoo.com/pricing#pl=76&num_users=1&hosting=online&odoosh_workers=1&odoosh_storage=1&odoosh_staging=1&implementation_service=self&pack=25&force_country=IN&integrating_partner_id=0&price_by=yearly
2. https://workbook.net/pricing/
3. https://www.erpag.com/pricing
4. http://www.seidor.us/content/seidor-us/en/blog/sap-business-one-price.html
5. https://www.ecounterp.com/ecount/resources/pricing?p=T3
6. http://www.aacesoft.com/pricing
7. http://www.piloterp.com/pricing.html
8. https://dynamics.microsoft.com/en-us/pricing/
9. https://xtuple.com/pricing-and-compare
10. http://e2btek.com/epicor-erp-cost/
11. https://www.exploreconsulting.com/netsuite/netsuite-pricing/

# Learn More About Enterprise Resource Planning (ERP) Software

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Get free price quotes on top Enterprise Resource Planning (ERP) software.

**GET FREE DEMOS**

Get unbiased reviews & free demos on top Enterprise Resource Planning (ERP) software.

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